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HARDWARE

AND METAL MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XIV. MONTREAL AND TORONTO, JULY 5, 1902 NO. 27.

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TRADE MARK
RAZORS CUTLERY SCISSORS

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES.

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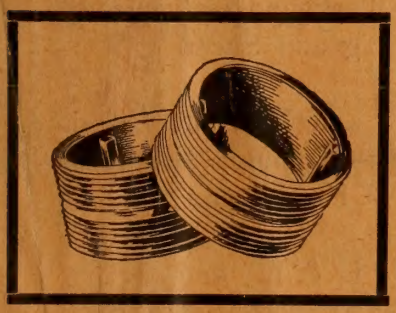

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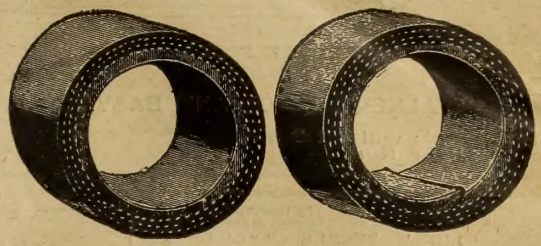

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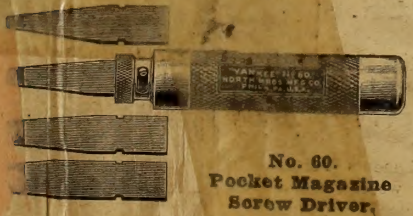

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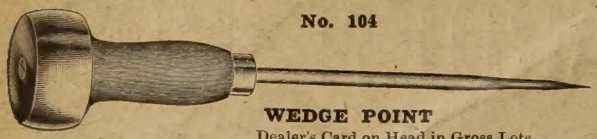
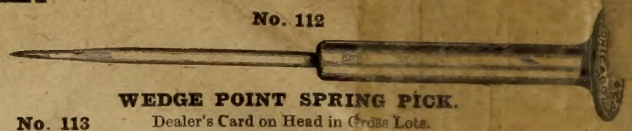


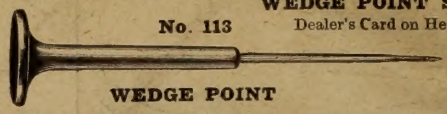
No. 104

WEDGE POINT
Dealer's Card on Head in Gross Lots.



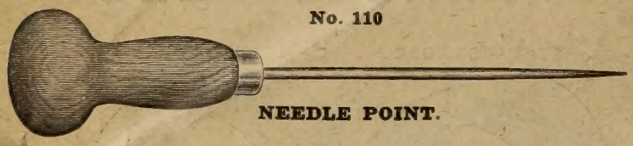
No. 112

WEDGE POINT SPRING PICK.
Dealer's Card on Head in Gross Lots.



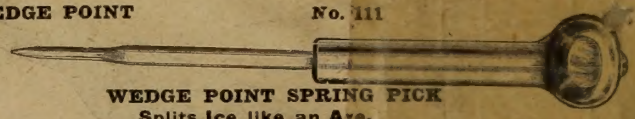
No. 113

WEDGE POINT



No. 110

NEEDLE POINT.



No. 111

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Splits Ice like an Axe.

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Steel Tempered; will not Bend, Break or Rust.
ANTI-RUST NICKEL-PLATED.
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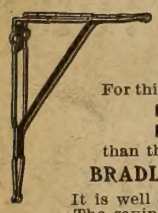

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Up-to-Date Mechanics REQUIRE Up-to-Date Tools.

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1/8, 5/32, 3/16, 7/32, 1/4, 5/16, and 3/8 inch. No. 23 for wood, No. 24 for metal.

We are always on the alert for the latest productions of the inventive genius in mechanics' tools. We study the mechanic's wants.

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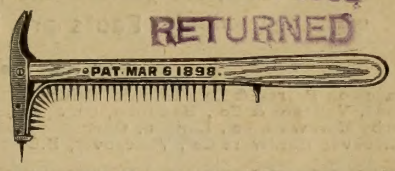

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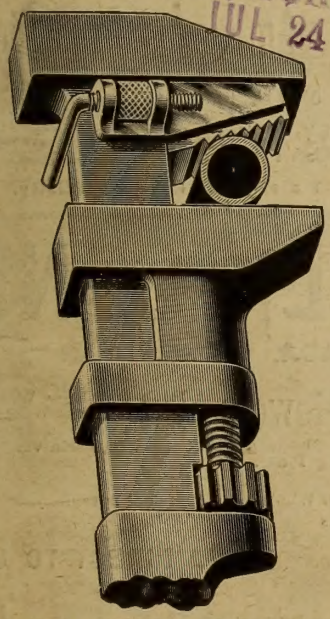

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so well and favorably known "The World Over." The Wall Coating that has proof of origin, and sells on its own merits. No substitute or imitation about **ALABASTINE**; it is the original product, made adapted for use in Cold Water by the inventor, Mr. M. B. Church, the first and only person who ever developed a practical Cold Water compound with Calcined Gypsum as a base.

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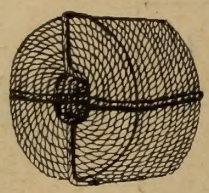

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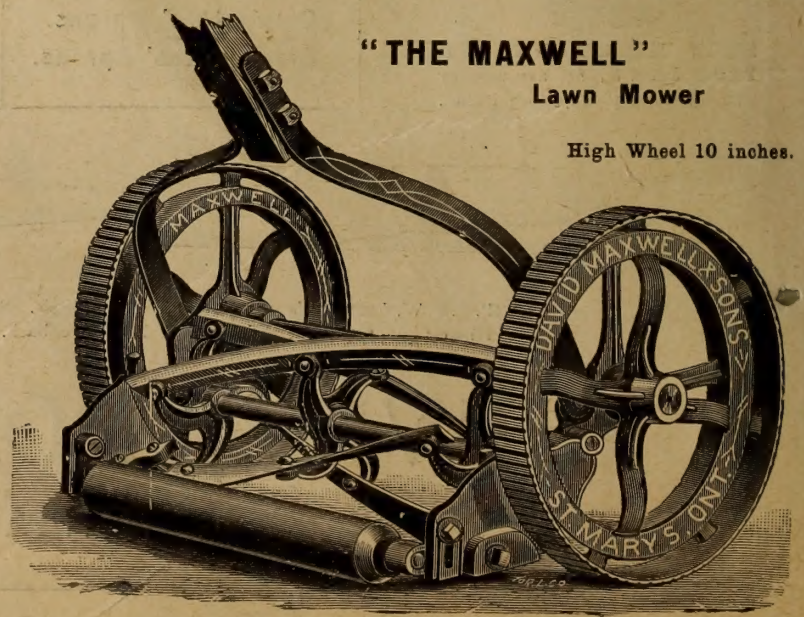
High Wheel 10 inches.



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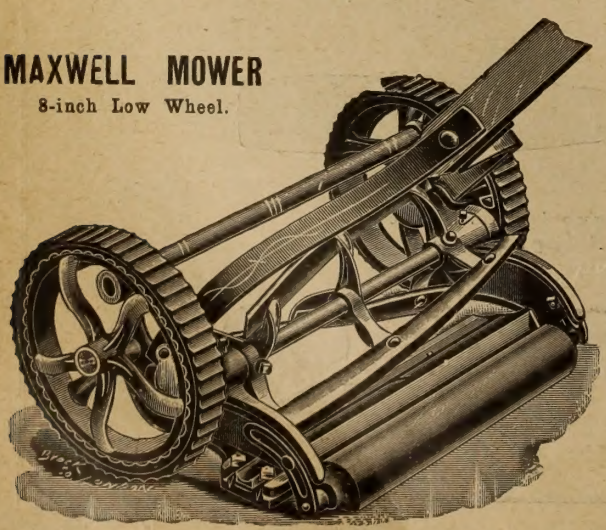
8-inch Low Wheel.



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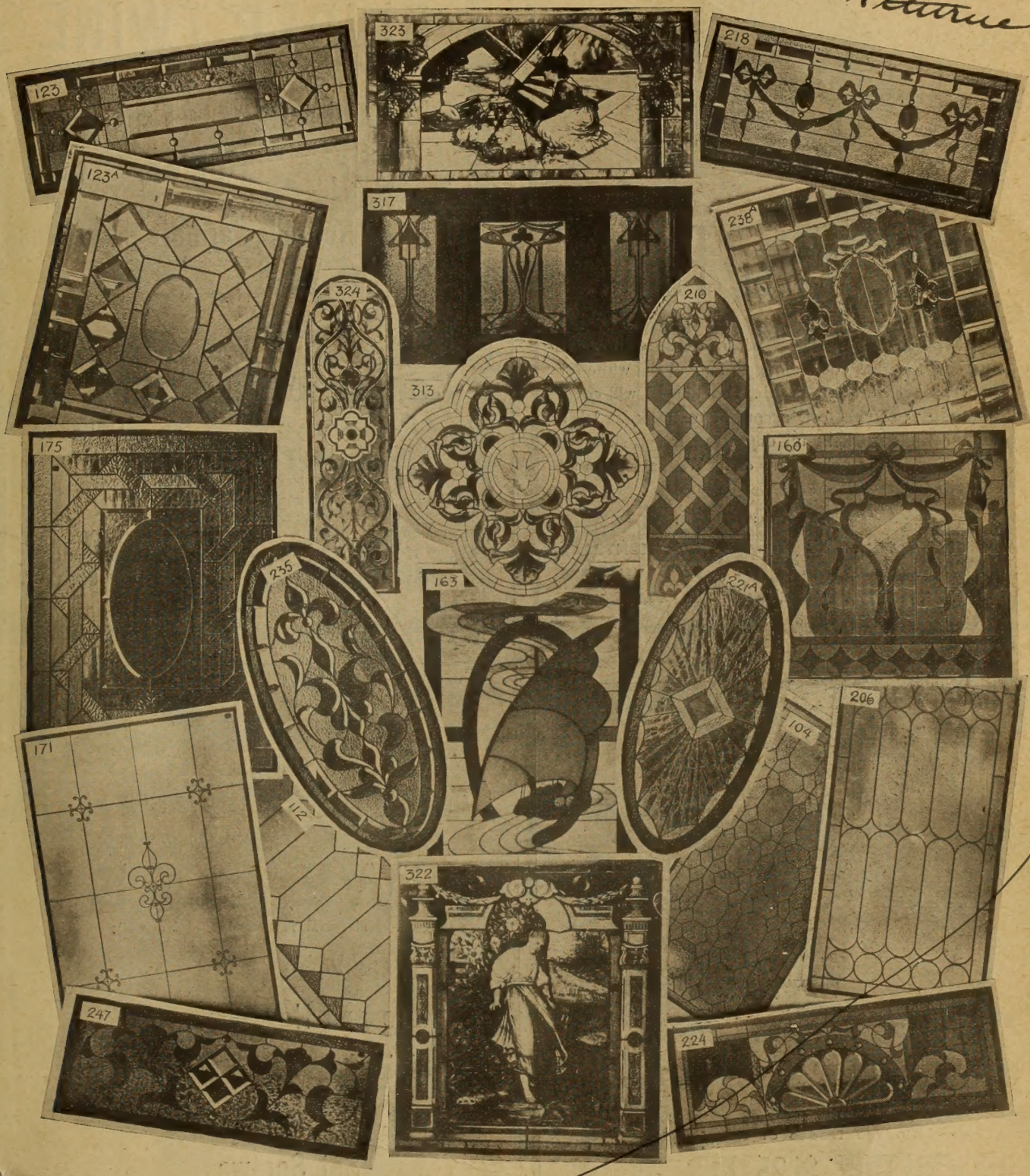

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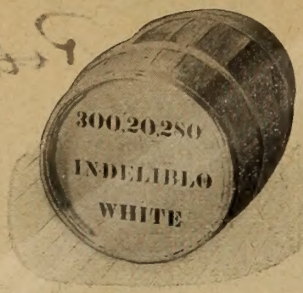

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W. B. STEWART,
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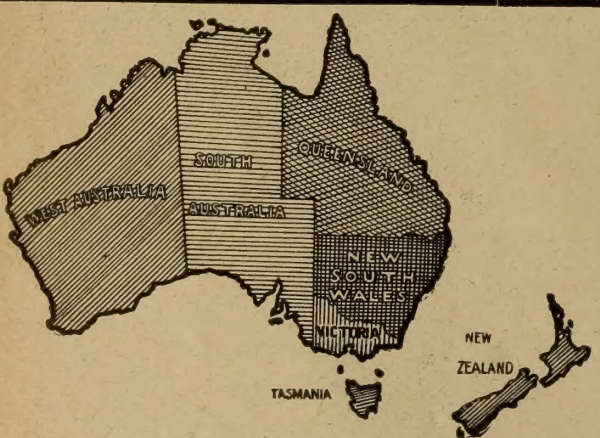

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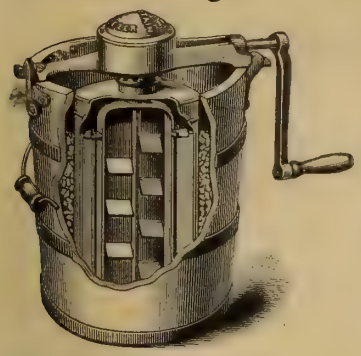

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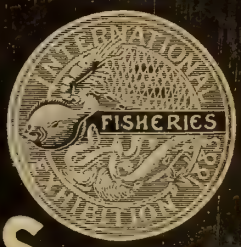

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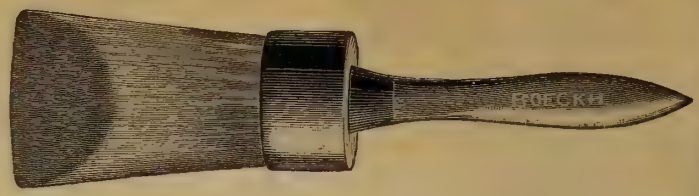

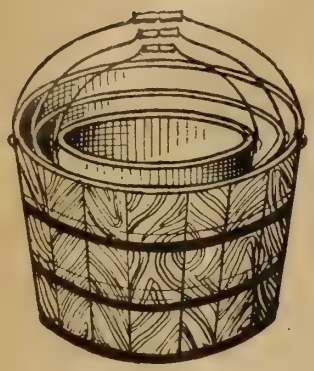

to furnish him or her with the very best articie that can be purchased for the money they expend. If the dealer fails in this a good customer may be sacrificed. Every dealer should know that in

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they not only furnish to their customers the very best goods that can be made in their respective lines, but they afford at the same time the largest margin of profit. Satisfaction to dealer and consumer guaranteed.

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Substantially made of galvanized iron, and finished in oak.
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Equal to the Best. None Better.

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KEMP MANUFACTURING CO., TORONTO, CANADA.

HARDWARE AND METAL

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WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

BOARDS OF TRADE AND LABOR TROUBLES.

THE successful manner in which the representatives of the Toronto Board of Trade carried on the negotiations which brought about a settlement of the street railway strike in Toronto, has emphasized the importance of the Toronto Board of Trade as a medium of conciliation in labor disputes.

The Toronto Board of Trade, as all other boards of trade, is essentially a representative business body, and no one knows better than its members the evil effects of strikes, for no one certainly suffers more, next to the families of the strikers, than the business interests of a community in which there is an open rupture between capital and labor.

Some years ago the Toronto Board of Trade obtained certain powers to enable it to act as a board of conciliation in regard to disputes of various kinds, but hitherto its work in this direction has been of little importance, and certainly has never attracted as much attention as its recent successful efforts in regard to the street railway strike in Toronto.

The London Chamber of Commerce has for some years done a great deal of good work in the way of conciliation, and there is no reason why such important boards of trade as those of Toronto and Montreal should not be as useful.

No one is certainly more competent than business men to adjudicate upon such questions as are embraced in disputes between capital and labor. They do not look at the questions in dispute from a technical standpoint, nor are they influenced by fine points of law. They look at it from a business and common-sense standpoint and act accordingly.

It is to be hoped that the experience of the Toronto Board of Trade will inspire other boards of trade throughout the country to emulate its example in the matter of local disputes between capital and labor.

IT IS A TAX ON PEDDLERS.

It has been said in some of the newspapers that the city of Quebec proposed to place a tax on commercial travellers. It turns out, however, according to an explanation which has been furnished by the authorities of that city, that the tax is not aimed against the regular commercial traveller, but is to apply to what are commonly called peddlers.

Peddlers, as we all know, contribute very little towards the support of the municipality, while they frequently do a great deal to disturb trade and the profits of the legitimate merchant. While the Quebec tax of $300 may be excessive, it is obvious to everyone in business that the ordinary peddler should be made to pay at least a fair tax.

THE RIGHT VOCATION.

NEXT to the possession of enterprise and energy that will not be balked by obstacles, there is nothing more necessary to success in life than the choice of vocation.

Unless there is adaptibility there can scarcely be success. It is better to be a first-class bootblack than a poor lawyer. One of the evidences of this is to be seen in the experience of a certain New York bootblack.

Eighteen years ago he began business in that city. His outfit consisted of the usual bootblacking kit slung across his shoulder. He was industrious as well as ambitious, and he finally secured a stand in the Produce Exchange building, and became known as "Tony, the Bootblack." Eventually he had stands in other buildings throughout the city besides, and it came out in court the other day that he was now worth $1,000,000.

It should be stated that all this million dollars was not made by blacking boots, but he saved a large sum of money from his work, and with the money thus saved he did some speculating, and with successful results.

Possibly, if Tony had gone into any other vocation than blackening boots he would have been a failure rather than a success.

PIG IRON SITUATION IN CANADA.

PIG IRON in Canada is still in a pretty strong position. The condition of stocks throughout the country necessitates steady buying. Representatives of the furnaces report that they are taking a large number of orders for delivery for the first half of next year, and, from what we can gather, a larger quantity of pig iron has been already sold for 1903 than there was up to February last for 1902.

A new feature in the pig iron situation in Canada is the demand which has arisen for iron on steel-rail-making account. The Clergue works, at Sault Ste. Marie, since they began operations, have turned out steel rails at the rate of 500 tons per day. Before the rail mills were started, the company bought from one blast furnace alone 30,000 tons of pig iron, and it has since repeated the order.

It is the general opinion among authorities that the consumption of pig iron in Canada to-day, since the starting-up of the Clergue steel-rail mills a couple of months ago, is in excess of the quantity that is being turned out by the home furnaces. This, however, is only a temporary matter, as, when all the furnaces are in blast, the quantity will, of course, be more than sufficient to supply the home market.

Since beginning operations the Sydney furnaces have, as our readers are aware, exported over 50,000 tons to Great Britain alone. The official returns show that from the whole of Canada during the first ten months of the present fiscal year, ending April last, the total quantity exported to all countries was 92,571 tons, valued at $902,492. Of this quantity 87,000 tons went to Great Britain alone. For the whole twelve months of the fiscal year 1901 the total quantity of pig iron exported from Canada only amounted to 5,623 tons, of which but 1,603 tons went to Great Britain. It will thus be seen at a glance how enormous is the increase this year over its predecessor.

That the steel works at Sault Ste. Marie will be a large consumer of pig iron for some time to come is evident from the fact that it already has on its books orders for about 100,000 tons of steel rails.

In the United States the pig iron situation has not materially changed. Business at the moment is not as active as it was, which is, of course, to be expected at this time of the year. Another two months, however, is likely to see a revival of the demand. Quite a few orders, however, are being taken for next year's delivery, and prices in some instances are even higher than they were a week or two ago. It is significant that some of the Southern furnaces are doing business on a basis of $19 at the furnaces for No. 2 foundry, which is $2.50 per ton above the figures at which contracts were made only a month ago. The Philadelphia correspondent of The New York Metal Exchange says that the scarcity of pig iron is greater than ever, and that there are no prospects of easier condition in the near future, although the midsummer holidays may cause a slight gain in the supply.

THE STEEL TRUST'S BIG PROFITS

ATTENTION has again been drawn to what is commonly called The United States Steel Trust, on account of the enormous profits which it has been making during the last three months. These profits amount to over $37,500,000 and break all former records since the United States Steel Corporation was organized.

It will be remembered that when the Trust was formed a good many were skeptical as to its permanency on account of its heavy capitalization. The conditions ever since the corporation was organized have been in its favor, and while the test of hard times is yet to come, it is evident from the results of the past that confidence in the permanency of the corporation is stronger than it ever was.

A statement has recently been published showing the large profits which some of the individual members of the Trust have made. Mr. Henry Phipps has an annual income from the shares he holds of $1,149,000; Mr. H. C. Frick follows with $900,000; then comes Mr. Henry W. Oliver, $490,000; Charles M. Schwab, $370,000, and Alex. R. Peacock, $249,373. Besides these, a number of the stockholders receive as their share of the profits sums ranging from $200,000 to $50,000 per annum. In these sums it should be remembered no account is taken of the large income which some of these gentlemen receive in their capacity as officers of the steel corporation.

THE TOURIST ASSOCIATION MOVEMENT.

CANADIANS feel a national pride in their country, a pride increasing with wider information and a more thorough knowledge of its boundless resources. The strenuous activity of its industrial enterprises throbs with a quickened pulsation under the vitalizing influence of a limitless supply. Broad harvest fields, ever extending their boundaries, flout at famine or at want. But even we Canadians are just awakening to the capabilities of the land we own.

In no country can the realization of the adage "All work and no play makes Jack a dull boy" be better attained. Canada can supply the means for rest, for recreation, as well as for work. Nature laughs in the ripples of sparkling rivers, and frowns with the grandeur of towering mountains, and teems with the life of fine old forests. Island homes give a charm and a repose to refreshing holidays.

When these advantages are seized by us, it means a vitalized energy and a freshened zeal which represents great capital when we resume work. When these advantages are seized by strangers, it means expenditure for our good, the development of great pleasure places, and profit for the country.

The only way to attract others is to extend our reputation, to let people know about us, to acquaint them with the fact that Canada is, par excellence, the place for tourists. Tourists' associations effect the required advertising better than all other means. In previous numbers the commendable zeal of associations already formed has been noted.

Victoria has taken the lead on the Canadian Pacific Coast, but others have been formed at Nelson and New Denver, and Vancouver is agitating for one.

The formation of tourist associations diverts from other quarters to our own districts much of the summer expenditure of wealthy outsiders.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

PARIS GREEN EASIER IN THE UNITED STATES

DURING the past week there has been a noticeable falling off in the demand for paris green, resulting in a weaker market. The stocks in manufacturers' hands are not large, and some makers are only accepting orders from their regular customers. The season continues cool in the eastern section of the country and vegetation consequently backward. With the event of continued hot weather the bugs may become more troublesome and an urgent demand may be experienced. —Iron Age, June 26.

CUT AND WIRE NAILS IN THE UNITED STATES.

The scarcity in cut nails continues in a modified degree and less trouble is experienced in getting prompt shipments than for some time. Iron cut nails are still difficult to obtain.

Stocks of wire nails are beginning to accumulate at the mills, owing to the decrease in demand. Many mills will take advantage of this condition to close in July for the annual repair and clean up, which is required after a year of continuous operation.—Iron Age, June 25.

LINSEED OIL IN CHICAGO.

The market continues firm at 64c. for carload lots raw. Crushers do not claim to be selling any great amount of oil at that figure, but they all say that prices are not shaded to make sales. The situation seems to be strong enough to justify the quotation and a firm market. In common with the general demand for paints the demand for oil also holds good and sales are reported larger than last year at this time. Consumers have been holding off for lower prices and may have to come into the market in July and August at higher figures. Sales of oil for fall delivery are not reported. Neither crushers nor buyers are in the mood for these transactions. Present demands are sufficient to keep the market fairly active. We quote 64c. on carload lots raw.—Paint, Oil and Drug Review, June 25.

THE PIG TIN SITUATION.

The downward movement in pig tin received fresh impetus to-day on the publication of the monthly statistics, which, as expected, were unfavorable for bull interests. As indicated by previous advices, shipments from the Straits during June were heavy, amounting to 4,970 tons, compared with 4,330 tons for the corresponding period last year. While the deliveries for the month were liberal, the arrivals were on an equally large scale, the former amounting to 3 300 tons and the latter to 3,744 tons. The spot stock in store and landing on June 30 was 3,036 tons, while the stock afloat at that date amounted to 3,388 tons. For the first time this year the total visible supply showed a large increase, the figures being 15,897 tons, against 14,766 tons at the same time in 1901. The tone of the market today was weak, very little interest being shown by buyers and no business of consequence being accomplished. Spot further declined 25 points, being offered at 27.75c., with 27.25c. bid. For July 27.32½c. was asked and 27.15c. bid, while on August the bid and asked prices were 26.75 to 27.25c., on September 26.50 to 27c., and on October 26.25 to 26.75c. In London the market was quiet and easy, closing at a further decline of £1 on spot and of 2s. 6d. on futures. The Singapore quotation declined 5s. to £121 5s.—New York Journal of Commerce, July 2.

SITUATION IN COPPER.

There was no business of consequence in this metal to-day and the market was easy, prices showing a further slight decline. For delivery spot to October Lake was offered 12.25c. with 11.87½c. bid; electrolytic was quoted at 12c. asked and 11.85c. bid, casting at 11.75 and 12c., and standard at 11.37½ and 11.75c. Exports for June, according to figures compiled for the Metal Exchange, show a very considerable decrease compared with those of preceding months this year, being but 12,560 tons, against 15,493 tons in May, 16,400 tons in April, 20,015 tons in March, 14,001 tons in February and 15,474 tons in January. The total shipments for the six months were 93,943 tons, compared with 49,325 tons for the corresponding time in 1901 and 85,322 tons in 1900. The London market to-day showed little change. There was an earlier decline of 1s. 3d. in spot, which was recovered after noon, while futures advanced 2s. 6d. for the day, increasing the premium to 7s. 6d.—N.Y. Journal of Commerce, July 2.

LEAD AND SPELTER IN NEW YORK.

PIG LEAD—A steady feeling characterized the market, though there was not much business. Prices are still based on 4.12½c. in lots of 50 tons or more. St. Louis was firm, with 3.97½c. bid. Late yesterday 200 tons chemical hard sold at that figure. The London market was unchanged.

SPELTER—The market remains very firm, but in the absence of important supplies the quotation of 5c. is somewhat nominal. St. Louis was stronger. After sales of 50 tons at 4.85c. that market advanced to 5c. In London there was no change.—New York Journal of Commerce, July 2.

IRON AND STEEL IN THE STATES.

PIG IRON—Sales of pig iron have been mainly of foundry for next year's delivery. and for deliveries beginning late this year and running into next year. On business where there are any deliveries called for this year, furnacemen claim to have gotten $22 to $22.50 for No. 2, while for small lots for early shipment $23 could probably be secured, In bessemer there have been only a few thousand tons sold. The price is very firm at $21, valley, for fourth quarter, and for earlier delivery a variety of prices has been made on small lots. Gray forge has become quite strong and there has been some selling for the late months of the year at $20.50 on up to $21.25 for quick delivery. Southern forge is lower than northern, and is selling at $20.25 to $20.75, according to delivery. There is a pronounced scarcity in pig iron, accentuated by the continued curtailment of production in southern Ohio and eastern Pennsylvania respectively, due to the anthracite strike and the West Virginia strikes respectively.

STEEL—Domestic steel continues on a lower level than formerly, and, while there is a fair inquiry, it does not lead to much business, as prices are higher than finishing mills can take chances on. Nearly all sales are of small lots for early shipment, and as high as $34 at mill is occasionally being paid for Bessemer billets. For extended delivery, mills do not seem to be ready to pay over $32 or $33. Sheet bars are relatively lower than billets, and the market is about $33, but even at this figure sheet mills are not very ready to take hold. Wire rods remain firm at $36.50 to $37.—The American Metal Market, July 1.

PERSONAL MENTION.

Mr. C. M. Irvine, hardware merchant, of Arthur, Ont., was in Toronto this week on a business trip and called on HARDWARE AND METAL. Mr. Irvine also has a store at Grand Valley.

TRADE CHAT.

The Halifax agency of The E. B. Eddy Co., Limited, has been elevated to the dignity of a branch. John Peters, who has for a number of years looked after the interests of this firm in that city with marked success is retiring owing to poor health. J. T. Sheriff, who has been connected with The Eddy Co. for some years, has been placed in charge of the branch there as manager.

HOW A BUSY YOUNG MILLIONAIRE EMPLOYS HIS TIME.

JOHN D. ROCKEFELLER., JR., son of the richest man in the world, has a remarkable mission—a task which he is making the supreme purpose of his life, according to a New York paper.

It is, as all philosophers will agree, no trivial thing that this young Croesus has undertaken. Even the Scriptures (see Luke xviii., 25) have intimated, through the parable of the rich man, the camel and the needle's eye, that it is next to impossible. But Mr. John D. Rockefeller, jr., perseveres in his noble mission, which is, in plain words, to square business with Christianity, to Christianize commerce, and, strange as it may seem to the layman, is absolutely encouraged by the results which he has obtained.

In a speech which he delivered a short time ago before the Y. M. C. A. of Brown University on the topic, "Business as a Life Work," John D. Rockefeller, jr., made plain his mission as he understands it.

"Many men of to-day," said he, "think that business and Christianity are diametrically opposed to each other. We have come here for the purpose of expressing the belief that they may go hand in hand, and that the most successful business men can be, should be and are the most successful Christian men.

"There are three chief requisites for a successful business man. The first is honesty—absolute honesty; the second is industry and the third is perseverance.

"We must not be quitters. A fourth point to be considered is justice."

Here John D. Rockefeller, jr., interjected a plausible if not profound defence of trusts, in which, it being one of his few "flowery" speeches, he compared them to American Beauty roses.

"Large concerns," said he, "often shut out smaller men who cannot compete. Oftentimes we cannot reconcile this fact. It seems to us contrary to the Golden Rule.

"Let us go back and examine the true causes. The big businesses increase because they can by advanced methods and appliances place their goods on the market cheaper than can the smaller concerns.

"Modern methods should be employed even at the expense of the few.

"The American Beauty rose can be produced in the splendor and fragrance which brings cheer to its beholder only by sacrificing the early buds which grow up around it. This is not an evil tendency in business. It is merely the working out of a law of nature and a law of God."

Among young John D. Rockefeller's aphorisms are several that sum up his brief philosophy:

"The chief thing in life is to do something—to work."

"I know what it is to cut wood and to crush stone roads at 15c. an hour."

"It is by doing the work that is at hand that we become useful and successful."

"Success comes by doing the common, everyday things of life uncommonly well."

SOME OF HIS MAXIMS.

The most successful business men can be, should be and are the most successful Christian men.

There are three chief requisites for a successful business man. The first is honesty—absolute honesty; the second is industry and the third is perseverance.

Modern methods should be employed even at the expense of the few.

The chief thing in life is to do something—to work.

The growth of a big business is merely a survival of the fittest.

Do the little every-day duties of life without a murmur. Do them well. That is success.

Thirty cents is all I ever spend for luncheon. It's enough for any man on a salary.

Success comes by doing the common, everyday things of life uncommonly well.

"Do the little everyday duties of life without a murmur. Do them well. That is success."

"A war may cost many lives, but it is for the good of the country at large. The growth of a big business is merely a survival of the fittest."

John D. Rockefeller, jr., began to work and to earn money when he was six years old.

His first hard day's work netted him 13c. His father offered him a fee of 1c. for every fence post in need of repair that the boy could find on the big country place near Cleveland, O.

Young Rockefeller tramped miles, and in 12 hours hustling he earned the 13c.

Another time he lived up to his work maxim by working out his father's road tax and collecting the wages from Rockefeller, sr.

It is doubtful if he ever really wasted a penny.

"Thirty cents is all I ever spend for luncheon," he remarked one day. "It's enough for any man on a salary. Sweetmeats ruin the digestion, anyhow,"

He never touches wine. He never smokes. Wine, at his request, was left off the menu at his wedding breakfast, when he married Miss Abby Aldrich last fall.

He gave his first society entertainment in a dinner-dance at the Waldorf-Astoria recently. There was no wine on the supper cards.

When he was a student at Brown University he was talking one day with a fellow-student who worked his way through college.

"A man who works and is exposed to all kinds of weather has to be mighty careful about taking cold," said the first student. "I always wear three weights of underwear in winter."

"Three weights of underwear! Great Scott! I can't afford to wear more than two myself! It's reckless extravagance," said John D. Rockefeller, jr.

Work, the necessity of religion and the righteousness of making money and getting on in the world are the three pegs upon which Rockefeller, jr., invariably hangs his speeches.

He talks without gestures and usually without raising his eyes from the desk or from the notes that he has in hand.

Of medium height, rather thick-set, pale, weak-eyed, spectacled and serious, dressed faultlessly in black, with a shiny black tile, the richest young man in the world looks nothing so much as a promising divinity student.

He once made a speech to the students

WIRE NAILS
TACKS
WIRE
Prompt Shipments
The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

of Tuskegee Institute, Booker Washington's school.

A sea of black faces looked up curiously at the pale, mild-mannered young fellow who looked down at them over a big white puff tie.

"My friends," he said, "do not be ashamed to do any kind of work that falls into your hands. When I went into my father's office I was willing to do any sort of work they wanted me to do, even if it were putting on my father's shoes. I did not care how humble it was. I wanted to begin at the bottom and learn. Do not be afraid to make a lowly beginning.

"I once assisted a young man to get a position. He remained in it two days, and when I asked him why he had left he said: 'They put me to sweeping the floor and I quit. I am too old to be sweeping the floor.'

"I am delighted with your school. I am going to prove that by coming back in nine months. I have a reason for returning. As I was visiting the night class I came across a young man who was exercising for his class on the blackboard. He had written: 'Nine months after date I promise to pay to John D. Rockefeller, jr., $650, with interest from date, for value received.'

"I asked the teacher to have him sign it, and he did. I am coming back in nine months to see that young man."

If John D. Rockefeller, jr., had gone more into details as to his own business career he might have brought out these facts:

About four years ago he began as a clerk on small wages in his father's New York office. He learned the routine of the business, and he is to-day his father's private secretary. He rise at 6.20 a.m. and rides or drives, or, if he is stopping at the Tarrytown place he chops wood until 7 o'clock.

After breakfast he starts down town and reaches his office at 9.30. He works till 3.30 p.m., when he knocks off and goes over to a Broad street restaurant, where he gets his 30c. lunch.

From that time until dinner at 6 he amuses himself, usually in works for the Fifth Avenue Baptist Church or Sunday-school, or in reading, violin playing or walking through the park. His dinner consists of soup, meat and one simple dessert, with never any wine. He is not a member of any club, and spends his evenings at home with his wife, his father and his mother.

In his few independent business ventures John D. Rockefeller, jr., has always acted upon the theory of the survival of the fittest.

He made his first million in a speculation in leather, in which a good many men went to the wall. He engineered a copper and transportation deal which largely advanced freight rates and gave the Rockefellers control of the shipping industry of the Great Lakes.

It is in addresses to his Bible class in the Sunday-school of the Fifth Avenue Baptist Church that young Rockefeller has trained himself as a lay preacher.

"I am more than a Baptist," he remarked one Sunday; "I am a Christian."

In a talk one day on the Belshazzar feast, the most famous orgy in Bible history, and the handwriting, "Mene, mene. Tekel upharsin," traced upon the wall, the millionaire lay preacher said:

"The reading of this Belshazzar lesson has always inspired me with solemn thoughts. I have often asked myself whether I would be found wanting in the balance when the time came to weigh me.

"I trust that when we stand before the great white throne we shall not be told that we have been weighed in that awful balance and found wanting."

At another time the question of evil communications and the corrupting of good manners thereby came up in young Rockefeller's Sunday-school class.

"Well," said he, "when I was at Brown University, though I did not smoke myself, I did not object to any one else smoking in my room. I had a reason for seeming thus to countenance the use of tobacco.

"My grandmother thought that I was wrong in allowing those about me to do things of which I myself did not approve. But I said to her, 'Were I to raise an objection to their smoking they would go away from me and I could not approach them on drinking, gambling and other sins.'"

That John D. Rockefeller, jr., has a sense of humor and knows how to tell a good story is proved by the mother-in-law joke which he made famous. It happened to be all the funnier to his hearers as the occasion was shortly after the lay preacher became a benedict.

"This story," began Mr. Rockefeller, "has no relevancy to the occasion, but I will not let that deter me. A young man and his wife had lived for years, and not always pleasantly, with the wife's mother. At last the old lady died—or at least they thought she had died.

"The pall-bearers carried her coffin down the front steps, and one of them slipped. The coffin struck a tree, the lid came off and then it was found that the mother-in-law had not died at all, but was only in a trance.

"Well, she lived for some years after that, and then she died again—this time permanently. And as the pall-bearers approached the same tree at the foot of the steps the young man stopped weeping, turned to the man who had slipped and whispered, 'Be careful, Sam, don't slip this time.'"

A Good Advertisement

Paint dealers everywhere who are looking for a good advertisement for their paint business will find it in

The Sherwin-Williams Floor Finishes

The framed display card of The Sherwin-Williams Floor Finishes. Given to each dealer selling the goods.

the floor finishes that are made to walk on and stand hard wear.

There are no other floor finishes in the market to-day that are so easy to sell, so well advertised, so profitable to the dealer, or so satisfactory to the user. They are the floor finishes you should have on your shelves. Write to-day for prices and further information.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.
CLEVELAND.
CHICAGO, NEW YORK, NEWARK, MONTREAL, BOSTON, TORONTO, SAN FRANCISCO. KANSAS CITY.

CURRENCY IN THE YUKON.

UNITED STATES CONSUL H. D. SAYLOR reports from Dawson City, April 29, 1902, that a recent Order-in-Council changes the rate of royalty on the gold output of the Yukon Territory. The present rate is 5 per cent. on all the gold produced by any individual, exceeding a gross output of $5,000 per year. It is now intended to reduce the royalty to 2½ per cent. with no exemption. The consul explains that gold dust is generally used in that section to liquidate debts, and merchantable gold dust, or dust thoroughly cleaned, is worth on an average $16 per ounce. Commercial dust is understood to mean a mixed dust of different creeks, adulterated with black sand or crushed white quartz, which is worth from $14 to $15 per ounce. Every practical miner will, if his dust be above the average in value, sell it to the bank, buy commercial dust at an average of $15 per oz., and pay his creditors with it at the rate of $16 per oz. The merchant, on the other hand, receives for the dust, on exchanging it for currency, only about $14.75 per oz. As the large commercial houses are mainly American and buy their goods in the United States, they will be obliged, under the new order, to lose not only the discount of $1.25 on the dust, but pay the export tax as well; hence, they are endeavoring to force the dust out of circulation. Already, the mechanics in many trades have refused to accept gold dust for wages, and are now paid in currency. In order to put the Territory on a currency basis, if possible, the merchants have decided to accept, after May 1, 1902, merchantable dust at $15 per oz., the merchant to pay the 1½ per cent. export tax.

ORDERS FOR SHELVING AND BOXES.

Mr. Humphrey, 364 Queen street west, Toronto, is putting in a stock of hardware, and has purchased the necessary shelving from J. S. Bennett. Mr. Bennett is also in receipt of an order from Cote, Boivin & Cie, Chicoutimi, who had previously purchased screw-cases and shelf-boxes from him, for a large bolt-case; from Rogers Hardware Co., Toronto Junction, for bolt and screw cases, and from C. R. Hoben & Co., Halifax, for a section of shelving complete with boxes.

M. Perry, general merchant, Kirkfield, Ont., is advertising his business for sale.

Charles Echlen, general merchant, Cedar Springs, Ont., has sold out to E. G. Hocker.

To Manufacture "HONEST GOODS"
And Sell Them at "HONEST PRICES"
IS A GENUINE PLEASURE AND A REAL SATISFACTION.

That's our experience in the manufacture and sale of

Iver Johnson Single Guns.

Semi-Hammerless. Trigger Action. Automatic Ejector, or Non-Ejector.
Send for new Catalogue just received.

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New York Office: 99 Chambers St. FITCHBURG, MASS.

THE BATTY STOVE & HARDWARE CO.

. . . Successors to . . .
The Toronto Branch of THE COPP BROS. CO., Limited.

—WHOLESALE DEALERS IN—

Mantels, Grates, Tiles, etc. Coal Grates. Gas Grates. Gas Logs.

HOT-AIR REGISTERS A SPECIALTY.

Stove repairs for the Copp Bros'. make of Stoves and Furnaces.

New Address—76 York St., TORONTO.

Page Metal Ornamental Fence. We now make fence that is ornamental, very showy and surprisingly cheap. It is just what is wanted for door yards, division fences in town lots, grave yards, orchards, etc. It is painted and retails at only **20 cts. PER RUNNING FOOT.** Just think of it. Let us send you full particulars. We also make farm fence, poultry netting, nails and staples.
The Page Wire Fence Co., Limited, Walkerville, Ont. 8

YORK METAL POLISH

An improvement on the best. It eclipses all others.

Dealers everywhere should not fail to have it in stock.

It cleans and polishes Gold, Silver, Nickel, Brass, Copper, Bronze, Tin, Steel and Plated Ware, etc.

Rust and dirt disappear, leaving a new lustre. Articles operated upon do not turn a greeny hue after being polished with **YORK METAL POLISH.**

Contains no acids or grit. Therefore will not injure the article or the skin.

Saves time, saves money, saves trouble, saves metal, saves your temper. Ahead of all other polishes. Buy it, try it, and get satisfaction. Put up in attractive tins.

Manufactured by

DOMINION BUTCHERS' SUPPLY CO.

143 KING STREET EAST, - - - - - - - TORONTO.

Samples and wholesale prices on application.

H. S. HOWLAND, SONS & CO., Limited.

WHOLESALE ONLY

37-39 Front Street West, **Toronto.**

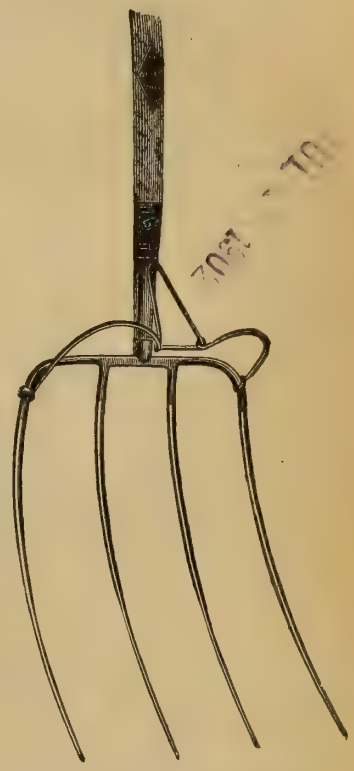
ONLY WHOLESALE

HARVEST TOOLS

2-Tine Hay Forks.

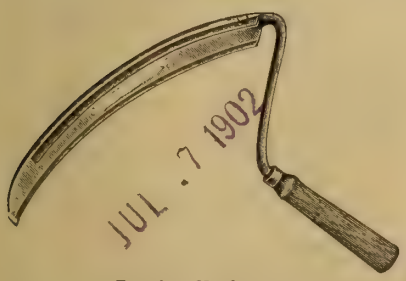
3-Tine Hay Forks.

3 and 4-Tine Straw Forks.



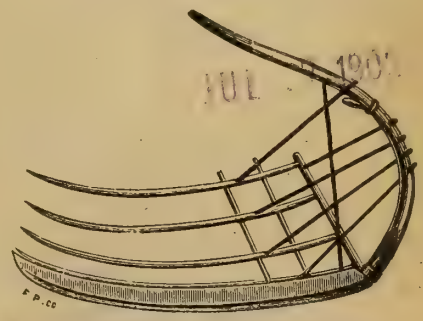
Barley Forks—Steel Tine, Wood Tine

SCYTHES



Reaping Hooks.

Grain Scythes.
Cradle Scythes.
Lawn Scythes.
Bush Scythes.



Grain Cradles, Wood and Iron Bows, complete with Scythes.

STONES

Emery Mower Knife Sharpener.

Emery Scythe Stones.

"Indian Pond" Scythe Stones.

"Black Diamond" Scythe Stones.

For Full Description Other Lines See Our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED, Toronto.

WE SHIP PROMPTLY

Graham Nails are the Best.

OUR PRICES ARE RIGHT

Factory: Dufferin Street, Toronto.

MACHINERY AND ELECTRICAL SUPPLY DEPARTMENT

BALL BEARINGS IN COMMON ARTICLES.

A BALL BEARING wheelbarrow is now on the American market. The ball cups are of 13 gauge cold rolled steel, stamped in one piece, and are referred to as being indestructible. Each one contains 12 bicycle balls, and also forms a clamp or metal band surrounding three sides of the handles, to which they are bolted to form a strong wheel attachment. The tray is alluded to as being much larger than commonly used, and as being hung on scientific principles, to throw much of the load directly over the wheel. It is so equalized and balanced, it is stated, that 4½ cubic feet of earth may be wheeled on the barrow with less effort than is required to handle half that quantity on ordinary dump barrows; also that all friction is removed and that the effort of pushing is lessened 50 per cent. The wheel is of steel, 16 inches in diameter, with 1½-inch flat tire and ⅝-inch spokes shouldered and riveted. The hub is chilled and concaved on the ends where the balls race.

The "Acme" ball-bearing castor is a bedpost castor made in brass, and nickel finish, to fit in a bed with 1, 1½ and 2 in. post. Besides being non-corrossive it is dust-prof, and practically indestructible. It is easily attached, and once on the post remains there. The weight falling directly over the centre of gravity, there is no chance of it breaking or getting out of order. The surface of the ball revolves upon the smaller balls, and moves in any direction with the slightest pressure. Either solid or hollow balls are supplied. The firm also make castors for all kinds of furniture, and, in fact, for anything and everything that moves on rollers.

Roller-bearing truck and furniture castors are being introduced. The castors are either in polished brass for furniture and bedsteads, or in bronzed iron for bedsteads, trucks and similar purposes. It will be understood that the castor revolves upon a series of steel rollers or discs placed in an annular chamber, and carries the weight outside the centre of the main wheel. This gives an even bearing upon the circle of discs, and relieves all friction upon the pivot or strain upon the fastening screws. The parts are riveted together firmly, and free access is given to the screws through an opening in the plate. They have been thoroughly tested in past years on all classes of work, and are pronounced by the leading manufacturers of fine furniture, shopfitters, makers of warehouse trucks, and all who use castors to be the most satisfactory made. The iron castors can be obtained with either iron, lignum vitæ or brass wheels.

A DIVIDEND OF FOUR PER CENT.

At the annual meeting of the Ottawa Electric Light Company last week it was decided to declare a dividend of not less than four per cent. Mr. Thomas Workman was elected to the board of directors in place of the late Senator Clemow.

LEASE THE HULL ELECTRIC ROAD

It is stated on good authority that the Ottawa Electric Railway Company will lease the Hull Electric Railway for a term of five years. When the company secures control of the Quebec line the question of establishing a loop line and double track in Hull will be taken up. The facilities of the road will thus be greatly increased.

A DELIVERY OF MACHINERY.

Monday, June 23, 1902, was the occasion of the delivery of a car of farm machinery at St. Jerome from the Frost & Wood Co., Limited, of Smith's Falls, Ont. A tour of the principal streets was made. The procession was made up of private carriages, binders, reapers, mowers and rakes, which made a procession of about half a mile in length. The farmers were banqueted and photographed.

A REPORT ON FIRE ENGINES.

At a meeting of the Montreal Fire Committee, to decide upon the purchase of fire engines, on July 1, the report of the testing committee was received. The committee has tested the Waterous engine twice, and upon both occasions it was found to be satisfactory. Reports of these tests will be submitted by the experts at the next meeting of the committee on July 10. The committee also went to London to examine a Ronald engine, but it is said that no representative specimen of that make could be obtained for exhibition purposes. The committee, Ald. Richardson thinks, has thus no recourse but to purchase one at least of the Waterous engines.

HINTS REGARDING ELECTRIC PLANTS.

THE handling of electric light and power apparatus and line wires is always fraught with considerable danger. Rules will never remove the danger, but they often insure care. HARDWARE AND METAL is indebted to President Morton, of Stevens' Institute of Technology, for the following suggestions and comments:

1. Do not touch or handle any electric wire or apparatus of any sort while standing on the ground, or while in contact with any iron work, gas or water pipe, or stone or brick work, unless your hands are covered with rubber gloves, and you are provided with such properly insulated tools as have been declared to be safe and in good order by the electrician or other competent officer of this company.

2. If it is at any time necessary to stand on the ground, or on any surface not insulated from the ground, while handling electric wires or apparatus, rubber boots or an insulated stool should be used.

3. In moving wires, hanging on or lying over electric light wires, lamps or fixtures, use a dry hand line.

4. Never handle any electric wire or apparatus with both hands at once when this can be avoided, and if it is necessary to do so be sure that no current is present, or that one or both hands are protected by rubber gloves or other efficient insulation.

5. When handling line wires, treat each and every wire as if it carried a dangerous current, and under no circum tances allow yourself to make contact between two or more wires at the same time.

6. Never open a circuit which has been in use without giving notice to the superintendent, or whoever is in charge, of your intention to do so, and at the same time request that the same line be opened at the main station and kept open until you have given notice that your work on that line has been completed.

7. In the dynamo-room, never go near the belts or dynamos, nor touch any apparatus, unless you are fully informed and instructed how to do so.

8. Tools used by linemen should be provided with insulated handles of hard rubber or other equally good insulator. It is the duty of each lineman to look after his own tools and see that they are in good order, especially as to their insulation.

WANTED-- AN AGENT TO SELL

Stocks, Dies and Taps and other Engineers' Hand Tools and Platelayers' Tools to Hardware Factors, Railroad Companies and Mines, on a commission basis. Apply,

Easterbrook, Allcard & CO., LIMITED.
SHEFFIELD, ENGLAND.

BARGAINS IN SECOND-HAND BOILERS.

HORIZONTAL TUBULAR.

No. 16098	72 in. x 189 in.	95 3¼-in. tubes
No. 162 7	62 in. x 164 in.	96 3-in. "
No. 16224	76 in. x 186 in.	78 4-in. "
No. 16232	64 in. x 188 in.	54 4-in. "
No. 16122	44 in. x 141 in.	45 3-in. "
No. 11932	22 in. x 66 in.	16 2¼-in. "

LOCOMOTIVE FIRE BOX.

No. 1f625	48 in. x 204 in.	48 3-in. tubes
No. 15872	36 in. x 142 in.	38 3-in. "
No. 14921	27 in. x 102 in.	41 2-in. "
No. 15791	26 in. x 106 in.	14 3-in. "

PLAIN VERTICAL.

No. 14885	28 in. x 44 in.	37 2-in. tubes
No. 16056	30 in. x 96 in.	55 2-in. "
No. 16064	22 in. x 49 in.	19 2-in. "

VERTICAL SUBMERGED TUBULAR.

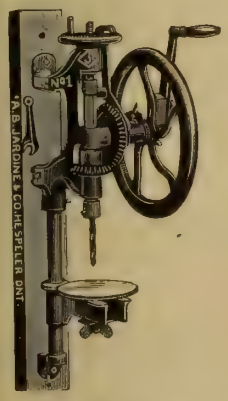
No. 14705	55 in. x 72 in.	120 2-in. tubes
No. 15425	30 in. x 84 in.	54 2-in. "
No. 11039	43 in. x 96 in.	36 2-in. brass tubes.

HEATING AND COOKING BOILERS.

No. 16126	No. 2 Petrie	19 in. x 43 in.	13 2-in. tubes
No. 16104	No. 1 Petrie	19 in. x 40 in.	9 2-in. tubes

Write for prices I also carry a full line of mill and engineers' supplies.

H. W. PETRIE, 141-145 Front St. W., Toronto



TRADE MARK J REGISTERED

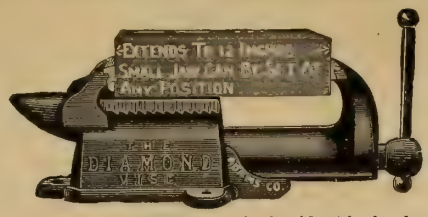
Blacksmiths' Hand Drills.

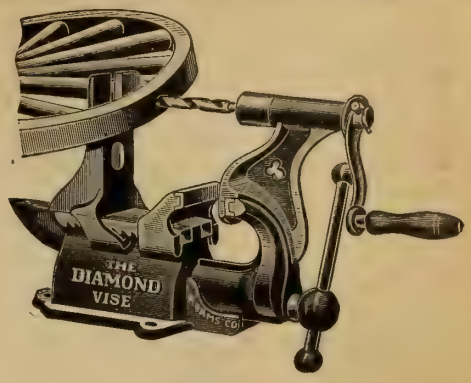
The very best.

A. B. JARDINE & CO.
HESPELER, ONT.

DIAMOND VISE AND DRILLING ATTACHMENT

U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95.





JAWS are faced with steel ⅞ inch wide, 4 inches long, firmly fastened to jaw, checked and hardened. VISE weighs 38 pounds. DRILL weighs 13 pounds.

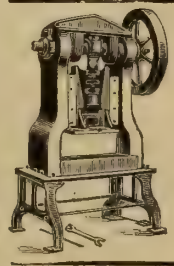
For Sale by Jobbers of Hardware.

Made by—
The Adams Company, Dubuque, Iowa, U.S.A.
Made by **A. R. Woodyatt & Co.**, Guelph, Ont.

"The Peerless"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices.

James Warnock & Co. = Galt, Ont.



G. A. Crosby & Co. of Ontario,

SARNIA, ONT. LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

STANYON ENGINEERING CO.

402 McKINNON BUILDING,
Phone Main 2177. TORONTO

CONTRACTING AND CONSULTING ENGINEERS.

Steel Works, all kinds of Rolling Mills, Wire Mills, etc., all built complete. Machinery designed for any purpose
GENERAL OFFICES, - PITTSBURG, Pa.

American Steel & Wire Co.

New York: Empire Building.
Montreal: New York Life Building.
Chicago: The Rookery.

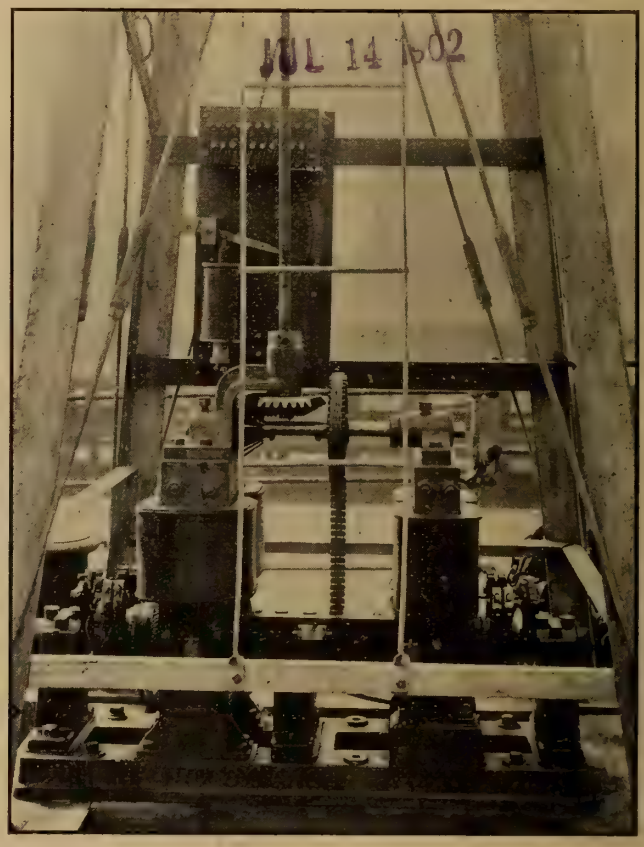
BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

CANADIAN AIR MOTOR FOR SOUTH POLE.

A COUPLE of novel illustrations on this page show the latest use to which a wind-mill has been put. The Ontario Wind Engine and Pump Co., of Toronto, have recently supplied one of their air motors to be erected on the deck of the steamship Discovery, bound on an exploration expedition to the South Pole. The air motor is to be used for furnishing light to the ship by driving the dynamo, thereby saving fuel and labor, and enabling the vessel to stay among the dreary waste of icebergs longer than any previous attempt. The promotors of this expedition figure that the wind engine will pay for itself during the trip.

Air Motor on Board Ship.



Air Motor on Board Ship—A Close View.

The Ontario Wind Engine and Pump Co. have receptly completed a large addition to their building in Toronto, to meet the demands of their increasing business. Their galvanizing department, in which hardware merchants are interested, is splendidly equipped and has radidly sprung into popular favor.

NOT ONE WILL BE TAKEN BACK.

Hon. Wm. Harty, president of The Canadian Locomotive Company, which has recently had a strike by its machinists, said on June 29: "Not one of the machinists who are now on strike will ever be taken back by the company. You can say that I am the authority for that statement. In a few days the places of the strikers will be filled, and everything in the shops will be booming. We have a lot of work ahead, and as soon as we can secure enough machinists we can turn out the engines very rapidly."

DIED FOR HIS COMPANION.

On Tuesday, July 1, Dexter Griffiths was instantly killed by coming in contact with a live wire at the Cataract Power Co.'s works, about three miles from St. Catharines. Mr. Griffiths was killed in an attempt to rescue his companion, Mr. Higgins. Mr. Higgins escaped with a severe shock.

MACHINERY AND ELECTRICAL NOTES.

A complete sawmill outfit was shipped on June 30 to Samuel Hausuld & Co., Temiscaming, Ont., by H. W. Petrie, Toronto.

A No. 7 Jewel automatic engine and 50-h. p. fire-box boiler, also a double cylinder hoisting engine and boiler, were installed in the cement plant of the estate of John Battle at Thorold, Ont., by H. W. Petrie, Toronto. The Battle Co. express themselves as highly pleased with the operation of the machinery.

A number of screw-cutting engine lathes, also a number of portable forges, with the accesssries for a manual training department, will be furnished to the McMaster University, Woodstock, Ont., by H. W. Petrie, Toronto, who has secured the contract.

The McLachlan Gasoline Engine Co., Limited, 201 Queen street east, Toronto, have just completed a beautiful 5 H P. gasoline engine for D. D. Woods, of New Orleans, to be used on Sparrow Lake. This company will ship on July 10 an engine to be exhibited at the Manitoba Exhibition in connection with a portable grain elevator. They will also ship on July 5 one 5 h.p. engine for Mr. Krebs, vice-president of the W. A. Stickney Cigar Co., St. Louis, Mo. This will be used at Collingwood, Ont.

MARITIME BOARD OF TRADE.

At a council of the Maritime Board of Trade held at Truro on June 19, it was decided to recommend the appointment of a permanent secretary of the board. The matter of freight and passenger traffic on the Bay of Fundy shore was discussed. It was decided to make shipping a prominent feature of discussion at the annual meeting. The annual meeting of the Maritime Board of Trade will be held at Sydney.

KNOX HENRY

Heavy Hardware and Metal Broker
Room 32 Canada Life Bldg., MONTREAL.

Samples sent free on application.

HORSE NAILS—"C" Brand Horse – Nails
Canada Horse Nail Co.

"BRASSITE" GOODS — Gunn Castor Co. Limited, Birmingham, Eng.

WATERBURY BRASS CO.

Established 1845

Main Office and Mills at Waterbury, Conn.

New York Store, No. 122 to No. 130 Centre St.
Providence Store, No. 131 Dorrance St. and No. 152 Eddy St.

Pope's Island "White" and "Gold Non-Corrosive Metal"

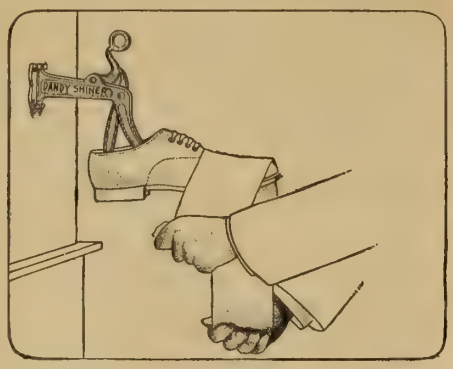
Suitable for Spinning, Drawing, Stamping and Jewelers' Work.

Brass, German Silver, Bronze and Copper in Sheets, Wire Rods, Brazed and Seamless Tubing. Metallic Eyelets, Shells, Ferrules and small brass wares of every description.

THE DANDY SHINER

(nickel plated)

A HOUSEHOLD NECESSITY



Holds shoe rigid. Fits any shoe. 3 lasts (men's, women's, child's) go with each shiner.

Write for wholesale price to

L. H. Packard & Co., Montreal.

THE OAKVILLE BASKET CO.,

Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE BASKET CO.

THE BELLEVILLE BUSINESS COLLEGE, LIMITED

BELLEVILLE, ONTARIO.

Send for handsome Catalogue fully describing all Courses taught.

J. Frith Jeffers, M.A., Principal.

FILES. RASPS.

WE ARE NOT IN THE TRUST.

Quality of our goods guaranteed and our discounts very liberal. A trial order solicited. Write for discounts.

99 Niagara St., **TORONTO FILE CO.**

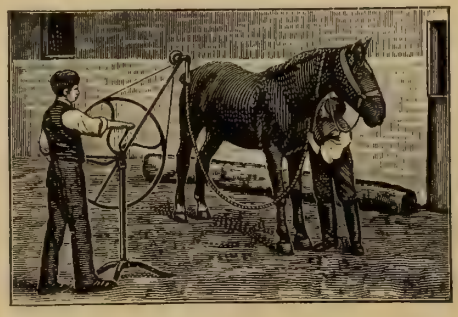
CANADIAN GOODS FOR CANADIANS.

A Good Reputation
A Good Past
A Good Present
A Good Future
Hardware and Metal
Montreal and Toronto
And all over Canada
Once a week
Carries Lots of Advertising
Because
It pays Advertisers

Hardware and Metal
Montreal and Toronto

BURMAN & SONS' CELEBRATED CLIPPERS

Established 1871. **BIRMINGHAM, ENG.** for Horsemen and Barbers.

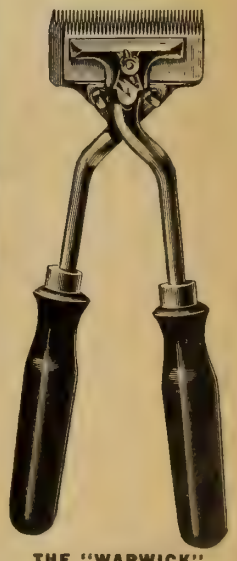


NO. 3—POWER CLIPPER, with "Wrist Joint."

As supplied to { The Czar of Russia. The King of Denmark. Earl Roberts, Etc., Etc.

Having bought the good-will, machinery and stock of Wm. Bown, Limietd, we shall in future supply the Celebrated "Newmarket" Clipper, marked exactly as before, with the addition of "Made by Burman & Sons, Limited, Birmingham" on the handles. Largest makers of Horse Clippers in the world.

NO. 297.



THE "WARWICK" CLIPPER.
Cuts over three teeth.
As supplied to His Majesty's War Department.

SEND FOR PRICE LIST AND TERMS.

To be obtained from all the principal Jobbers throughout the Dominion.

INDUSTRIAL GOSSIP.

A NEW CANADIAN INDUSTRY.

Calcium carbide will shortly be manufactured on a large scale at Shawinigan Falls, Que., where conditions are said to be better than any available place elsewhere in Canada. The use of this compound for the generation of acetylene gas, and many other purposes, is increasing rapidly, and a strong company has been organized to manufacture it on a large sale at the above place. The new enterprise is called The Shawinigan Carbide Co., and it will shortly issue 7 per cent. bonds to the extent of $300,000. A successful future for the company is looked for, and these bonds are expected to be readily subscribed. The issue of bonds will be offered through The National Trust Co., Limited, and amongst the directorate of the company are Walter Barwick and H. C. Osborne, both of Toronto.

STARTING ON THE NEW N.S. RAILWAY.

Work is being commenced by Messrs. Wm. Mackenzie and D. D. Mann on the new railway they are to build between Halifax and Yarmouth, N.S. Work will be started at Mahone Bay, and the section between that place and Halifax, 60 miles in length, will be the first built.

Mr. Mann is accountable for the statement that passenger trains in a couple of weeks will be running over the Canadian Northern from Port Arthur to Winnipeg. All the cars and equipment for that section of the line have been completed and 250 miles more will be built this season. The Saskatchewan is not expected to be reached before 1903.

Ten thousand tons of steel rails have been purchased by Messrs. Mackenzie & Mann from James Cooper, of Montreal, and the same quantity from the Clergue works at Sault Ste. Marie. These, in all, would lay 200 miles.

TO MAKE SILICATE BRICK.

The Montreal Silicate Brick Co. has been granted letters patent to manufacture building and paving brick in that city. At a meeting of shareholders last week the officers were elected for the ensuing year. They are: President, David Robertson; vice-president and managing director, Geo. J. Sheppard; directors, Hon. Senator Kirchhoffer, Brandon, Man.; Alfred Joyce, Chas. W. Trenholm and John McLean.

A factory will be built shortly in Montreal. The owners of the patent rights of this brick are some Montreal capitalists. Companies have already been formed at Toronto, Vancouver, St. John's, Nfld., and in Nova Scotia and Cape Breton; and it is expected that, on account of the simplicity of the process of manufacturing this brick, and its fine appearance and wearing qualities, it will become an important factor in the building trades.

GODDESS TO GRACE A POPCORN STAND.

The Chicago House Wrecking Co. are tearing down the buildings of the Pan-American Exposition. The Government, the Agricultural, the Manufactures and the Horticultural buildings are practically demolished. Work is now proceeding rapidly on the Machinery Building and the Electric Tower. "The Goddess of Light" is to come down from the tower shortly as the purchasers are anxious to get her to grace a popcorn stand in Cleveland, Ohio.

CATALOGUES, BOOKLETS, ETC.

THE Canada Hardware Co., Limited, have issued a catalogue and price list of their spring and summer goods, including wringers, pumps, shovels, spades, picks, wire rope, etc. It is handsomely bound in heavy cover paper. It is fully illustrated with large, clearly-printed cuts of the different goods. Below each is the description and price. The names of the articles are given in both French and English. This is likely the only catalogue of its kind in Canada in which both languages are used, and it speaks well for the pains the company has gone to in order to produce a catalogue, perfect in all particulars. The first part of the catalogue is devoted to harvest tools, garden and lawn tools, grindstones, etc., and an immense assortment of all these goods is shown. Screen doors, window screens, screen-door catches, pulls and spring hinges, of all descriptions and at all prices, follow. Then come ice cream freezers, ice tongs, etc. Some very fine adjustable chairs, folding cots, hammocks, etc., are shown. A good portion of the catalogue is devoted to washing machines, wringers, churns, pumps and such articles, and the last part deals with spades and shovels of all kinds, wheelbarrows and jacks. This catalogue should be in every dealer's hands. All will find it useful.

AN AXE FIRM'S CATALOGUE.

The Dundas Axe Works, Dundas, Ont., have just issued a catalogue of their axes that is handsomely illustrated with the different styles made by the firm. These axes have been on the market for over sixty years, and are made to stand the test of use in Canadian winters. The firm makes many styles of axes, and is prepared to make a sample to suit any market.

BUSINESS AND HOME LIFE.

By Col. George Rathbone Dwyer.

NO business man likes worry, but it is an inseparable part of his existence. He need not look for worry; it inevitably comes to him. To worry about one's business, and then in a moment forget it all, is absolutely impossible. It is not in human nature to be able to do so. The average busy man assuredly wishes it were.

A man's home is what he lives and works for, and the greatest pleasure he has in life is to go home and forget the worries, great or small, which are the heritage of the business man.

A man's business is his own and that of his business associates, and though he cannot help thinking, he can certainly help talking.

It is a breach of confidence for a man to discuss his business affairs with anyone, save only those who are personally interested.

He goes to his office in the morning and transacts his business throughout the day, and as soon as the office door closes behind him he ceases, theoretically speaking, to be a business man.

His uptown life and his downtown life are quite distinct. He does not permit the former to interfere with the latter, and what is sauce for the goose should be sauce for the gander.

In my opinion, a man has no right at all to discuss business matters at home.

A business man has quite sufficient to think about during the day and quite enough matters to discuss without doing so all the evening as well.

Besides, the strain of business in these days of competition and hustle is so severe that it would be highly detrimental to him physically were he not to enjoy the relaxation which his home affords. He goes home to rest, not to work; and though the impressions left upon his mind by the events of the day cannot be entirely obliterated at home, yet they can be so associated with other more pleasant thoughts that they cease to worry.

Office life is one phase of a man's existence and home life is another; each has its own sphere, from which it should never be permitted to stray.

THE GURNEY CO.'S EXCURSION.

The annual excursion of the employes of The Gurney Foundry Co., Limited, Toronto, will be held on Friday next, July 11, to Niagara Falls. The steamer Garden City, carrying the excursionists, will leave the Yonge street wharf at 8 a.m.

John Bowman

HARDWARE & COAL CO.

LONDON, ONT.

Our stock of goods for the spring trade is now complete, and we can fill all orders promptly on the following lines :

Wire, Nails, Cordage, Window Glass, White Lead, Paints, Whiting, Churns, Linseed Oil, Spades and Shovels, Screen Doors, Wove Wire, Poultry Netting, Builders' Hardware, Guns and Sporting Goods. Finest stock in the Province of Cutlery.

Prompt Shipment. Prices Right.

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Oiled and Annealed,
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Brass, Brass Spring,
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"Crescent"
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THE Gurney-Tilden Co., LIMITED

Hamilton. Toronto. Montreal.

AGENCIES:—ST. JOHN, N. B., VANCOUVER, B. C.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, July 4, 1902.

HARDWARE.

OWING to the holidays, observed and postponed, business has been somewhat upset. Apart from the increased business of one or two days, on account of the holiday on July 1, trade throughout the week has been somewhat quiet. In accordance with the advance in builders' hardware, which we reported some time ago, local firms have advanced the prices on Yale night latches, and for No. 12 are now quoting $17.45 per dozen. Barn door tracks have taken a further advance, the price now being $3.90 instead of $3.50, per 100 feet. The strike of the moulders in the United States has made itself felt in some lines of hardware here. Cast iron hollow ware, for instance, has become quite scarce on the market for the present. Cordage was reduced another ½c. on Wednesday.

SCYTHES.—There is no particularly striking feature to this market this week. Trade moves along at a fair pace, and the prices quoted remain unchanged, as follows : Lance, No. 80, $5.50 ; Hurd's Clipper, $6.50 ; concave, $7.50 ; Sibley, $8.50 ; Cradle scythes, cast steel, $8.50 ; silver steel, $9.50 ; "Harvest King," $10.50. Bush scythes, $6.50.

BARB WIRE.—The inquiry is light, most of the business doing being for sorting purposes. The price is $3 per 100 lb. f.o.b. Montreal.

GALVANIZED WIRE.—The demand for this article has not improved, and the week's trade has been quiet. We quote : Nos. 6, 7 and 8 gauge, $3.45 ; No. 9, $2.80 ; No. 10, $3.55 ; No. 11, $3.65 ; No. 12, $2.95 ; No. 13, $3.05 ; No. 14, $4.05 ; No. 15, $4.55 ; No. 16, $4.80 ; No. 17, $5.20 ; No. 18, $5.45.

SMOOTH STEEL WIRE.—The market is not active. No quotable change has occurred. We quote as follows : Bright iron and annealed on a base of $2.60 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are as follows : Coppered wire, 60c.; tinned wire, $2 ; oiling, 10c.; spring wire, $1.25 ; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—This is moving out slowly at unchanged prices. The discount remains at 22½ per cent.

BRASS AND COPPER WIRE.—There has been nothing of importance in this market during the week, and trade continues quiet at unchanged prices. The discount is 60 per cent.

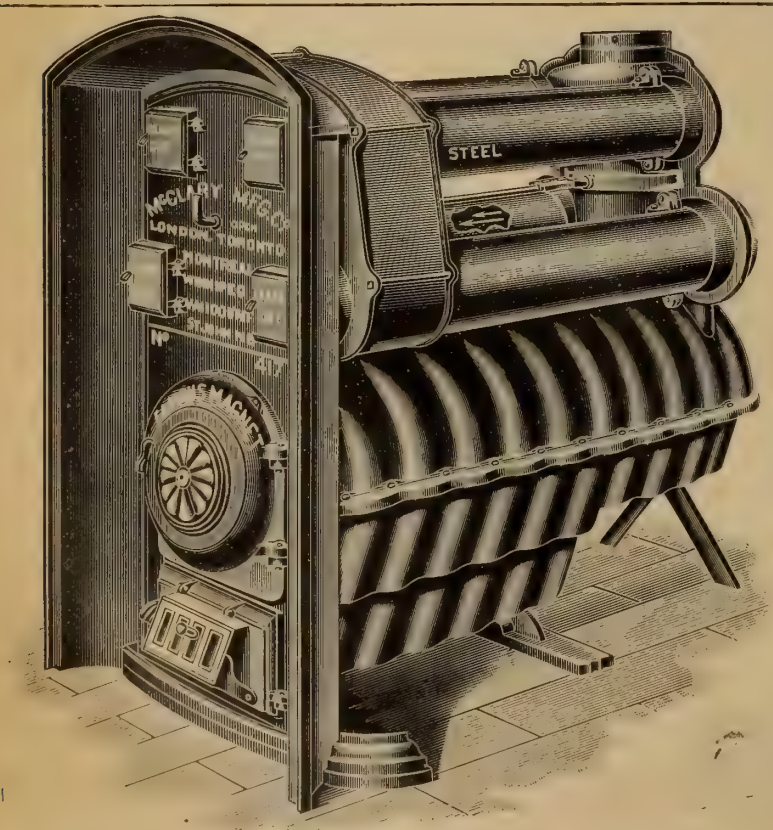
FENCE STAPLES.—No change has occurred. The demand for staples is over for the season, and except for sorting purposes there is very little business being done. We quote as follows : $2.90 per 100-lb. keg for bright, and $3.25 for galvanized. 25 and 50-lb. packages, 25c. extra.

WIRE NAILS.—There is a good steady demand for wire nails at unchanged prices. In small lots $2.55 is charged, and in carlots, the price is $2.50, f.o.b. Montreal, London, Hamilton, Toronto, Gananoque, Brantford, Windsor, Ont., St. John and Halifax.

CUT NAILS.—The market is steady under an active inquiry. The price of cut nails, in carlots, is $2.37½ per keg, and in small lots, $2.45 per keg. The discount on flour barrel and coopers' nails is 40 per cent.

HORSE NAILS.—The market is in about the same condition. Only a light inquiry is experienced, and trade, generally, is quiet. The discounts are as follows: "C" brand, 50 and 7½ per cent. off ; "M" brand, for "Oval" and "New City" heads, 60 per cent. off, and for "New Countersunk" heads, 66 2-3 per cent. off. "Monarch" horse nails are also discounted at 66 2-3 per cent.

HORSESHOES.—Nothing new has occurred in this market. There is little demand for horseshoes. The prices are unchanged. We quote as follows : Iron shoes, light and medium pattern, No. 2 and larger, $3.50 ; No. 1 and smaller,



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We have unsolicited letters from every part of Canada testifying to the success of this furnace.

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"Everything for the Tinshop"

ENGLISH
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MIDLAND, ONT. Limited

$3.75; snow shoes, No. 2 and larger, $3.75; No. 1 and smaller, $4.00; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, $3.60; No. 1 and smaller, $3.85; feather-weight, all sizes, $4.85; toe weight, steel shoes, all sizes, $5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS.—There has been no abatement in the demand for screws, which are still moving out rapidly at steady prices. No change in the discounts has been made. We quote them as follows: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

BOLTS.—The market for bolts is quite satisfactory. Jobbers report an active demand, and no change in the prices has occurred, and the discounts are as follows: Norway carriage bolts, 55 per cent.; common, 50 per cent.; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 per cent.; coach screws, 66 2-3 per cent.; sleigh shoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼ per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

BUILDING PAPER.—Considerable activity prevails in the market for building paper, all classes moving out well. The market is firm, and prices are well maintained all round. Quotations follow: Tarred felt, $1.70 per 100 lb.; 2-ply, ready roofing, 85c. per roll; 3-ply, $1.10 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O K and I X L, 65c. per roll; heavy straw sheathing, $30 per ton; slaters' felt, 60c. per roll.

CORDAGE.—Another reduction has been made this week, manila, British manila, sisal, and lathyarn each being quoted ½c. lower. The demand is small. In binder twine prices are quite firm, and it is reported that stocks are now pretty well sold up. Our quotations are now as follows: Manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, 11c. Prices on binder twine are as follows: Blue Ribbon, 650 feet to the pound, 15c.; Redcat, 600 feet to the pound, 14c.; Tiger, 550 feet to the pound, 13c.; Standard, 500 feet to the pound, 11½c.; sisal, 500 feet to the pound, 11½c. Prices are subject to a rebate of ¼c. in carload lots.

RIVETS AND BURRS.—In this line everything has been quiet and unchanged. Our quotations are as follows: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 and 10 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

SCREEN WIRE CLOTH.—There is a moderate inquiry for this, and business is still being done at $1.37½ per 100 square feet.

POULTRY NETTING.—Trade in poultry netting is of a very active character. The demand, however, such as it is, is steady, and a fair trade is doing with

A. C. LESLIE & CO.

HEADQUARTERS FOR

WIRE.

WIRE RODS, FENCING WIRE, TELEGRAPH WIRE, SPRING WIRE, COILED WIRE FOR FENCING, WIRE NETTING, WOVEN FENCING, Etc., Etc.

Import orders for wholesale buyers only.

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Manufacturers of

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FORCE PUMPS,
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OUR MOTTO: "The best quality and right prices."

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sold up to date this year than during any previous twelve months since we introduced it. "Reason?" There never has been, there is not now, and we doubt if there ever will be a Varnish put up, either by domestic or foreign makers, equal to ELASTILITE for the same money.

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It is a sure seller.

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Nothing is said by us but what is backed by a guarantee.

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THE **FRANCIS-FROST Co.** Limited

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Canadian Distributing Agents for Grippin's Crack Filler.

some houses. Canadian or English netting is discounted as follows: 2 x 2 mesh, 19 wire, 50 and 10 per cent.; 2 x 2 mesh, heavier wire, 50 per cent. Canadian list used.

HARVEST TOOLS.—These continue to move out rapidly. The discount is unchanged from 60 per cent.

FIREBRICKS.—The quiet season is now on and but a small demand is experienced. The price of English firebricks is $16 to $22 per 1,000, and of Scotch, $17 to $22 per 1,000.

CEMENT.—This market moves along quietly and at unchanged prices. Our quotations are: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl. ex-wharf, and American, $2.10 to $2.20 ex-cars.

METALS.

The demand for metals has kept up remarkably well, and although the furnaces and mills are working their hardest, there is no accumulation of stocks. Structural steel is in excellent demand. The demand for pig iron is also as great as ever, stove manufacturers, machinists, manufacturers of agricultural implements, etc., being unable to obtain their necessary supplies.

PIG IRON. This is in great demand, but the difficulty of obtaining anything like immediate deliveries continues very marked. Canadian sells at $18.50 to $19, and Summerlee, at $21.50 to $22.

BAR IRON.—There is a good steady demand for bar iron, though no quotable change has occurred. Horseshoe iron sells for $2.20, and merchants' bar, for $2.

BLACK SHEETS.—This line is still quiet and at unchanged prices, and we quote as follows: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50, and 8 to 20 gauge, $2.50.

GALVANIZED IRON.—There has been no important change in this market, and we quote as follows: No. 28, Queen's Head, $4.40; Apollo, 10¾ oz., $4.40; Fleur de Lis, $4.15; Comet, $4.25; "Bell" brand, $4.30. For less than case lots 10c. extra is charged.

INGOT COPPER.—There is not much doing, and the price remains at 14c.

INGOT TIN.—There is a firmer feeling reported in pig tin, but no advance has been made. Some delaers, however, are looking for higher prices. Straits is quoted at 33½c.

PIG LEAD.—Business in pig lead is quiet, and the price remains at $3.25.

LEAD PIPE.—There is a moderate inquiry for lead pipe. The price of composition and waste is 8c., and of ordinary, 7c. The discount is 37½ per cent.

IRON PIPE.—No quotable change has occurred during the week, but business is still brisk, and our quotations are as follows: Black pipe, ⅛, $3; ¼, $2.40; ⅜, $2.65; ½, $3; ¾, $3.70; 1-in., $5.25; 1¼, $7.40; 1½, $8.90; 2-in., $12.40. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $4; ¾, $5.05; 1-in., $7.25; 1¼, $10.10; 1½, $12.15; 2-in., $16.70. Extra heavy pipe, plain ends, are quoted, per 100 ft., as follows: Black, ½, $4.35; ¾, $5.30; 1-in., $7.60; 1¼, $10.60; 1½, $12.70; 2-in., $17.45. Galvanized, ½, $5.35; ¾, $6.70; 1-in., $9.60; 1¼, $13.30; 1½, $15.95; 2-in., $21.75. For threads and couplings 5 per cent. is added.

TINPLATES.—There is a fair demand this week for tinplates. The market has been steady. Charcoals sell for $4.75 to $5.25 per box, and cokes at $4.25 per box.

CANADA PLATES.—A good business is doing in Canada plates at the prices we quote. Galvanized plates continue to move exceptionally well. No important change has taken place in the market. Our quotations are as follows: 52's, $2.70 to $2.80; 60's, $2.85 to $2.90; 75's, $2.80 to $2.85; full polished, $3.75, and galvanized, $4.25 to $4.35; galvanized, 60's, $4.45 to $4.55.

STEEL.—The demand for steel keeps up, and a good business is reported. Our quotations are as follows: Sleighshoe, $2.10; tire, $2.20; bar, $2.05; spring, $2.85; reeled machinery, $2.75; toecalk, $2.70.

SHEET STEEL.—This article moves out somewhat slowly. No quotable changes have occurred. We quote as follows: Nos. 10 to 20, $2.50; 3-16, $2.50; ¼, 5-16 and ⅜, $2.40.

TOOL STEEL.—This market shows signs of improvement. Several fairly good orders were received during the week. Prices are steady and unchanged. We quote as follows: Black Diamond, 8c.; Sanderson's, 8 to 12c., according to grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 8 to 15c.; "Air Hardening," 30 to 50c.

TERNE PLATES.—Nothing of importance is to be reported in this market. Trade is quiet, and the price is $7.50.

COIL CHAIN.—The activity in this market still continues at unchanged prices. Our quotations are as fol-

lows: No. 6, 12½c.; No. 5, 10½c.; No. 1, 10c.; No. 3, 9½c.; ¼-inch, 7¼c. per lb.; 5-16, $5; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4.05; ½, $3.95; 9-16, $3.85; ⅝, $3.55; ¾, $3.50; ⅞, $3.45; 1-inch, $3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC.—The price of this remains at $5.85 to $6.25. Trade, however, is quiet.

ANTIMONY.—There has been no improvement in the demand for antimony. The price is still 10c.

ZINC SPELTER.—Business is quiet. The price of spelter is 5c.

SOLDER.—The market continues fairly active, and a satisfactory trade is doing in both bar and wire solder. The former sells for 18c., and wire solder, for 20c.

PAINTS AND OILS.

The feature of the week in this line is the decline of 2c. in linseed oil, raw being now quoted at 82c., and boiled at 85c. The arrivals of oil from abroad were the cause of the easing off of the market. Still, it must not be inferred that there is any great excess of stock, for the demand is still very heavy, and as quickly as it arrives it finds purchasers. The market in the general list of paint materials is somewhat quieter this week, and the manufacturers are not working as hard as they were a few weeks ago. Turpentine has been steady, and the price has not been changed. Yellow ochres are reported to be much firmer, and one brand, the "J.C.", French ochre, is practically out of the market, owing to the keen advance at the source of supply. We quote:

WHITE LEAD.—Best brands, Government standard, $5.87½; No. 1, $5.50; No. 2, $5.12½; No. 3, $4.75; No. 4, $4.37½ all f.o.b. Montreal.

DRY WHITE LEAD.—$5.25 in casks; kegs, $5.50.

DRY WHITE ZINC.—Pure dry, 6¼c.; No. 1, 5¼c.; in oil, pure, 7¼c.; No. 1, 6¼.; No. 2, 5¼c.

PUTTY.—We quote: Bulk, in bbls., $1.90 per 100 lb.; bulk, in less quantity, $2.05; bladders, in bbls., $2.25; bladders, in 100 or 200-lb. kegs or boxes, $2.40; in tins, $2.55 to $2.65; in less than 100-lb. lots, $3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50, and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 82c.; boiled, 85c. In 5 to 9 barrels, 1c. less. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance, and freight allowed.

TURPENTINE.—Single barrels, 72c.; 2 to 4 barrels, 71c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.45 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

Both Ornamental and Practical.

WE MAKE ALL KINDS OF ARCHITECTURAL SHEET METAL WORK.

Fanciful designs for effective finish in any desired style, as well as every variety of fireproof metal covering, suited to old and new buildings of any and every description.

Our goods are foremost among practically popular lines for decorative finish and superior utility—their reliable merit fully proved by conclusive tests.

METALLIC CEILINGS SHINGLES CORNICES SIDINGS
SKY LIGHTS VENTILATORS LATHING
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Consult our catalogue for full information about these many lines, and be ready for all the business in your locality.

The Metallic Roofing Co., Limited,

Wholesale Manufacturers. **TORONTO, MONTREAL, WINNIPEG.**

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PARIS GREEN.—Petroleum, bbls., 16¾c. per lb.; arsenic kegs, 17c.; 50 and 100-lb. drums, 17½c.; 25-lb. drums, 18c.; 1-lb. packages, 18½c.; ½-lb. packages, 20½c.; 1-lb. tins, 19½c.; ½-lb. tins, 21½c. f.o.b. Montreal. Terms: 3 per cent. 30 days, or four months from date of delivery.

SCRAP METALS.

This market has been quiet and featureless during the week. On account of the holidays some decrease in the volume of business is reported. No quotable change has occurred with the exception of rubbers, which are a shade lower this week. Our quotations are as follows: Heavy copper and wire, 10½c. per lb.; light copper, 8c.; heavy red brass, 10½c.; heavy yellow, 9c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2¼c.; iron No. 1, wrought, $15; No. 2, $7 per ton; machinery scrap, $16; stove plate, $12; malleable and steel, $5; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6 to 6¼c. per lb.

GLASS.

There is nothing new to report. Trade is very quiet as is usual at this season. We quote: First break, 50 feet, $2.10; second, $2.20 for 50 feet; first break, 100 feet, $4; second break, $4.20; third break, $4.70; fourth break, $4.95.

HIDES.

The market has been fairly steady throughout the week. A good demand continues at unchanged prices. We now quote as follows: No. 1 hides, 10c.; No. 2, 9c.; No. 3, 8c. No. 1 calfskins, 12c.; sheepskins, 70c.; lambskins, 25c. per lb.

MONTREAL NOTES.

Linseed oil is 2c. lower.

Cordage has been reduced another ½c.

Barn door tracks have risen 40c. per 100 feet.

Yale night latches have been advanced in price to $17.45 per dozen for No. 42.

ONTARIO MARKETS

Toronto, July 4, 1902.

HARDWARE.

BUSINESS in general for this time of the year continues active, and what now is doing is principally of a sorting-up nature. There is a good movement in harvest tools, and in the small sizes of ropes is displayed some activity. The prices of rope have declined ½c. all round during the week. The only other change is in copper rivets, which have advanced, the extra discount of 10 per cent. being now withdrawn. The demand for lawn mowers is smaller than it was, but the movement in guns and ammunition has increased. The cement market remains firm at the advance of last week, but the movement has not been so free as heretofore.

BARB WIRE.—Trade is keeping up well and the prices are steady. We quote $2.77½ for less than carlots f.o.b. Cleveland, and $2.65 for carlots. From stock, Toronto, $3.00.

GALVANIZED WIRE.—There continues to be a fair sorting-up trade doing in this line. Quotations are: Nos. 6, 7 and 8, $3.50 to $3.85 per 100 lb., according to quantity; No. 9, $2.85 to $3.15; No. 10, $3.60 to $3.95; No. 11, $3.70 to $4.10; No. 12, $3 to $3.30; No. 13, $3.10 to $3.40; No. 14, $4.10 to $4.50; No. 15, $4.60 to $5.50; No. 16, $4.85 to $5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at $2.52½ in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE.—The business doing keeps up fairly well. We quote the base price as follows: $2.60 per 100 lb. Oiling, 10c.; coppering, 60c.; and tinning, $2 per 100 lb. extra. Delivery points Toronto, Hamilton, London and Montreal, with freights equalized on those points.

FINE STEEL WIRE.—This line continues moderately active. The discount remains steady at 22½ per cent.

WIRE NAILS.—Trade in this line remains fairly good with prices steady. Our quotations are as follows: $2.55 for

less than carlots and $2.50 for carlots. The delivery points are Toronto, Hamilton, London, Gananoque, and Montreal.

CUT NAILS.—The demand for these continues light. The base price is quoted at $2.45 per keg, and $2.37½ for carlots.

HORSE NAILS.—There is a fair trade being done in this line at unchanged prices, and the discounts are quoted as follows : "C" brand, oval head, 50 and 7½ per cent.; on "M" brand, 50, 10 and 5 per cent.; "Monarch," 60 2-3 per cent. Countersunk head, 60 per cent.

HORSESHOES.—In this line the demand still keeps fair. Quotations are : Iron shoes, No. 2 and larger, light, medium and heavy, $3.60 ; snow shoes, $3.85 ; light steel shoes, $3.70 ; featherweight (all sizes), $4.95 ; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.85 ; snow shoes, $4 ; light steel shoes, $3.95 ; featherweight (all sizes), $4.95.

SCREWS.—Trade in screws is being well sustained and there is some difficulty in obtaining supplies from the factories. The discounts are : Flat head bright, 87½ and 10 per cent.; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze, 70 per cent.

RIVETS AND BURRS.—Trade in this line still keeps up well, and the stocks on hand are not large. The price of copper rivets with burrs has been advanced. The discounts formerly were 45 and 10 per cent., but this has been changed to 45 per cent. only, the extra 10 per cent. being withdrawn. The discounts are now as follows : Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—The factories are making fair deliveries, and the stocks that were low are now being replenished. Our quotations follow : Carriage bolts, common ($1.00 list), 50 per cent. ; carriage bolts, full square ($2.40 list), 55 per cent.; carriage bolts, Norway iron ($3 list), 55 per cent.; machine bolts, all sizes, 50 and 5 per cent.; coach screws, cone points, 66 2-3 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SCREEN DOORS AND WINDOWS.—Trade is still active and a number of sorting-up orders continue to come in. No changes have occurred in the prices. Quotations are : Common doors, two or three panel, f.o.b. factory points as follows : Walnut, stained, 3-inch style, $6.80 per dozen ; stained, yellow, $7 ; natural color, oil finish, $8.15 ; 4-inch style, 20c. extra per dozen. Windows : No. 0, $1.60 ; No. 1, $1.70 ; No. 2, $1.95 ; No. 3, $2.10 ; No. 4, $2.50 per dozen.

GREEN WIRE CLOTH.—Quite a business is being done in this line at steady prices. We quote $1.37½ per 100 square feet.

SPADES AND SHOVELS.—These are still scarce and the demand for them is good. Prices are unchanged, and the discount is 40 and 5 per cent.

ROPE.—There is quite a trade doing in the harvest sizes of rope. Following the decline in pure and British manila, sisal and lathyarn have each gone down ½c. We quote : Pure manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, single, 11c., double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per dozen.

BINDER TWINE.—Business in binder twine has not yet become active, though quite a few orders have been booked for future delivery. Quotations are : "Blue Ribbon," 650 feet, 15c.; "Red Cap," 600 feet, 14c.; "Tiger," 580 feet, 13c.; sisal, 500 feet, 11½c.

HARVEST TOOLS.—Business in harvest tools continues fair, and a number of sorting-up orders are coming in. The demand for beet hoes continues large. The discount is 60 per cent.

EAVETROUGH, ETC.—The trade in this line is still moderately large, and the prices are steady. Our quotations are as follows : Eavetrough, $3.10 per 100 square feet, for 10-inch, and conductor pipe at $4 for 3-inch, and $5.25 for 4-inch.

BUILDING PAPER.—In this line the demand continues fair with no particular features to report. Our quotations are as follows : Dry sheathing, grey or straw, 35c. per roll ; tar sheathing, grey or straw, 45c. per roll ; dry fibre, 50c. per roll ; tarred fibre, 60c. per roll.

LAWN MOWERS.—The biggest part of the season's trade is over, but there is still quite a business being done in this line. We quote the discounts as follows : 50 per cent. on high-wheeled lawn mowers, "Star" mowers, 9-inch wheels, $2.25 to $3 ; "Daisy" mowers, 17-inch wheels, $2.25 to $2.50.

HARVEST WHIPS.—There has not yet been much call for harvest whips.

POULTRY NETTING.—This line continues unchanged with some demand from outside points.

TINWARE AND ENAMELLED WARE.—In tinware, trade, which usually slackens off at this time of the year, continues brisk. The trade in enamelled ware has shown no signs of slackening off as yet, although it usually does so during June and July.

SPORTING GOODS.—In this line things continue as they were last week, the features being the number of guns, rifles and ammunition which are being sent to various parts of the country.

CEMENT.—The market continues strong at the advance of last week, but trade has not been so active, a few of the smaller dealers holding off on account of the appreciation. The inquiry continues active and trade is expected to assume its normal activity in the course of a few days. Our quotations are : Canadian Portland, $2.25 to $2.85, and Canadian hydraulic, $1.35 to $1.60 per bbl.

METALS.

In metals, the buying movement this week has not been large though business cannot be said to be dull ; but it is feeling the effects of the holiday season. The prices remain steady, and the stocks are well assorted. The dullness of the outside tin and copper markets is pronounced. Tin is weak, as is also copper, on the New York market, but the London, Eng., copper market gained strength. The United States iron market is lifeless, but this has had no effect on prices, which remain strong, and the general outlook is very bright.

PIG IRON.—The demand for pig iron is very good, and a number of orders are now being placed for delivery the first half of next year. The market in the United States is inactive but strong. We quote on track, Toronto, as follows : No. 1 foundry, $21, and No. 2, $20.50.

STEEL BOILER PLATES.—The outside markets continue strong. The local demand is steady and stocks are light.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
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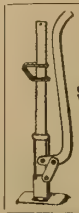
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Steel Carriage and Wagon Jacks,
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FOR SALE BY JOBBERS AT MFRS. PRICES.

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Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
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The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
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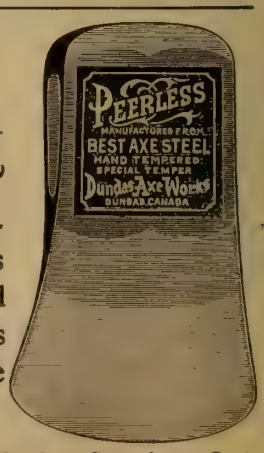
Oneida Community Goods
HALTERS, COW TIES SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT.

A Verdict
The Dundas Axe is pronounced by all judges the best axe made.


Dundas Axe Works, Dundas, Ont.
W. L. Haldimand, Jr., Montreal Agent.

Nicholson File Co.,

LARGEST FILE MAKERS IN THE WORLD

Seven Factories— manufacturing all shapes, sizes and cuts.

Nicholson's Increment Cut Files and Rasps represent a combination of skilled labor and the best material necessary for the production of a good article. The result of many years' experience.

Prices Consistent With Quality.

For sale by all prominent Hardware and Mill Supply Merchants throughout the Dominion.

Dominion Works, - - PORT HOPE, CANADA.

We quote : Steel boiler plates, $1.80 for carload lots on track, Toronto.

STEEL BEAMS.—A fair business at unchanged prices continues. We quote : Steel beams, from stock, $2.75, and in carloads, on track, $2 per 100 lb.

STEEL RAILS.—The Clergue Works are quoting steel rails for railways at $30 per ton, and rails for electric roads, $35 per ton. Orders for about 100,000 tons are said to be on the books of the company.

TOOL STEEL.—The market continues steady. We quote as follows : "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 8 to 15c.; ditto, " Air Hardening," 30 to 50c.; Chas. Leonard's, 8 to 9c.; Park's " Silver," 12 to 14c.; Park's Special, 15 to 20c.

MILD STEEL.—The prices of this line are steady.

SPRING STEEL.—The activity in this line is a feature.

BOILER TUBES.—There has been no change in these.

BAR IRON.—The bar iron market is very stiff and the prices are nominal, with the demand exceeding the supply. One large concern which had contracted with a buyer on the market for 100 tons has been unable to fill the order. The scarcest sizes are those in general use. The United States market continues strong and without any new features. Our quotations are as follows : $1.95 to $2.05 base. Extras cut to length while rolling : 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

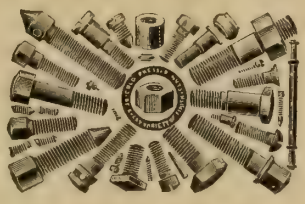
BLACK SHEETS.—The demand has improved during the week and the prices are holding steady. We quote : Common, $3.15 for 28 gauge, and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—The condition of the market has not altered since last week. We quote : All dull, $3 ; half polished, $3.10, and all bright, $3.75.

GALVANIZED SHEETS.—These are still in good demand. We quote in case-lots, as follows : Queen's Head, $4.50 for 28 gauge ; American, $4.40 for 29 gauge, Bell brand, $4.20 for 28 gauge.

TIN.—There was a firmer feeling early in the week in the outside markets, and this had a tendency to improve the local demand. Locally, the quotatians are $32 to $33 per 100 lb.

TINPLATES.—In this line the business has been brisk. We quote : Charcoal, $4.75 to $5 per box, and cokes, $4.25 per box.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

COPPER.—The demand for ingot copper has eased off somewhat. The outside markets are steady and inactive. We quote : Ingot, $14 per 100 lb., and sheet copper, $22 to $23.

BRASS.—The demand for brass continues moderate, and the market is steady. The discounts remain unchanged at 15 per cent.

PIG LEAD.—There has been more activity in this line this week. We quote pig lead, $3.50 to $3.75, and bar $5.

IRON PIPE.—The market is characterized by no new features. Many shipments are being made to outside points, but the local trade continues inactive, and our quotations are now as follows per 100 ft. : ¼-in., $2.40 ; ⅜-in., $2.65 ; ½-in., $2.85 ; ¾-in., $3.65 ; 1-in., $5.20 ; 1¼-in., $7.35 ; 1½-in., $8.95 ; 2-in., $12.55 ; galvanized, 1-in., $7.20. Trade discount 4 per cent.

ZINC SPELTER.—This line is quiet and the prices are unchanged. We quote $5.50 to $6.

ZINC SHEETS.—These continue in steady demand. We quote : Cask lots, $6 to $6.25, and part casks, $6.25 to $6.50.

SOLDER.—The demand for solder is still active, and the prices are unchanged.

ANTIMONY.—Trade in this line continues quiet. We quote $19.50 per 100 lb.

PAINTS AND OILS.

Trade in paints and oils generally is lighter than it was, and few new features there are to report. There does not seem to be the scarcity of raw and boiled linseed oil there was a few weeks ago, the stocks now on hand being sufficient to supply current demands. The prices of this oil weakened early in the week, but later advices from London, Eng., caused them to stiffen up again. Turpentine in the South is lower, and this is causing the market here to weaken, so that, if present conditions continue, a slight decline is not impossible. But that product is very uncertain, the prices, without warning, being at any time liable to advance or decline. There are a few orders coming in for ready-mixed paints. White leads ground in pure linseed oil are quiet. Paris green is inactive, but the prices thereof in the United States have advanced until now the base price is over 20c. per lb. at the factories. Dry colors are slow, but a fair movement continues in red leads for outside work. We quote :

WHITE LEAD—Ex Toronto, pure white lead, $5 87½ ; No. 1, $5.50 ; No. 2, $5.12½; No. 3, $4.75; No. 4, $4 37½ in packages of 25 lb. and upwards ; ½c. per lb. extra will be charged for 12½ lb. packages ; genuine dry white lead in casks, $5.12½.

RED LEAD—Genuine, in casks of 560 lb., $5 to $5.12½; ditto, in kegs of 100 lb., $5.50; No. 1, in casks of 560 lb., $4; ditto, kegs of 100 lb., $4 50.

LITHARGE—Genuine, 6 to 6½c.

ORANGE MINERAL—Genuine, 7½ to 8c.

WHITE ZINC—Genuine, French V.M., in casks, $6 to $6 25; Lehigh, in casks, $6.

SHINGLE STAIN—In 5-gal. lots, 60c. to $1.20 per gal.

BENZINE—In barrel lots, 17c. per gal.; less quantities, 25c. per gal.

PARIS WHITE—90c. to $1 per 100 lb.

WHITING—65c. per 100 lb. ; Gilders' whiting, 80c.

GUM SHELLAC—In cases, 35c.; in less than cases, 40c. per lb.

LIQUID SHELLAC—Pure orange, in bbls.,

$2.25 to $2.35 ; white, $2.35 to $2.45 per gal.; in less quantities, 10c. extra.

PUTTY—Bladders, in bbls., $2.25 ; bladders, in 100 lb. kegs, $2 40 ; bulk in bbls., $1.90 ; bulk, less than bbls. and up to 100 lb., $2.05 ; bladders, bulk or tins, less than 100 lb., $2.90.

PLASTER PARIS—New Brunswick, $1.90 per bbl.

PUMICE STONE—Powdered, $2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity ; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS—Pure, $1.20 to $1.40 per gal.; No. 1, $1.10 per gal.

CASTOR OIL—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL—Raw, 1 to 2 barrels, 84c.; boiled, 87c.; 3 to 5 barrels, raw, 83c.; boiled, 86c.; 6 to 9 barrels, raw, 79c.; boiled, 84c., delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil, sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE—Single barrels, 73c.; 2 to 4 barrels, 72c., delivered. Toronto, Hamilton and London 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

The market here has been quite active. Local jobbers report quite a demand for cathedral glass. Stocks in some lines of window glass are becoming low, and this scarcity is becoming more acutely felt by reason of the slow arrivals of importations from Europe. Quotations follow : Under 26 in., $4.45 ; 26 to 40 in., $4.65 ; 41 to 50 in., $5.10 ; 51 to 60 in., $5.35 ; 61 to 70 in., $5.75 ; 71 to 80, $6.25 ; 81 to 85, $7 ; 86 to 90, $7.75 ; Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days. Discount off pane price list, 33⅓ per cent.

OLD MATERIAL.

There has been a fairly active business in brass and copper materials in this line. The prices continue steady, We quote as follows : Heavy copper and wire, 10¼c. per lb.; light copper, 8c. per lb.; heavy red brass, 10c.; heavy yellow brass, 8 to 8½c.; light brass, 5c.; lead, 2¼c.; scrap zinc, 2¼ to 2½c.; iron, No. 1 wrought, $14 per net ton ; No. 2 wrought, $6 ; machinery cast scrap, $14; stove plate, $10; malleable and steel, $6 ; old rubbers, 6c. per lb., and country mixed rags, 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES—There are no new features in this market to report. Quotations are as follows: No. 1 green, 7½c.; No. 2 green, 6½c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8 to 8¼c.

SKINS—A change in the method of buying calfskins has been inaugurated amongst the local dealers owing to the poor condition of some of the skins arriving. We quote : Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each ; sheepskins, 80c. to $1 ; shearlings, 20c.

WOOL—The wool business continues very dull and the prices are very weak at 13c. for fleece wool and 7c. per lb. for unwashed.

TALLOW—The scarcity of this article is still a feature. Quotations are 6¼ to 6½c. per lb.

COAL.

There has been no change in the situation at the mines, and no hard coal is yet coming forward. On account of its scarcity the summer demand for hard coal locally is light. Soft coal continues to be imported, the mines of that product not sharing in the dissatisfaction of the miners of hard coal. Quotations at international bridges are unchanged at $3 to $4 per ton for soft coal.

PETROLEUM.

Trade continues fair and the market is steady. We quote : Pratt's Astral, 17 to 17½c. in bulk (barrels extra); American water white, 17½ to 18c. in barrels ; Photogene, 17 to 17½c.; Sarnia water white, 16½ to 17c. in barrels ; Sarnia prime white, 15 to 15½c. in barrels.

MARKET NOTES.

An advance has taken place in some lines of axe handles.

There has been a decline of ½c. per lb. in the prices of pure and British manila, sisal and lathyarn rope.

There has been a change in the discount of copper rivets and burrs, the extra 10 per cent. being withdrawn.

NOVA SCOTIA MARKETS.

Halifax, July 1, 1902.

THE hardware business for the last week has not been a very active one, but still there is considerable business being done in small orders. This is the commencement of the slack season, which will continue as usual for a month or two before the fall trade opens up. The business for the six months of the year up to date has been extremely good, and many of the dealers have done a larger volume of business than in previous years. The financial conditions also have been favorable. Payments have been made extremely well in all parts of the Province, and renewals and extensions have been less frequent than formerly. This gives a healthy tone to business, which would even compensate for a much smaller volume of business than usual. The indications are that these conditions will continue for the balance of the season.

* * *

As noted last week, there was a report of a reduction in cordage. This has taken place to the extent of ½c. per lb. on manila, which is now quoted at 15½c. British manila has declined 1c. per lb. There has been no change in sisal, but as the price of this depends largely on manila, a decline is also expected. The reduction amounts to considerable, but it will be of little value just now to consumers, as the heaviest contracts for the season have long since been filled. The bulk of the manila supply comes from the Philippines, and on account of the war and the general devastation of the country, the price has been high for a year or two. With a more settled state of affairs in that country price conditions, dependent largely on the crops, will be much easier.

* * *

Building materials are still in considerable demand, both in the city and through the country. Prices in this line remain very firm. With the large reduction in glass stocks, prices have become more settled, and the business is on a better basis. Linseed oil and turpentine still remain firm, and there is only a limited demand where new building or repairing contracts have opened up. Everything in the building line is very brisk in Halifax, and the retailers get a good share of the trade. As previously noted, however, no retailer in Halifax could do business alone on shelf and general hardware, as nearly all the wholesalers do a retail trade. This compels the regular retailer to go into odd lines, such as sporting goods, kitchen utensils and other goods which naturally belong to some other line of business. This condition prevails more largely in Halifax, probably, than any place else.

* * *

The export business of Halifax was not so large last week as for the week previous. The amount was $188,456, apportioned as follows : To Great Britain, $26,234 ; West Indies, $37,591 ; Newfoundland and St. Pierre, $17,092 ; United States, $7,539. The shipments of lumber to Great Britain amounted to 3,367,719 ft., valued at $34,047. The exports to that country also included large quantities of canned lobsters, the season for which will shortly close, having been extended 10 days on account of the late prevailing bad weather.

* * *

Among the imports last week from New York may be mentioned 100 tons of molding sand for Hillis & Son, Richmond, and 300 bbls. brimstone, 2,000 bags nitre and 100 bbls. pitch for The Acadia Powder Co.

* * *

The advertisement of one of the largest hardware firms in the city contains the following : "All quotations for soil pipe and soil-pipe fittings are withdrawn." New quotations have not yet been given out.

* * *

Messrs. Crowell Bros., lately burned out, are rapidly getting their building renovated and fitted up in modern style. When completed they will have much better accommodations than formerly. In the meantime their business is conducted in an adjoining building.

R. C. H.

BUY THE

BEST PAINTS

AND SAVE YOUR MONEY.

It is always cheaper to buy the best. It costs as much to apply a cheap as it does a good Paint.

"BEAVER" BRAND and "T. L. & C. CO." BRAND } PURE PREPARED PAINTS

MANUFACTURED BY

THE TORONTO LEAD & COLOR CO., Limited

TORONTO

ARE THE BEST.

For interior and exterior use. Most economical, because they cover the greatest surface. Cheapest, because they wear longest. Most satisfactory, because they look best.

EVERY TIN GUARANTEED.

As for our New Century Catalogue and Color Cards

THE "NEW GEM" SAFETY RAZOR.

Shaves the STRONGEST as well as the MILDEST BEARDS—utterly impossible to cut the face. It is the Simplest and Surest shaving device ever invented. The AUTOMATIC STROPPING MACHINE KEEPS THE BLADES IN KEEN CUTTING ORDER—a novice gets as good results as an expert. Sold by leading CUTLERY and JEWELERY dealers all over the civilized world, or mailed post-paid by the makers at the following prices:

Razor, in Tin Box	$2.00
Razor, with Two Blades, in Handsome Morocco Case	3.50
Automatic Stropping Machine, with Strop	2.00

When making your purchase be SURE and take none without the above "Trade Mark" and "Guarantee Ticket." It permits you to have the Blades REHONED or RESHARPENED FREE OF CHARGE. Catalogue Mailed Free from the following distributing agents: **Montreal**—Caverhill, Learmont & Co.; **Quebec**—Chinic Hardware Co.; **Berlin**—Jno. Fennell & Son; **Hamilton**—Wood, Vallance & Co.; **St. John, N.B.**—Kerr & Robertson; **Halifax, N.S.**—A. M. Bell & Co.; **Winnipeg, Man.**—J. H. Ashdown Hardware Co.; **Vancouver, B.C.**—McLennan, McFeely & Co.; **Victoria, B.C.**—M. & H. A. Fox; or direct from the makers, **The Gem Cutlery Co.:** Works—34 Reade St., **N.Y.C.**; 9 London St., E.C., **London**; 9 Pickhuben St., **Hamburg, Germany.**

Dealers can be supplied at a large discount from the above firms.

Winning Favor in Australia

"The engineering merchants here consider your Solid Box Blacksmiths' Vises superior in quality and workmanship to any they have ever handled. They say they are remarkably suitable, and give perfect satisfaction."

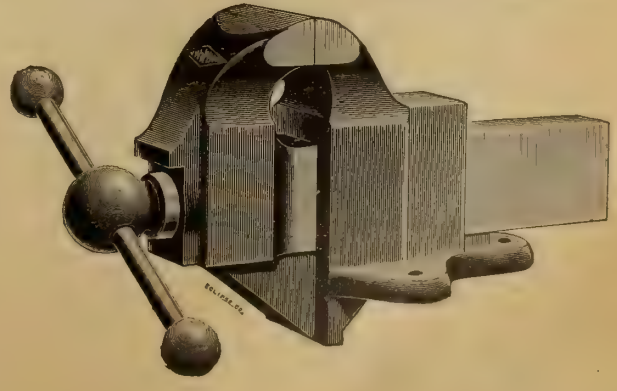
[Extract from letter received from our Australian Agents located in Melbourne.]

Our facilities are unexcelled for making

Blacksmiths' and Machinists' Vises

Modern equipment and methods, high-grade material and workmanship are combined in our plant, producing

THE BEST VISES MADE



Lamplough & McNaughton

CANADIAN SALES AGENTS,

19 De Bresoles St., Montreal

Manufactured by

THE COLUMBIAN HARDWARE COMPANY

CLEVELAND, OHIO.

NEW CATALOGUE JUST ISSUED—WRITE FOR IT.

HEATING AND PLUMBING

JUDGMENT AGAINST A HEATING FIRM.

JUDGMENT has just been handed out by Mr. Justice Curran, of the Superior Court, in the case of Larue vs. Marier et al. The plaintiff, proprietor of the Hotel Cecil, St. Gabriel street, Montreal, in January, 1900, awarded a contract to the defendants, who carried on business as plumbers and steamfitters. They undertook for a sum of $950 to do certain works, amongst others, to put in the heating apparatus. They agreed to examine and put into good working order the old furnace, then in the building; they were to put in certain steam pipes and radiators, giving the agreed quantity of heat. All their work was to be satisfactory to the architect and proprietor. Fifteen per cent. of the contract price was to be retained by plaintiff, until the works were satisfactorily completed. Defendants did all their work in the building satisfactorily, with the exception of the heating.

Plaintiff's tenants held plaintiff responsible in damages due to insufficient heating. When the defendants began their work they suggested to plaintiff that the old furnace, which was a No. 5, would perhaps be insufficient, and that it would be preferable to put in a No. 6. Plaintiff acquiesced and agreed to pay $150 for No. 6, but defendants agreed to put up the old furnace in one of their stores in Notre Dame street. When the apparatus was put in, the furnace No. 6 proved unequal to heating the building, and defendant suggested a No. 7. Plaintiff also agreed to this and to the payment of an extra $63 to cover the cost. Defendants, instead of putting in the No. 7, substituted a 6½, which gave less trouble in the fitting, but failed to give the necessary result. This substitution they concealed from plaintiff and his architect. Plaintiff protested defendants when the tenant protested him. Defendant at first seemed prepared to make the necessary changes, but finally dropped the matter altogether, and plaintiff had to get another contractor to put matters right. This cost $392, and plaintiff brings action for that amount. Defendants plead substantially that they were not obliged to heat the house, that this was a job of repairs, and that they had nothing to do but follow the plans and specifications, which were insufficient.

Mr. Justice Curran's judgment was: - Defendants' pretensions are unfounded. This was no mere job of repairs, it was an undertaking to provide a heating apparatus for the house. Defendants, as skilled mechanics, were presumed to understand their business and to know what size of furnace and what quantity of pipes and number of radiators were necessary. They should have pointed out to the proprietor the insufficiency of the provisions made and that the furnace would not furnish the necessary heat for the quantity of surface to be supplied. Plaintiff was anxious to help them out all he could, but he must not be made to suffer for his leniency and generosity. He supplied a new furnace at considerable cost to himself, was even willing to pay more for a No. 7, which defendants said was unnecessary, but which they failed to supply, endeavoring to tinker up a 6½ to meet the requirements. Plaintiff had to get another contractor, and after the notification given to defendants, he was justified in doing so and making defendants pay. But the charges must be reasonable. The court finds that the new contractor has been exhorbitant in his charges for men and materials, and that he has gone beyond what was required in the heating surface supplied. The parties have submitted to the court a general statement of their respective accounts, involving other matters outside of the hotel heating, and agreeing that one judgment should cover all their difficulties and disputes. The court has arrived at the conclusion that defendants are indebted to plaintiff in the sum of $177.77, for which judgment with costs of action of that class.

COMBINATION PIPE AND MONKEY WRENCH AND PIPE CUTTER.

There is being placed on the market a new combination pipe and monkey wrench and pipe cutter. It is provided with a toggle jaw to make a sure grip and secure instant release. By withdrawing the pin and reversing the toggle jaw the tool is in shape for use as a pipe cutter, which reversal can be made in a few seconds. By throwing the toggle up at right angles with the wrench, the pipe can be lifted out of the V without running the jaw back, which is referred to as a great saving of time. This feature is also applicable to the use on different sizes of pipe, whereby 1 or 2-in. pipe can be handled with little change in the position of the jaws. The tool is furnished in black or bright finish, with long or short nut, and in sizes that will take pipe from ⅛ to 3 inches in diameter. The head and bar of the wrench are alluded to as a one-piece forging, made from the best material, and all parts are interchangeable.

It is claimed that the wrench not only combines the superior qualities of a gas pipe wrench, but also the exquisite combinations of a regular nut wrench and pipe cutter.

"BRILLIANT" ALUMINUM GAS TIPS.

Guest & Co., 86 Church street, have secured the sole Canadian agency for the "Brilliant" aluminum gas tips, manufactured by The Gas Tip and Self Lighter Co. A beautiful and bright gas light is produced from the aluminum gas-tip burner. It is claimed for them that they will last forever. They are warranted not to rust, corrode, clog or smoke. Gregory's governor burner with the aluminum tips, it is claimed, saves from 10 to 50 per cent. on gas bills, and gives a perfect flame. Cotton batting is used under every tip to mix the gas before burning, and can be seen by looking in the under side of the burner. They are sold at 10c. each, or $1 per dozen. It is believed that they completely obviate the difficulty experienced in cracking globes.

BUILDING PERMITS IN OTTAWA.

IN Ottawa seventeen building permits were taken out during the week, as follows: F. H. Webb for a solid brick house on McLeod street, for $2,500; George W. McDonald for a solid brick house on Kent street, for $2,000; Fred. Schroeder for a frame house on Mutchmore street, for $350; George Tomlinson for four vencered dwellings on Elgin street, for $5,000; John McKanney for three brick-vencered dwellings on Gilmore street, for $3,500; Wm. Richards for a solid brick house on Albert street, for $3,500; A. H. Awrey for two semi-detached dwellings on Fourth avenue, for $3,000; H. G. Stanley for addition to store on Elgin street, for $250; Consumers' Electric Co. for a solid brick distributing station on Maria street, for $12,000; Church of England School for a solid brick addition at the corner of McLaren and Kent streets, for $1,200; Wilson Southam for a solid brick dwelling on Stewart street, for $7,000; W. Beardsley for a solid brick addition to dwelling on Wilbrod street, for $175; Joseph Gagnon for an iron-covered dwelling on McGee street, for $900; Alfred Bernard for a frame dwelling on Poplar street, for $400; Robert Kerr, for a frame dwelling on Division street, for $700; Mrs. Violetta Kerr for a frame dwelling on Division street, for $700, and Andrew Kerr, for three brick-veneered dwellings on Maple street, for $5,100.

PLUMBING AND HEATING CONTRACTS.

Guest & Co., Church street, Toronto, have secured the contract for the gas-fitting of Bishop Sweetnam's house on the island. They also have a further contract for additional overhauling and heating of the house of Frank Smith, Bloor street.

GLASS GLASS

Send along your specification now, large or small, for Star Glass, Picture Glass, Double Diamond Glass, 26 and 32-oz. Glass, Ornamental, Rolled, Cathedral, and all kinds of Fancy Glass. A specialty of Chance's beautiful "Vine" Pattern Glass. Large stocks just arriving.

A. RAMSAY & SON **EST'D** **PAINT MAKERS**
MONTREAL **1842** **GLASS IMPORTERS**

Booth Copper Co., Limited

Cuts Copper and Brass

SHEETS—TUBES—RODS

to any size.

FULL STOCK ALWAYS ON HAND.
PROMPT SHIPMENTS.

The BOOTH COPPER CO., Limited

119-123 Queen St. East,
TORONTO.

Extremes Meet

JUL 16 1902 RETURNED

The Fairbanks Standard Scales

This Scale has a capacity of ¼ oz. to 2 lbs.

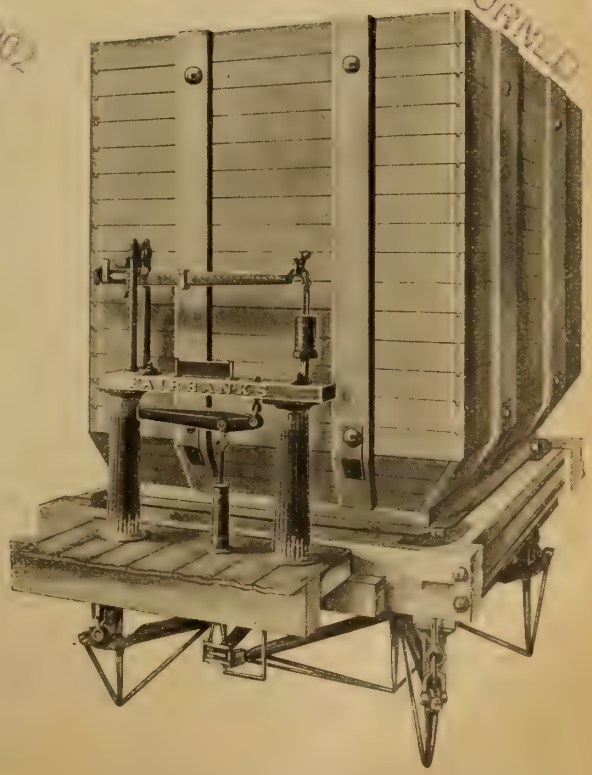
to-day hold the place they have occupied in the Scale market for the past 50 years.

You can't make a mistake in buying a "Standard," **always accurate sensitive and durable.**

Prices gladly quoted. **Write for a Catalogue.**

THE FAIRBANKS COMPANY,

747 and 749 Craig St., **MONTREAL.**
ORMISTON BUILDING, VANCOUVER, B. C.



This Scale Weighs 2,000 Bushels of Wheat.

BUILDING PERMITS IN TORONTO.

UP to the end of June this year the building permits taken out in Toronto amount to $746,879 more than those granted during the same period last year. The permits issued up to June 30, 1902, total $1,901,141, as against $1,154,265 for the same period last year. Included in the permits issued this year are an addition to the new hotel on King street for $225,000, and the new Exhibition Buildings, amounting to $133,500. The building permits for June aggregated $400,176, an increase of $162,100 over June, 1901.

Building permits were granted during the week in Toronto as follows: G. W. Howland for a 2½-storey brick dwelling on Roxborough avenue, for $3,200; Charles Wray for a two-storey and attic brick and stone dwelling on Dovercourt Road, for $2,000; W. and F. Elliott for a pair of two-storey semi-detached brick and roughcast dwellings on Pendrith street, for $1,600; Jno. Smith for a two-storey brick dwelling at 183 Arthur street, for $1,800; Bank of Ontario for a three-storey and basement stone and brick addition on the south-east corner of Yonge and Carlton, for $4,000; Geo. Beardmore for a brick foundation glass greenhouse on Beverley street, corner of St. Patrick, for $600; A. B. Ord for a two-storey and attic brick dwelling on South Drive, for $4,000; R. G. Kennedy for a one-storey brick dwelling, Parkham avenue, for $1,600; O. H. Walker for rebuilding frame and lumber house, 275 Dupont street, for $275; Henry Ward for a two-storey brick residence on Kippendavie avenue, near Queen street, for $2,000; H. Swackhamer for a one-storey roughcast dwelling on Hogarth avenue, for $300; S. F. Aberdeen for a two-storey and attic brick dwelling on Gladstone avenue, for $2,200; J. Wheeler for two pairs of two-storey semi-detached dwellings on Givens street, for $5,600; T. N. Sampson for a three-storey brick store and dwelling on the corner of Dundas and Dufferin streets, for $5,000; Joseph Reading for a 2½-storey brick residence on Rusholme Road, near Bloor street, for $2,500; David R. Carothers for a pair of two-storey brick and roughcast dwellings at 632-634 Gerrard street east, for $1,000; Jno. Morrison for a two-storey brick foundation and roughcast walls dwelling on Crawford street, for $700; L. E. Graham for a two-storey and attic brick dwelling on Delaware avenue, for $2,500; The Polson Iron Works for a two-storey blacksmith shop, covered with galvanized corrugated iron, on Esplanade street, for $3,200; W. G. Smith for a two-storey brick dwelling on Albany ave., for $1,800; Jos. McCausland for a two-storey brick addition on Wood street, for $400; Trustees of the University of Toronto for a three-storey medical school, brick and terra cotta, in Queen's Park, for $125,000.

TO PREVENT GAS PIPES FREEZING.

A simple but effective device for preventing the freezing of gas pipes is described in The Zeitung fur Blechindustrie, consisting merely in the insertion of a wider piece of pipe just where the conduit issues from the ground or wall. For a conduit of a diameter from ⅜ to ½ of an inch a length of from 20 centimeters to 30 centimeters of a pipe 1 inch in diameter suffices. The deposition of the water particles contained in the gas, which on leaving the works have a temperature af about 10 degrees C., naturally takes place just where the gas is subjected to the most abrupt change of temperature, i.e., on its issue from the ground. If the external temperature is sufficiently low, the deposed water immediately congeals and clogs the conduit. As soon as the gas has acquired the temperature of the conduit the deposition of water and congealing cease, and this is said to be the case a short distance beyond the first cooling point. Therefore there should be no congealing beyond the inserted wider pipe, and this piece is wide enough to accommodate a thick ice-crust and to still leave a free passage for the gas. As a matter of fact, the principle of this new method is already employed in street lamps, and with success.

TORONTO PLUMBERS' STRIKE.

Plumbers who are on strike in Toronto are leaving that city daily. Most of them are going across the line. The master plumbers seem to have plenty of work on hand, but their disposition at present is to hold out. The plumbers must accept the same or less wages than they formerly earned before the master plumbers move. The plumbers claim they can earn $3 per day and in some places $3.50 where they will go across the line.

The following official statement was handed out a few days ago: "The plumbers say that in their dispute with their employers they have been unfairly criticized. The employers' only ground for refusing their request has been that they were breaking the agreement made between the parties, and had given no notice of such intention. As a matter of fact, they were given three full months' notice, and positively refused to make the slightest concession. As to breaking the agreement, even legal minds differ, and is it wonderful that we should hold the opinion that in giving three months' notice, we have kept strictly within the agreement in the courses we have taken? Even were it not so, there have been so many violations of the agreement by various members of the Master Plumbers' Association, that our members feel they were quite justified in taking the course they have pursued."

THE VIEW OF THE MASTERS.

In view of the official statement of the plumbers that the agreement entered into by the journeymen and the Master Plumbers, Steam and Gasfitters' Association, of the city of Toronto, on March 19, 1901, permitted of a lapse of the agreement after a three months' notice for its termination by either side, it will be interesting to quote clause 11 of that agreement:

Clause 11—That the time for the enforcement of this agreement takes effect from the 1st day of April, 1901, and to stay in force until the 1st day of January, 1904. And should either party to this agreement wish to change, add, or amend the above, they shall give at least three months' notice in writing prior to the termination of this agreement.

To the journeymen plumbers the last sentence means: "But should either party to this agreement wish to change, add, or amend the above, they shall give at least three months' notice in writing prior to such time as the termination of this agreement shall take effect."

That this is not the intention, the master plumbers, it is believed, rightly contend. The master plumbers claim that the journeymen themselves did not so interpret it at the time when the agreement was made, and when other strikes were on evinced their satisfaction that it was not necessary for them to strike. The master plumbers will adhere rigidly to their determination to stick by the agreement, and any advance must come from the men.

A master plumber was asked by "Hardware and Metal" what were the changed conditions which the men claim justify the course which they have adopted. He replied that the only change in conditions was the scarcity of men to be attributed to the steady employment caused by good times.

Meanwhile the plumbers can carry out the work they have on hand. The plumbing business is, without doubt, dull, as the master plumbers will not book heavy contracts.

INCREASE IN THE DIRECTORATE.

Under the provisions of the Companies' Act, The Dominion Radiator Company, Limited, has given public notice that it has sanctioned a by-law for the purpose of increasing the number of directors of the company from five to seven.

A CONTRACT FOR FIXTURES.

R. H. Lear & Co., 21 Richmond street west, Toronto, have secured the contract for fixtures for lighting the Sydenham street Methodist Church, Kingston, Ont.; also the Anglican church, St. John the Evangelist, at Thorold, and the Bond street Congregational church, Toronto.

CORNWALL WATERWORKS SYSTEM.

The ratepayers of Cornwall, Ont., have recently voted on and carried by-laws to abolish the existing board of water commissioners and have the waterworks managed by the town council, and to raise $11,000 to put in a new hydraulic plant instead of the steam plant now used at the waterworks pump house, and to provide for the raising of $10,000 to cover existing overdrafts and the cost of the proposed extensions to the waterworks.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

WANTED

MANUFACTURER'S AGENT WANTED TO carry samples for the manufacturer of a knife-cleaning machine, new in Canada, but requiring little introduction. Box 94, HARDWARE AND METAL, Toronto. (25-3)

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

JONAS & COLVER CO.
Sheffield, England Limited
STEEL WIRE DRILL RODS, PIANO WIRE, ETC.
WILLIAM ABBOTT, Agent.
13 St. John Street, MONTREAL.

McArthur, Corneille & Co.

MONTREAL

Manufacturers and Importers of . . .

White Lead,
Oils and Colors,
Prepared Paints,
Window Glass,
Varnishes, etc.

Glue and Gelatine

In extensive assortment, to suit all requirements.

WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

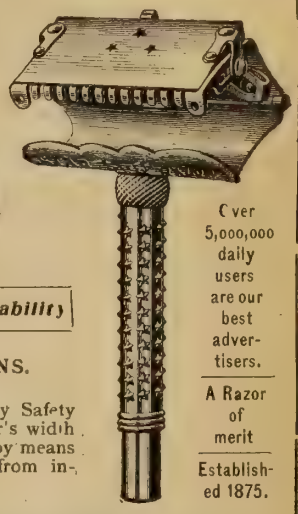
And CELEBRATED
ENGLISH VARNISHES
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

Star Safety Razor.

The original and best Safety.

Shaves Clean Saves Time Never Pulls



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Established 1875.

A Marvel of Simplicity and Durability

BEWARE OF IMITATIONS.

The Three Star Safety is the only Safety Razor that can be adjusted to a hair's width by anybody to suit any face or beard by means of adjusting screws, fully protected from infringers by the U.S. Circuit Court.

For sale by all leading dealers throughout Canada.
Rock bottom prices upon application to

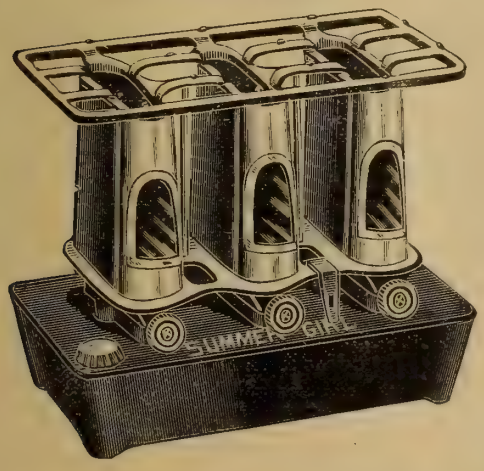
KAMPFE BROS.,

INVENTORS AND MANUFACTURERS,

8 Reade Street - NEW YORK CITY

TWO GOOD LINES FOR THE HOT WEATHER

OIL STOVES.



"LIGHTNING"

Crank — 1, 2, 3, 4, 6, 8, 10, 12, 14 qt.

Fly Wheel — 14 and 20 qt.

Iron Bottom "Summer Girl"

1, 2 and 3 burner.

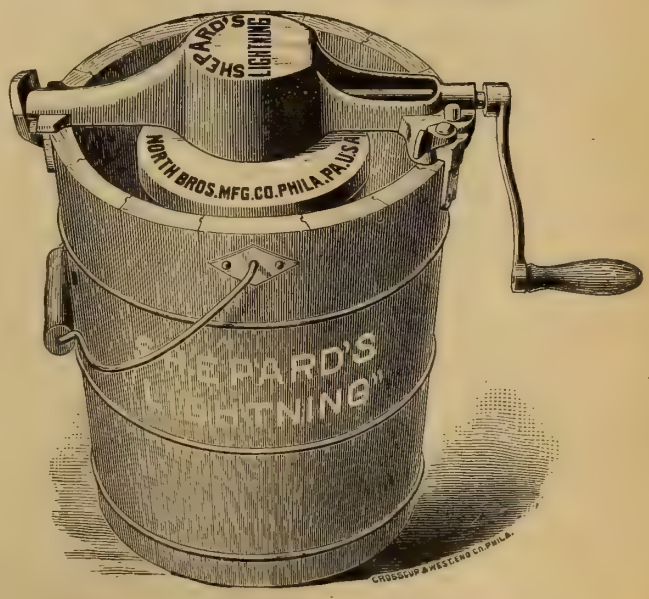
Glass Bottom "German"

1, 2 and 3 burner.

Tin Bottom, "Eagle," 2 and 3 burner.

"Blue Flame Wickless," "Standard"—All Sizes

ICE CREAM FREEZERS.



WE HAVE ON HAND A GOOD STOCK OF THE ABOVE LINES AT RIGHT PRICES.

THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL.

MANITOBA MARKETS.

Winnipeg, June 30, 1902.

BUSINESS is active in every line and collections are reported better by the trade. The only change in price for the week has been the decline of ½c. per lb. on manila twine of all grades.

Paints, oils and glass are all in fair demand. There is no advance in glass, but there may be within the next week owing to the advance on the American market.

Binder twine shipments are going forward with fair regularity, but will not be active until the middle of July.

Extensive preparations are being made for exhibiting implements and machinery in motion at the Industrial Exhibition in July.

The price list for the week is as follows :

Barbed wire, 100 lb.	$3 30
Plain twist	3 40
Staples	3 95
Oiled annealed wire 10	3 85
" 11	3 90
" 12	3 95
" 13	4 10
" 14	4 25
" 15	4 35
Galvanized wire, 6 to 8 gauge	4 00
" 9 "	3 50
" 10 "	4 05
" 11 "	4 20
" 12 "	3 65
" 13 "	3 75
" 14 "	4 45
" 15 "	4 60
" 16 "	4 75
Wire nails, 30 to 60 dy, keg	3 25
" 16 and 20	3 35
" 10	3 35
" 8	3 45
" 6	3 50
" 4	3 65
" 3	3 90
Coil chain, 3-16 inch	10½
" ¼ inch	8¾
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Cut nails, 30 to 60 dy.	3 10
" 20 to 40	3 15
" 10 to 16	3 20
" 8	3 25
" 6	3 30
" 4	3 60
" 3	3 75
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No 1	4 30
No. 2 and larger	4 05
Snow shoes, No. 0 to No. 1	4 55
No. 2 and larger	4 05
Steel, No. 0 to No. 1	4 40
No. 2 and larger	4 35
Bar iron, $2.70 basis.	
Swedish iron, $5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	2 79
18 to 22 gauge	4 75
24 gauge	5 00
26 gauge	5 25
28 gauge	5 50
Genuine Russian, lb	12
Imitation " "	8
Tinned, 24 gauge, 100 lb.	7 75
26 gauge	8 00
28 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	11 00
" IX "	13 00
" IXX "	15 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	6 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	$13 50
" ⅜	14 00
" ¼ and 5-16	14 20
Manila, 7-16 and larger	17 00
" ⅜	17 55
" ¼ and 5-16	18 00
Solder	20
Cotton Rope, all sizes, lb.	17
Axes, chopping	$ 7 50 to 12 00
" double bitts	12 00 to 18 00
Poultry netting, 24 in.	1 35
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	57½ p.c.
Bolts, carriage	50 p.c.
Machine	50 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Bluestone, cask lots	$5 50
Spades and shovels	40 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells :	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 25
Chilled	6 75
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2½ p.c.
" " plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.

PETROLEUM.

Water white American	25½c
Prime white American	24c.
Water white Canadian	22c.
Prime white Canadian	21c.

BINDER TWINE.

Sisal and Standard f.o.b. Winnipeg	$ 12
Manila, 550 feet	13
Manila, 600 feet	13¾
Pure Manila	15½

Five-ton lots ⅛c. less per lb., and car-lots ¼c. less.

SCRAP.

No. 1 cast iron	$13 to $14 per ton
No. 2 "	5 to 6 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 75
Less than barrel lots	80
Linseed oil, raw	87
Boiled	90
Lubricating oils, Eldorado castor	29
Eldorado engine	28½
Atlantic red	29½
Renown engine	41½
Black oil	20
Cylinder oil (according to grade)	55 to 74
Harness oil	65
Neatsfoot oil	90
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, East India	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 50
26 to 40 per 50 ft.	2 75
41 to 50 " 100 ft.	6 00
51 to 60 " " "	6 50
61 to 70 per 100-ft. boxes	7 00
Putty, in bladders, barrel lots per lb.	2½
kegs "	2¾
White lead, pure per cwt.	6 50
No. 1 "	6 00
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1.30 to $1.90

ENTERPRISING

HARD WARE

MEN

know a good thing when they see it!

Here it is :

The Canada Paint Company's

MAGNETIC OIL

for all kinds of Painting, inside and outside. It is guaranteed to dry hard, will mix with all pigments ground in Oil, and is specially adapted for thinning Paint in paste form without using Linseed Oil, Turpentine or Dryers of any kind. It has been tested and is thoroughly safe, has great toughness, and may be depended upon for DURABILITY.

SOLE MAKERS

THE CANADA PAINT COMPANY, Limited,

Note the name "MAGNETIC" and beware of substitutes.

Ample stocks in Montreal and Toronto.

THAT OLD RUSTED STOCK

Why don't you get it together and have it made like new?

WE REPLATE, REPOLISH

all kinds of Metal Goods in Gold, Silver, Copper, Brass and Nickel.

Don't put it off any longer. Get the old stock fixed up for your trade.

WRITE US FOR PRICES.

MOORE & ORR, Electro Platers

81 Adelaide St. W., - - **TORONTO.**

Banner Cold Blast
Banner Junior Brass
Climax Safety Tubular
Little Bobs Brass
} Lanterns

SHELBY INCANDESCENT LAMPS, LAMP BURNERS, ETC.

Manufactured by

The Ontario Lantern Co.

HAMILTON

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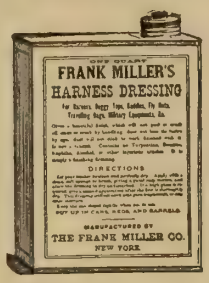
FRANK MILLER'S

HARNESS PREPARATIONS.

FRANK MILLER'S

HARNESS DRESSING



Recognized as **"THE STANDARD."**

Produces a brilliant jet-black gloss which will not peel or smut and to which dirt will not stick.

Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness. Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, thus adding life.

The highest quality of oil on the market.

See that your stock of

Wrapping Papers

is of the kind that will stand hard usage—our kind—papers of these mills.

Full weight.
480 sheets to the ream always.

CANADA PAPER CO., Limited

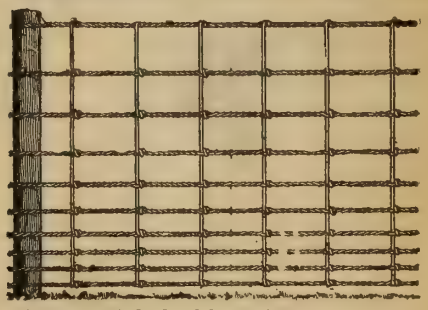
TORONTO and MONTREAL.

The Oshawa Wire Fence Co.

OSHAWA, ONT. Limited

Manufacturers of...

Woven Wire Fencing, Gates, Etc.
Also Dealers in Galvanized Fence Wire.



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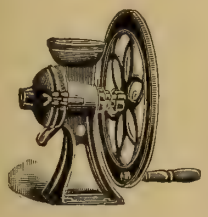
ENTERPRISE

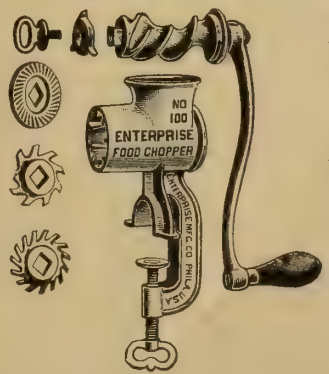
Bone, Shell & Corn Mill



No. 750, $7.50

Meat Juice Extractor

No. 21, $2.50



FOOD CHOPPERS

Four Knives with each Machine

No. 100, *chops 2 lbs. per minute,* **$1.50**
No. 300, *chops 3 lbs. per minute,* **$2.25**

Sell every Day in Year

GUARANTEED TO CHOP RAW MEAT

Illustrated Catalogue FREE *Order through your Jobber*

Cherry Stoners

5 Sizes & Styles

No. 1, $7.50 doz.

Rapid Grinding & Pulverizing Mills

45 Sizes & Styles for Hand & Power, $1.25 to 300.00

No. 2½, $4.75

New York Branch, 10 Warren Street

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch 105 Front Street

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE creditors of R. B. Boddy, grocer and hardware dealer, Cookstown, Ont., have held a meeting.

The estate of the late Standard Electric Co., Toronto, is to be wound up.

Cummins & Co., general merchants, Ferguson, B.C., have assigned to T. C. Elliott.

Simard & Trembly, general merchants, Copper Cliff, Ont., are offering to compromise.

Stiles & Dea, general merchants, Innisfail, N.W.T., are dissolving ; N. W. Stiles continues.

Denis Gauthier, general merchant and sawmiller, St. Felicien, Que., has assigned to V. E. Paradis.

The Lethbridge Cooperative Association, Limited, Lethbridge, N.W.T., has assigned to Geo. H. Johnston.

A consent of the assignment of Achille Gagnon & Co., tanners, electric light, etc., Victoriaville, Que., has been filed ; their creditors meet on July 12.

PARTNERSHIPS FORMED AND DISSOLVED.

Fontaine & Lafrance, tinsmiths, Montreal, have dissolved.

Moffatt & Miznier, lumber manufacturers, Bolton Glen, Que., have dissolved.

D. G. Latta & Co., blacksmiths, Edmonton, N.W.T., have dissolved ; D. G. Latta continues.

Webster Bros., coal and wood merchants, London, Ont., have dissolved ; R. J. Webster continues alone.

J. A. Blakeman, agricultural implement agent, Virden, N.W.T., has admitted H. A. Scarth into partnership.

SALES MADE AND PENDING.

V. Mitchell, blacksmith, Rosser, Man,, is advertising his business for sale.

The business of H. Davis, blacksmith, Kennicott, Ont., is advertised for sale.

A. R. Mills, general merchant, Mono Mills, Ont., is advertising his business for sale.

J. D. Brown, general merchant, Dundalk, Ont., is advertising his business for sale.

The assets of Thomas Ouellet, general merchant, St. Moise Station, Que., are to be sold.

The stock of J. Ploude, general merchant, Riviere au Pierre, Que., has been sold at 50c. on the dollar.

Wm. Wyatt & Son, stove and tinware merchants, London, Ont., are advertising their business for sale.

CHANGES.

Wm. Groves, blacksmith, Beamsville, Ont., is removing to Glencoe.

P. Danserau & Co., carriagemakers, etc., Montreal, have registered.

Ellis Claude, blacksmith, Petitcodiac, N.B., is closing business.

McLeod & Frere, plasterers, St. Cunegonde, Que., have registered.

Gauthier & Gauthier, sawmillers, Deschambault, Que., have registered.

The Continental Engineering and Contracting Co., Montreal, has registered.

Lalond Regis, blacksmith, Cheneville, Que., has removed to L'Annonciation.

Sheppard & Elliott, hardware merchants, Leduc, N.W.T., are succeeded by Clemens & Gaitz.

E. L. Stewart, general merchant, Second Falls, N.B., is succeeded by Miss B. E. Stewart.

Mrs. Delisle has registered proprietoress of Z. Delisle, blacksmith, St. Laurent D'Orleans, Que.

Mrs. David Smith has registered for David Smith & Co., lumber merchants, St. Anne Du Sault, Que.

Mrs. Emile Lariviere has registered for Emile Lariviere & Co., lumber merchants, St. Anne Du Sault, Que.

Edouard St. Amout has ceased doing business under the style of L. O. Demers & Cie, tinware merchants, St. Liboire, Que.

Shaw & Dibblee, hardware merchants and grocers, Hartland, N.B., are succeeded by The Hartland Mercantile Co., Limited.

FIRES.

A. T. Button, sr., general merchant, Uxbridge, Ont., has sustained loss by fire ; insured.

The mill of the Parrsboro' Lumber Co., Notre Dame, N.S., was burned ; the loss is $4.000, and there was no insurance.

LAKE SUPERIOR COPPER OUTPUT.

The Boston News Bureau gives the following figures of the copper production in the Lake Superior district in lb., for the calendar year 1901, together with comparisons with 1900 and 1899 :

	1901.	1900.	1899.
Calumet	74,510,557	77,761,382	89,610,963
Tamarack	18,000 852	19,182,502	18,565,602
Quincy	20,540,720	14,116,551	14,301,432
Osceola	15,723,541	12,566,471	11,358,019
Wolverine	5,360 000	4,789 829	4,500,373
Centennial	950,000	892,500	730,240
Franklin	2,757,419	3,663,7.0	1,230,000
Isle Royale	2,171,955	.....	.....
Atlantic	4,666,889	4,930,149	4,675,832
Baltic	2,641,432	1,735,060	621,336
Bass	950,000	122,239	42,800
Phoenix	93 613	88,206	.....
Adventure	20,361	23,572	.....
Arcadian	800,000	1,350,000	500,000
Arnold	.. ..	856,000	763,911
Miscellaneous	150,000	73,400	50,000
Total	148,286,369	142,151,571	146,950,338

The same paper gives the world's production of copper for a series of years as follows :

Amer. Prod'ct'n,	C'ns'mpt'n.	Exports.	Imports.
1901.. .594,171,200	448,000,000	213,619,840	170,659,977
1900. 60),832,605	347,579,484	352,731,143	103,805,793
1899....581,319,091	391,602,111	249,923,941	94,568,050
1898....535,900,232	274,135,139	239,765,054	43,479,288
1897....501,370,295	274,400,166	283,626,240	26,938,254
European—	Production.		Consumption.
1901	224,539,840		601,600,000
1900	205,121,280		717,814,720
1899	210,844,480		624,715,840
1898	198,517,760		674 269,120
1897	204,409,600		678,227,040

FOUNDRYMEN SETTLE.

The threatened strike among the iron-founders of Montreal was averted on Friday, June 27, by the men accepting a compromise on the wages they asked for. The demand was for $2.50 per day, and they agreed to take $2 40.

Both the Ironmoulders' Union and the Foundrymen's Association were represented at the conference by officials from Canada and the United States ; and some difficulty was reported at the meeting of the moulders to get a majority of the members to agree to the compromise. As it was, the motion passed with a majority of two.

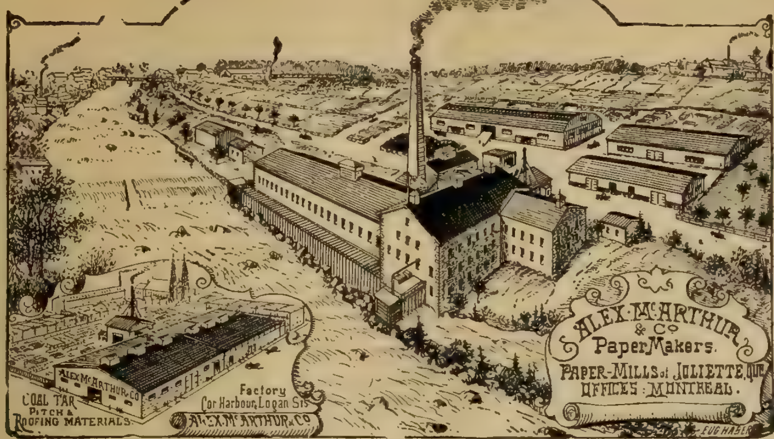
APOLLO BEST BLOOM
GALVANIZED IRON

Whatever advantage belongs to galvanized iron and liberal dealing goes with Apollo.

Costs not a cent, and relieves you of much anxiety.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal



Bell Telephone, - - - Main 208.
Merchants' - - - - 311.
P. O. Box 839.

ALEX. McARTHUR & CO.

—MANUFACTURERS—

2 & 3-Ply Ready Roofing,
Building Papers,
Sheathing and Carpet Felt,
Coal Tar Products.

Hanging and Print Paper,
Brown and Manilla Wrapping.

Paper Mills: Joliette, Que.
Felt Factory: Harbour and Logan Sts., Montreal.
82 McGill Street, Montreal.

QUALITY—THE BEST—no better manufactured.

CURRENT MARKET QUOTATIONS.

July 4, 1902.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits— 56 and 28 lb. ingots, 100 lb.	$32 00	$33 00

TINPLATES.

Charcoal Plates – Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$6 75
I.X. "	....	8 25
I.X.X. "	....	9 75
Famous, equal to Bradley—		
I.C.	....	6 75
I.X.	...	8 25
I.X.X.	....	9 75
Raven and Vulture Grades—		
I.C., usual sizes	....	5 00
I.X. "	....	6 00
I.X.X. "	....	7 00
I.X.X.X. "	....	8 00
D.C., 12½x17	....	4 50
D.X.	....	5 25
D.X.X.	....	6 00

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 12x20	....	4 25
I.C., special sizes, base	....	4 75
20 x 28	....	9 00

Charcoal Plates – Terne.

Dean or J.G. Grade –		
I.C., 20x28, 112 sheets	....	8 50
I.X., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X.X., 14x56, 50 sheet bxs.; " 14x60, "; " 14x65, "	....	0 06½

Tinned Sheets.

72x30 up to 24 gauge	....	8 00
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	1 95	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3 in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth & Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "silver" tool steel	0 12	0 14
" "special"	0 15	0 20
Jonas & Colver's tool steel	0 08	0 15
" "air hardening"	0 50	0 50
Drill steel, per lb	0 08	0 10

BOILER TUBES.

		Per foot.
1½, 1¾ and 4 inch	....	0 10
2½ in	....	0 17½
3 in	....	0 14

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅝ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	....

COPPER WARE,

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	....	3 00
Half-polished	....	3 10
All bright	....	3 75

IRON PIPE.

Black pipe—		Per 100 feet.
⅛ inch	....	2 90
¼ "	....	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	....	7 25
1½ "	....	8 95
2 "	....	12 55
2½ "	....	24 00
3 "	....	28 00
3½ "	....	36 00
4 "	....	43 00
4½ "	....	50 00
5 "	....	57 00
6 "	....	73 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Discount 4 per cent.

Malleable Fittings—Discount 40 p.c.

Cast Iron Fittings—
On all cast iron fitting, including plugs, bushings, unions and nipples, 6 p.c. dis.
All others—discount 60 p.c.

GALVANIZED SHEETS.

	G.C.	Com't.	Amer.	Queen's Head.
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	....	4 05
26 "	4 25	4 00	....	4 25
28 "	4 50	4 25	*4 40	4 50

Less than case lots 10 to 15c. extra.
*29 gauge.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....	....
" ¼ "	7 85	8 10
" 5-16 "	5 25	5 50
" ⅜ "	4 50	4 75
" 7-16 "	4 25	4 50
" ½ "	4 20	4 50
" 9-16 "	4 05	4 50
" ⅝ "	4 00	4 50
" ¾ "	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 p.c.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.		Per 100 lb.
English B.S., ton lots	....	14 00
Lake Superior	....	....
Bars.		
Cut lengths, round, ½ to ⅞ in	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet.		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00
Braziers' (in sheets).		
4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21
Boiler and T.K. Pitts.		
Plain tinned, per lb	....	0 28
Spun, per lb	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per lb	5 50	6 00
Domestic "	....	....

ZINC SHEET,

5-cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD.

Imported Pig, per 100 lb.	3 50	3 75
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Discount, 60 p.c. on medium and extra heavy, and 55 p.c. on light soil pipe and fittings.

SOLDER.

	Per lb.	Per lb.
Bar half-and-half, guarant'd	....	0 20
Bar, half-and-half, commer'l	....	0 19½
Refined	....	0 19
Wiping	....	0 18½

ANTIMONY.

Cookson's, per lb	....	9 50

WHITE LEAD.

	Per 100 lb.
Pure	5 87½
No. 1	5 50
No. 2	5 12½
No. 3	4 75
No. 4	4 37½
Munro's Select Flake White	6 37½
Elephant and Decorators' Pure	6 12½
Brandram's B.B. Genuine	7 00
" " No. 1	6 00

RED LEAD.

Genuine, 560 lb. casks, per cwt.	$4 75
Genuine, 100 lb. kegs, per cwt	5 00
No. 1, 560 lb. casks, per cwt	4 25
No. 1, 100 lb. kegs, per cwt	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 50
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 25
Second qualities, per gallon	...	1 [illegible]
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co's pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Stewart & Wood's Champion pure		1 20

COLORS IN OIL.

25 lb. tins, standard Quality.

Venetian red, per lb	0 04½	0 06
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "	....	0 06
Marine black	....	0 09
Chrome green	....	0 [illegible]
French imperial green	....	0 12
Signwriters' black	....	0 16
Burnt umber	...	0 11
" sienna	....	0 11
Raw umber	....	0 11
" sienna	....	0 11

COLORS, DRY.

Common ochre, bbls	1 20	1 30
Yellow ochre (J.F.L.S.), bbls.	....	2 00
Yellow ochre (La Belle)	1 15	1 25
Brussels ochre	...	2 00
Venetian red (best), bbl	1 75	2 00
English oxides, per cwt	3 00	3 25
American oxides, bbls	1 25	2 00
Canadian oxides, bbls.	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb	....	0 [illegible]
" umber, " "	....	1 10
Raw do	. .	0 09
Drop black, pure	....	0 09
Chrome yellow, pure	....	0 18
Chrome greens, pure per lb	0 09	0 10
Golden ochre	0 04	0 05
Ultramarine blue, in 28-lb. boxes, per lb.	0 06	0 18
Fire proof mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb.	....	0 07
Mortar color, per 100 lb	1 25	1 50
Pure Indian red, No. 45, lb	0 08	0 10
Whiting, bbl	0 55	0 60
English vermilion in 30-lb. bags.		0 95

PARIS GREEN.

		Per lb.
Petroleum, casks	0 16½	0 18
Arsenic kegs	0 17	0 19
50 lb. and 100-lb. drums	0 18½	0 19½
25-lb. drums	0 19	0 20
1-lb. packages	0 20	0 20½
½-lb. do	0 22	0 22½
1-lb. tins	....	....
½ lb. do.	. .	....

F.O.B. Toronto. Terms—3 p.c. off 30 days, or 4 mos. from date of delivery.

BLUESTONE.

Casks, for spraying, per lb.	0 07
100-lb. lots, do per lb	0 08

PUTTY.

Bulk in bbls	1 90
Bulk in less quantity	2 05
Bladders in bbls.	2 25
Bladders in kegs, boxes or loose	2 40
Bladders in 25-lb. tins	2 35
Bladders in 12½ lb. tins	2 65
Bladders in bulk or tins less than 100 lb	2 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	....	1 25
" No. 1	....	1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine, brown japan	1 25	1 30
" black japan	0 85	1 20
" " No. 1	0 50	0 75
Elastilite varnish, 1 gal. can, each,		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels: Size 1, $1.20; size 2, 70c.; size 3, 40c. each.

Sherwin-Williams' copal varnish, assorted case, from ½-pts. to 1 gal. $1.50.

CASTOR OIL.

East India, in cases, per lb.	0 09½	0 10
" small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 20
" Neatsfoot	....	0 90

GLUE

Common	0 08½	0 09
French medal	0 14	0 14½
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 22	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	....	0 18

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY { Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, Montreal.

HARDWARE.

Ammunition.

Cartridges.

B. B Caps Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 40 p. c., Amer
Rim Fire Cartridges, Dom., 5 (and 5 p. c
Central Fire Pistol and Rifle 10 p.c. Amer.
Central Fire Cartridges, pistol sizes Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.
Central Fire, Military and Sporting, Amer. add 5 p.c. to list. B.B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p.c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads	per lb
Best thick white felt wadding, in ¾-lb bags	1 00
Best thick brown or grey felt wads, in ½-lb. bags	70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads in boxes of 1,000 each, 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Adzes.

Discount, 20 per cent.

Anvils.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, " " "	0 11¼

Augers.

Gilmour's discount 65 and 5 p.c. off list.

Axes.

Chopping Axes		
Single bit, per doz	5 50	10 00
Double bit, "	11 00	18 00
Bench Axes, 40 p.c.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 00	10 00

Axle Grease.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

Bath Tubs.

Zinc	6 00

Copper, discount 15 p.c. off revised list

Baths.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
" " " 2nd "	20 00

Anti-Friction Metal.

"Tandem" A per lb.	0 27
" B "	0 21
" C "	0 11½
Magnolia Anti-Friction Metal, per lb	0 25
Frictionless metal, per lb	0 23
SYRACUSE SMELTING WORKS.	
Aluminum, genuine	0 41
Dynamo	0 27
Special	0 22
Aluminum, 99 p.c. pure "Syracuse"	0 45

Bells.

Hand

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro', discount 45 per cent

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 40 per cent.

Belting.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 p.c.

Bits.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen. net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind and Bed Staples.

All sizes, per lb	0 07¾	0 12

Bolts and Nuts.

	Per cent.
Carriage Bolts, common ($1 list)	55
" " full square ($2.40 list)	55
" " Norway iron ($3 list)	50
Machine Bolts, all sizes	50 and 5
Plough Bolts	50 and 5
Blank Bolts	50 and 5
Bolt Ends	50 and 5
Sleigh Shoe Bolts	65 and 5
Coach Screws, cone point	66⅔

Nuts, square, all sizes, 3½c per lb off.
Nuts, hexagon, all sizes, 3¾c. per lb. off.
Stove rods, per lb. 5½ to 6c.
Nuts, in 50 lb. lots ¼c. per lb. extra, in less than 50 lb. lots, ½c extra.

Boot Calks.

Small and medium, ball, per M	4 25
Small heel, per M	4 50

Bright Wire Goods.

Discount 62½ per cent

Broilers.

Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
Henis, No. 9, "		7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

German, per doz	6 00	11 00
American, per doz	12 00	20 00

Butcher Knives.

Bailey's, per doz.	0 60	6 30

Building Paper, Etc.

Tarred felt, per 100 lb	1 70
Ready roofing, 2-ply, not under 45 lb. per rol	85
Ready roofing, 3-ply, not under 65 lb. per roll	1 10
Carpet felt, per ton	45 00
Dry sheathing, per roll, 400 sq. ft	35
Tar sheathing, " " "	45
Dry fibre " " "	50
Tarred fibre, " " "	60
O.K. & I.X.L., " " "	65
Resin-sized, " " "	40
Oiled sheathing, " 600 "	1 10
" " " 400 "	70
Roof coating, in barrels, per gal	17
" " small packages	25
Refined tar, per barrel	4 50
Coal tar, "	4 00
Coal tar, less than barrels, per gal	15
Roofing pitch, per 100 lb	85

Bull Rings.

Copper, $2.00 for 2½ in. and $1.90 for 2 in.

Butts.

Wrought Brass net revised list.

Cast Iron.

Loose Pin, dis., 60 per cent.

Wrought Steel

Fast Joint, dis. 65, 10 and 2½ per cent.
Loose Pin, dis. 65, 10 and 2½ per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Carpet Stretchers.

American, per doz	1 00	1 50
Bullard's, per doz	....	6 50

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian Portland	1 90	2 75
English "	3 00	3 15
Belgian "	2 50	2 75
Canadian hydraulic	1 25	1 50
Arrow	....	2 25
Buffalo	....	2 00

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. S. & W. Extra 60, 10 and 5 p.c.

Churns.

Revolving Churns, metal frames—No. 0, $8—No. 1, $8.50—No. 2, $9.00—No. 3, $10.00—No. 4, $12.00—No. 5, $16.00 each. Ditto, wood frames—20c. each less than above. Discounts: Delivered from factories, 56 p.c.; from stock in Montreal, 54 p.c. Terms, 4 months or 3 p.c. cash in 30 days

Clips.

Axle dis. 65 per cent.

Closets.

	Net.
Plain York or Ontario Syphon Jet.	$9 60
Emb. York or Ontario Syphon Jet.	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. Elgin or Teu. Syphon Washout	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
" " " " emb.	10 20
Plain Richelieu	4 00
Emb. Richelieu	4 25
Connections	1 25
Low Down Ont. Sy. Jet, plain	11 70
" " " " " emb'd.	12 30
Closet connection	1 25
Basins P.O., 14 in	0 70
" oval 17 x 14 in	1 50
" " 19 x 15 in	2 25

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Conductor Pipe.

Plain or Corrugated.

2-inch, per 100 feet	3 00
3 " " "	4 00
4 " " "	5 25
5 " " "	6 75
6 " " "	9 00

Cradles, Grain.

Canadian, dis. 25 to 33⅓ per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair	.17½
" " 5, "	.22½
" 6, "	.15
Boynto pattern "	.20

Door Springs.

Torrey's Rod, per doz (15 p.c.		2 00
Coil, per doz	0 88	1 60
English, per doz.	2 00	4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.

Hand and Breast

Millar's Falls, per doz. net list.

DRILL BITS.

Morse, dis., 37½ to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.

EAVE TROUGH.

10-inch, per 100 ft	$3 10

ELBOWS. (Stovepipe.)

	per doz.
5 and 6-inch, common	1 20
7-inch	1 35

Polished, 15c. per doz. extra.

ESCUTCHEONS.

Discount, 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent.
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "
Black Diamond, 60 and 10 to 60, 10	p.c.

Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co's "Simplicity" file handle per gross 85c. to 1.50.

GLASS—Window—Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 20	4 25	....	6 25
26 to 40	2 40	4 65	....	6 75
41 to 50	....	5 10	....	7 50
51 to 60	....	5 35	....	8 50
61 to 70	....	5 75	....	9 75
71 to 80	....	6 25	....	11 00
81 to 85	....	7 00	....	12 55
86 to 90	....	7 75	..	15 00
91 to 95	..	....	...	17 50
96 to 100	.. .	....	....	20 50

GAUGES

Marking, Mortise, Etc.

Stanley's dis. 50 to 55 per cent.

Wire Gauges.

Winn's Nos. 26 to 33, each	1 65	2 40

HALTERS.

Rope, ⅜ per gross	....	....
" ½ "	....	9 00
" ⅝ to ¾	....	14 00
Leather, 1 in., per doz	3 87½	4 00
" 1¼ in., "	5 15	5 20
Web, — per doz	1 87	2 45

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent Can. dis. 25 to 27½ per cent.

Tack.

Magnetic per doz	1 10	1 20

Sledge.

Canadian per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz. net	1 50	3 00
Store door, per doz	1 00	1 50

Fork.

C. & B., dis. 40 per cent. rev list.

Hoe.

C. & B., dis. 40 per cent. rev. ist.

Saw.

American, per doz	1 00	1 25

Plane.

merican, per gross	3 15	3 75

Hammer and Hatchet.

anadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair	13½

HANGERS.

		doz. pairs.
Steel barn door	5 85	6 00
Stearns, 4 inch	....	5 00
" 5 inch	....	6 50
Lane's covered—		
No. 11, 5-ft. run	....	8 40
No. 11½, 10-ft. run	....	10 80
No. 12, 10-ft. run	....	12 60
No. 14, 15-ft. run	....	21 00
Lane's O.N.T. track, per foot.	....	4½

HARVEST TOOLS

Discount, 60 per cent.

HATCHETS

Canadian, dis 40 to 42½ per cent.

Wire-Edged Ready Roofing

The above Roofing is fast becoming the popular substitute for Shingles, because it is **Durable, Economical** and **Fire-proof.** We wish to supply customers through the Retail Hardware Merchants, and, with that object in view, we are spending thousands of dollars in advertising our goods. It will be your fault, not ours, if we are forced to sell direct to the user.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent.	
Heavy T and strap, 4-in., per lb	0 06½
" " 5-in., "	0 06¼
" " 6-in., "	0 06
" " 8-in., "	0 05¾
" " 10-in., "	0 05½
Light T and strap, dis. 65 and 5 per cent.	
Screw hook and hinge—	
6 to 10 in., per 100 lbs	4 50
12 in. up, per 100 lbs	3 25
	Per gro. pairs
Spring	12 00

HOES.

Garden, Mortar, etc., dis. 60 p.c.	
Planter, per doz	4 00 4 50

HOLLOW WARE

Discount, 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 47½ per cent.

Wire.

Hat and Coat, discount 45 per cent.
Belt, per 1,000 ..... 0 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.

"C" brand 50 and 7½p.c.off new list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk, 60 per cent.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1. and smaller.
Light, medium and heavy	3 50	3 75
Snow shoes	3 75	4 00
Steel Shoes.		
Light	3 60	3 85
Featherweight (all sizes)	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.

Toe weight steel shoes	6 70

JAPANNED WARE.

Discount, 45 and 5 p.c. off list, June 1899.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.		
Copper, per lb	30	0 50
American, 60 and 10 to 65 and 5 p.c.		

KEYS.

Lock, Can., dis., 45 p.c.
Cabinet, trunk, and padlock, Am. per gross 60

KNOBS.

Door, japanned and N.P., per doz	1 50	2 50
Bronze, Berlin, per doz	2 75	3 25
Bronze Genuine, per doz	6 00	9 00
Shutter, porcelain, F. & L screw, per gross	1 30	4 00
White door knobs—per doz.	95	1 00

HAY KNIVES.

Discount, 60 per cent.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Gold Blast, per doz	7 00
No. 3 "Wright's"	8 50
Ordinary, with O burner	4 00
Dashboard, cold blast	9 00
No. 0	5 75

Japanning, 50c. per doz. extra

LEMON SQUEEZERS.

Porcelain lined, per doz.	2 20	5 60
Galvanized	1 87	3 85
King, wood	2 75	2 90
King, glass	4 00	4 50
All glass	1 20	1 30

LINES.

Fish per gross	1 05	2 50
Chalk "	1 90	7 40

LOCKS

Canadian, dis 40 p.c.
Russel & Erwin per doz. 3 00 3 25
Cabinet.
agle, dis. 30 p.c.

Padlocks.

English and Am. per doz	50	6 00
Scandinavian, "	1 00	2 40
Eagle, dis. 20 to 25 p.c.		

MACHINE SCREWS. Iron and Brass.

Flat head discount 25 p.c.
Round Head discount 20 p.c.

MALLETS.

Tinsmiths' per doz	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz	3 85	5 00
Caulking each	60	2 00

MATTOCKS.

Canadian, per doz	5 50	6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.
German, 15 per cent.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Quotations are:	Cut.	Wire.
2 d and 3d	$3 45	$3 55
3 d	3 10	3 22
4 and 5d	2 83	3 05
6 and 7d	2 75	2 90
8 and 9d	2 60	2 70
10 and 12d	2 55	2 65
16 and 20d	2 50	2 60
30, 40, 50 and 60d. (base)	2 45	2 55

Wire nails in carlots are $2.50
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 75 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.

NAIL PULLERS.

German and American	1 85	3 50

NAIL SETS.

Square, round, and octagon per gross	3 38	4 00
Diamond	12 00	15 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 50 and 5 to 50 and 10 p.c.
2-in. Mesh, 18 w.g. and heavier, 50 p.c.

OAKUM.

	Per 100 lb
Navy	6 00
U.S. Navy	7 25

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal. per doz	10 00
Zinc and tin, dis. 50, 50 and 10	
Copper, per doz	1 25 3 50
Brass, "	1 50 3 50
Malleable, dis. 25 per cent.	

GALVANIZED PAILS.

Dufferin pattern pails, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
6, 10 and 14-qt. flaring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.

Per doz	6 00	9 00

PICTURE NAILS.

Porcelain head, per gross	1 75	3 00
Brass head "	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 p.c.

PINE TAR.

½ pint in tins, per gross	7 80
1 " "	9 60

PLANES.

Wood, bench, Canadian dis. 40 per cent. American dis. 50.
Wood, fancy Canadian or American 7½ to 40 per cent.

PLANE IRONS.

English per doz	2 00	5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37½ 40 p.c.

Button's Imitation, per doz	5 00	9 00
German, per doz	0 60	2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 p.c.
"J.M.T." Cushion work, dis. 50 p.c.
Fuller work, dis. 65 p.c.
6 doz. lots and over of the above extra dis. 10 p.c.

Lever Handle Stops and Waste, discount 60 p.c. With, in lots of 2 doz. and over, an extra dis. of 10 p.c.
"J.M.T." Globe, Angle and Check Valves, dis. 55 p.c.
Standard Globe, Angle and Check Valves, dis. 65 p.c.
"J.M.T." Radiator Valves, dis. 55 p.c.
Standard " " dis., 65 p.c.
Patent Quick Opening Valves, dis. 70 p.c.

No. 1 compression bath cock, net	2 00
No. 4 " " "	2 00
No. 7, Fuller's	2 20
No. 4½, "	2 35
Patent Compression Cushion, basin cock, hot and cold, per doz	15 00
Patent Compression Cushion, bath cock No. 2208	2 25

Square head brass cocks, 60 p.c.
" " iron " 60 p.c.
Competition Globe, Angle and Check Valves discount 70 p.c.
Competition Quick Opening Radiator Valves, discount, 70 p.c.

PRESSED SPIKES.

Discount 2½ per cent.

PULLEYS.

Hothouse, per doz	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS.

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES.

Saddlers', per doz	1 00	1 85
Conductors's "	9 00	15 00
Tinners', solid, per set	0 00	0 72
" hollow per inch	0 00	1 00

RANGE BOILERS.

	Net.
Dominion, 30 gal.	5 75
Dominion, 35 "	6 75
40 "	7 75
Ronald's Galvanized, 30 gallons	6 50
" " 35 "	7 50
" " 40 "	8 50
Copper, 30 gallons	20 00
" 35 "	23 20
" 40 "	26 40

RAKES.

Wood, per doz. net	110

RAZORS.

	per doz.
Elliot's	4 00 18 00
Geo. Butler & Co.'s	4 00 18 00
Boker's	7 50 11 00
" King Cutter	12 50 50 00
Wade & Butcher's	3 60 10 00
Theile & Quack's	7 00 12 00
Bailey's	6 00 12 00
Carbo Magnetic Razor	15 00
Griffon Barbers' Favorite	10 75
Griffon No. 65	13 0
Griffon Safety Razors	1 50
" Stropping Machines	13 50

All other razors 50 p.c. off catalogue price.

REGISTERS.

Discount	40 per cent

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c. per lb.
Copper Rivets with usual proportion burrs, 45 p.c. dis. cartons, 1c. per lb. extra, net.
Copper Burrs only, 30 and 0 p.c.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE, ETC.

Sisal	12½
Pure Manilla	15
"British" Manilla	13
Cotton, 3-16 inch and larger	16
" 5-32 inch	21
" ⅛ inch	22
Russia Deep Sea	15
Jute	8
Lath Yarn	11

Sisal bed cord, 48 ft. per doz.	65
" " 60 ft. "	80
" " 72 ft. "	95

RULES.

Boxwood, dis. 55 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS. per set.

Mrs. Potts, No. 55, polished	70
" No. 50, nickle-plated	75

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.
B & A. sand, 40 and 5 per cent.
Emery, 40 per cent.
Garnet (Rurton's), 5 to 10 p.c. advance on list

SAP SPOUTS.

Bronzed iron with hooks, per doz.	9 50

SAWS.

Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.

Crosscut, Disston's, per ft.	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3

Hack, complete, each	0 75	2 75
" frame only		0 75

SASH WEIGHTS.

Sectional, per 100 lbs	2 25	2 50
Solid, "	1 75	2 00

SASH CORD.

Per lb	0 23	0 30

SAW SETS.

Lincoln and Whiting, per doz.	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25
X-cut Sets, No. 3 Woodyatt (Morrill)	9 50

SCALES.

Burrow, Stewart & Milne—
Imperial Standard, 45 per cent.
Weigh Beams, 35 per cent.
Champion Scales, 55 per cen
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.
Warren's new Standard 45 p.c.
" " Champion 55 p.c.

SCREW DRIVERS.

Sargent's per doz	0 65	1 00

SCREWS.

Wood, F.H., bright and steel, 87½ and 10 p.c.
Wood R. H., " dis. 82½ and 10 p.c.
" F. H., brass dis. 80 and 10 p.c.
Wood, R. H., " dis. 75 and 10 p.c.
" F.H., bronze, dis. 75 p.c.
" R.H. " 70 p.c.
Drive Screws, 87½ and 10 per cent.

Bench, wood, per doz.	3 25 4 00
" iron, "	4 25 5 00

Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.

Per doz., net	5 00	8 00

SCYTHE SNATHS.

Canadian, dis. 45 p.c.

SHEARS.

Bailey Cutlery Co., full nickeled, dis. 60 and 2½ p.c.
Bailey Cutlery Japan handles, 67½ p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.

SINKS.

Steel and galvanized, discount 45 per cent

SNAPS.

Harness, German, dis. 25 p.c.

Lock, Andrews'	4 50	11 50

SOLDERING IRONS.

1, 1½ lb., per lb	0 37
2 lb. or over, per lb	0 34

SQUARES.

Iron, No. 493, per doz	2 40	2 55
" Mo. 494, "	3 25	3 40

Steel, dis. 60, 10 and 5 p.c.
Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.

Plain, dis., 75 and 12½ p.c. off revised list.
Retinned, dis., 75 p.c. off revised list.

STAPLES.

Galvanized	3 25	3 5
Plain	2 90	3 15

Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

WINDOW GLASS —TO IMPORT.

Prompt Deliveries

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BEST GLASS of all kinds, our own manufacture. **Closest Prices.**

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

STOCKS AND DIES.

American dis. 25 p.c.

STONE.	Per lb.	
Washita	0 28	0 60
Hindostan	0 06	0 07
" slip,	0 09	0 09
Labrador	....	0 13
" Axe	....	0 15
Turkey	....	0 50
Arkansas	0 00	1 50
Water-of-Ayr	0 00	0 10
Scythe, per gross	3 50	5 00
Grind, 2 in, 40 to 200 lb, per ton	....	25 00
" under 40 lb. "	....	28 00
Grind. under 2 in. thick "	....	29 00

STOVE PIPES.

5 and 6 inch Per 100 lengths	....	7 00
7 inch " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4—3 dozen in case, net cash	$4 80
No. 6—3 dozen in case, "	8 40

TACKS, BRADS, ETC.

Cheese-box tacks, blued	80 & 12½
Trunk tacks, black and tinned	85
Carpet tacks, blued	80 & 15
" " tinned	80 & 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 & 10
In dozens	75
Swedes, upholsterers', bulk	85, 12½ & 12½
" brush, blued & tinned, bulk	70
" gimp, blued, tinned and japanned	75 & 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	5 1½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
Lining tacks, in bulk	15
" solid heads, in bulk	75
Saddle nails in papers	10
" in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	25
Zinc glazier's points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Shoe nails	60
Clinch and duck rivets	45

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel, each	0 80	8 00

TINNERS' SNIPS.

Bailey's, dis. 25 p.c.

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.

Disston's discount 10 per cent.

German, per doz	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian, per lb	....	0 27
Wrapping, cotton, 3-ply	....	0 19
" 4-ply	....	0 23
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12¾
Pipe Vise, Hinge, No. 1	....	3 50
" " No. 2	....	5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

WIRE.

SMOOTH STEEL WIRE.

No. 0-9 gauge		$2 60
10 "		6c. extra.
11 "		12c. "
12 "		20c. "
13 "		30c. "
14 "		40c. "
15 "		55c. "
16 "		70c. "

Add 60c. for coppering and $2 for tinning

Extras net per 100 lb. — Oiled wire 10c.; spring wire $1.25, special hay baling wire 30c.; best steel wire 75c., bright soft drawn 15c.; charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, dis. 22½ per cent List of extras : In 100-lb. lots : No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, 7.65—No. 24, $8—No. 25, $9—No. 26 $9.50—No. 27, $10—No. 28, $11 No. 29. $12—No. 30, $13—No. 31, $14—No. 32 $15, No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31 $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ½-lb. hanks, 75c.—in ¼-lb. hanks, $1—packed in casks or cases, 15c.—bagging or papering, 10c

Brass wire, 50 to 50 and 2½ per cent. off the list.
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.
Galvanized Wire, per 100 lb.—Nos. 6,7,8, $3.50 to $3.85—No. 9, $2.85 to $3.15—No. 10, $3.60 to $3.95—No. 11, $3.70 to $4.10—No. 12, $3 to $3.30—No. 13, $3.10 to $3.40—No. 14, $4.10 to $4.50—No. 15, $4.60 to $5.05—No. 16, $4.85 to $5.35. Base sizes, Nos. 6 to 9 $2.52½ f.o.b. Cleveland.
Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70, No. 19, $2.35; No 20, $2.30, f.o.b. Hamilton, Toronto Montreal

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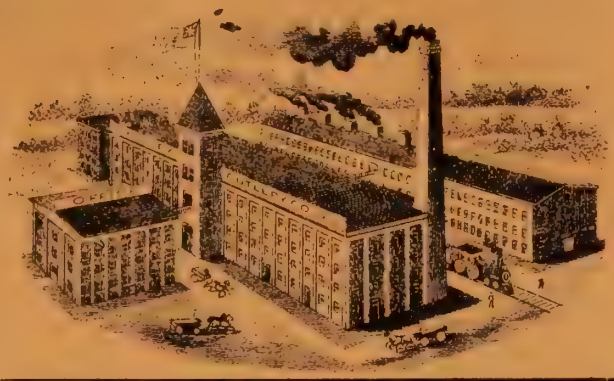

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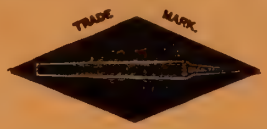

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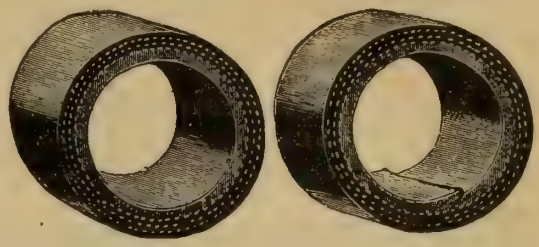

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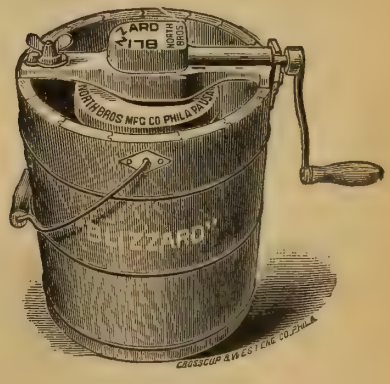

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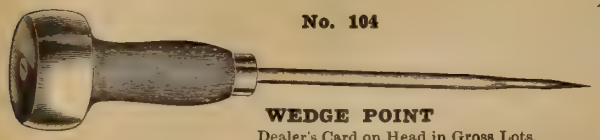

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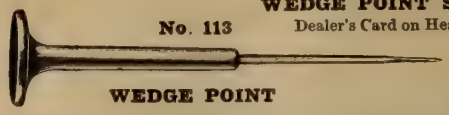

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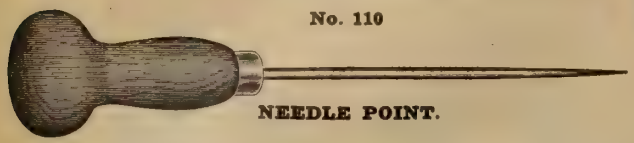

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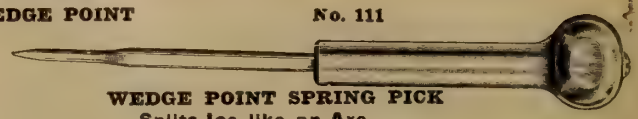

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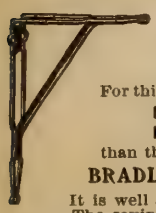

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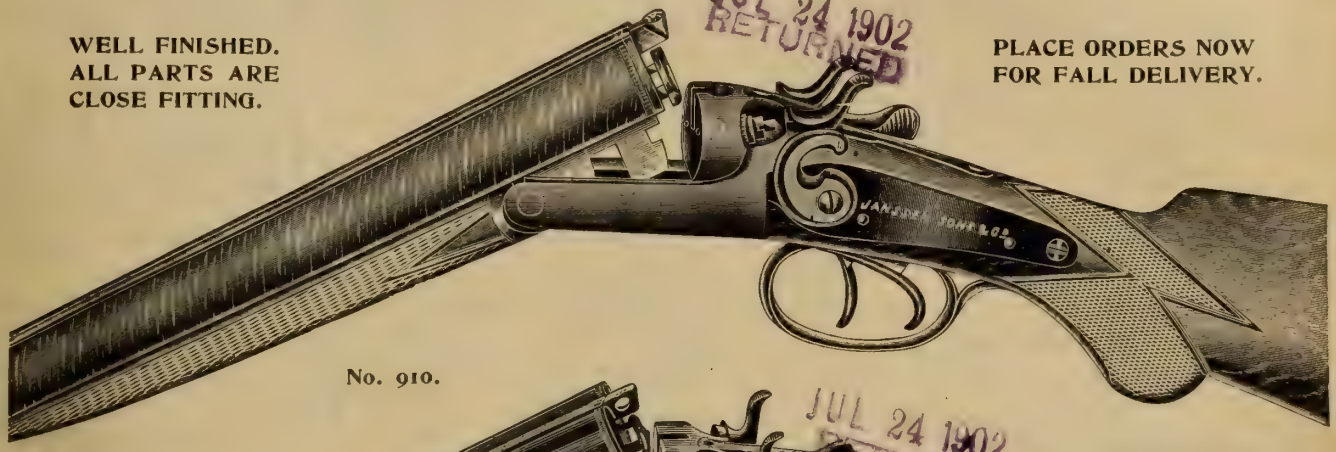

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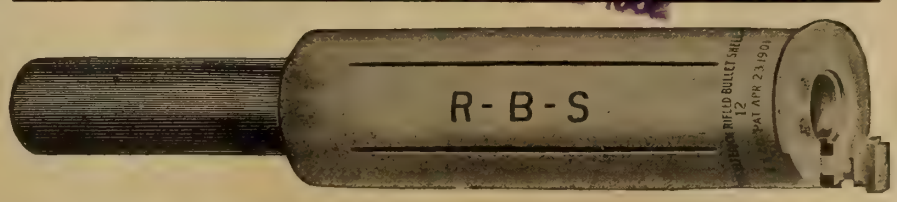

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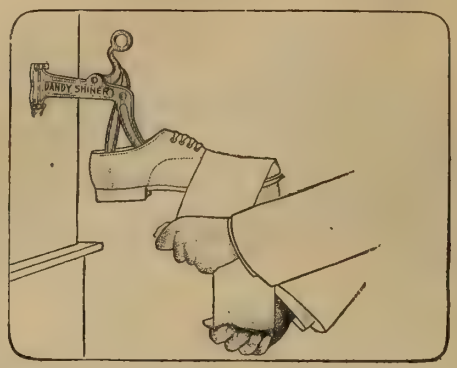

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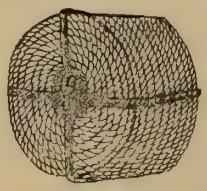

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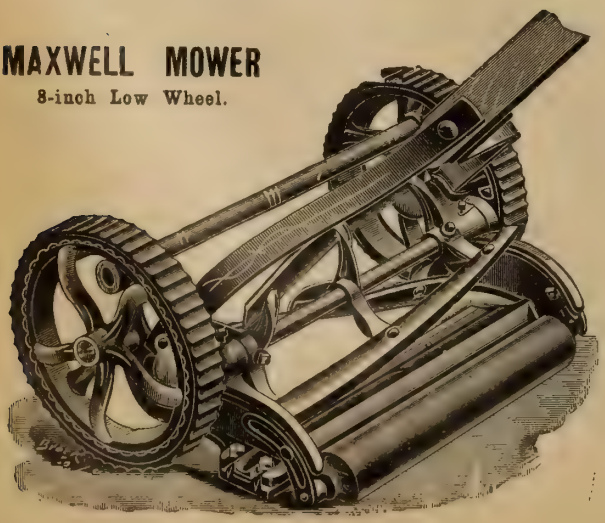
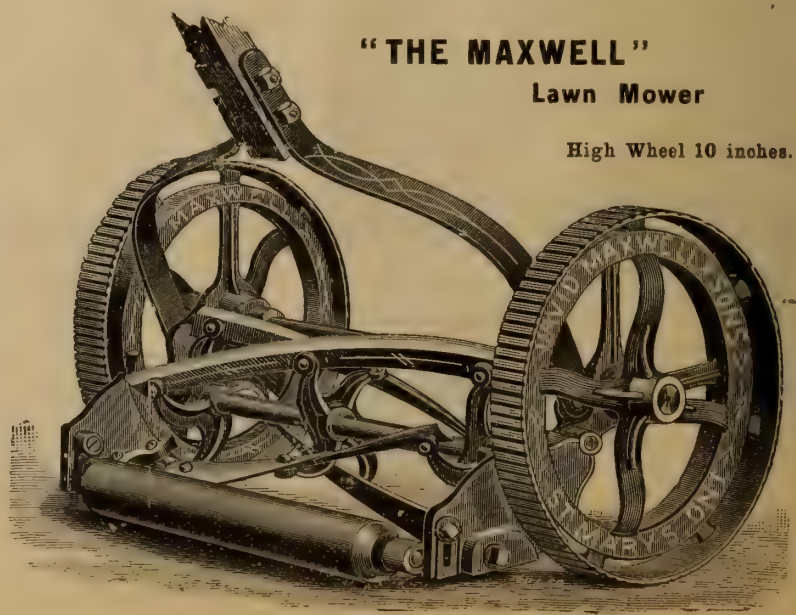


"THE MAXWELL"

Lawn Mower

High Wheel 10 inches.



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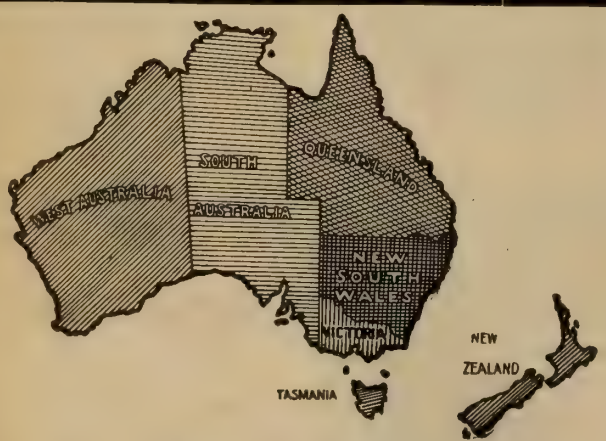

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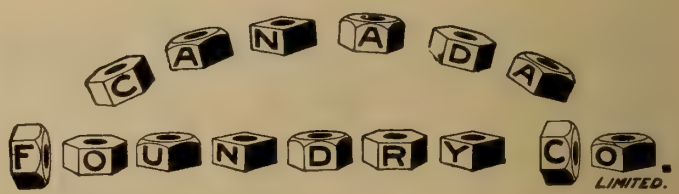

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... MANUFACTURERS OF ...

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HARDWARE AND METAL

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WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

BUNGLING ALDERMEN.

HARDWARE AND METAL has time and again pointed out the necessity of electing business men to the different municipal councils throughout the country, as well as to the Provincial and Dominion Parliaments.

The necessity of such business men is again being evidenced in Toronto at the present time. Six months ago the ratepayers of that city voted a large sum of money for the erection of new buildings for the Industrial Exhibition. Since then the matter has been dilly-dallied with. The contract for the ironwork for the main building was not signed until well into May, and now The Canada Foundry Company, who secured the tender, has notified the city authorities that they cannot complete the work in time.

This is just what might have been expected after the unnecessary delay of four months, especially in view of the well-known scarcity of pig iron, which has handicapped every user of that material in this country, as well as in the United States for some time.

To have deferred signing the contract until well into May, while the buildings were to be ready for the Exhibition, which opens in the latter part of August, was simply absurd. If the matter had been left in the hands of half a dozen business men, it is altogether likely that the contract would have been signed months before it was, and the work would have been by this time nearly completed.

Time and time again we have have been taught at heavy cost lessons regarding the folly of sending undesirable men to represent us in municipal and parliamentary bodies, but still we keep along in much about the same old rut, and the result is the natural bungling, which is only to be expected. Grapes cannot be gathered from thistles.

A physical culture teacher says the proper way to go up stairs is to hold the head erect and expand the chest. Most of us still believe that the proper way is to go up by the elevator.

STEEL IS RATHER EASIER.

A RATHER easier tone has developed in the steel market during the last week or two. This is particularly true in regard to bars and in the lighter gauges of steel sheets. This weakness does not appear to have affected the other lines of steel, and it is expected that when the midsummer quietude is over there will be a reaction in favor of firmer prices. This, in view of the strong situation in pig iron, is a natural consequence. Another factor which will tend to bring about firmer prices is the fact that a number of the steel mills are closing down for the usual midsummer repairs, and for the purpose of giving the employes holidays. The American Sheet Co. alone has closed down over 100 of its mills.

As an indication of the strong position of the pig iron market in the United States, it is only necessary to note that, although the production in June was about 200,000 tons greater than in January last, the demand still exceeds the supply. Besides this there is to be taken into consideration the coal strike, which naturally increases the scarcity of fuel. The shortage of coke, for example, last week was even more pronounced than it has been for some time.

Compared with the average price of last year the United States No. 1 foundry pig iron is at present over $6.50 per ton higher and steel billets approximately $9 per ton higher.

In Canada the situation remains much the same as it has been for some weeks past, particularly in regard to pig iron, which is still scarce and in good demand.

WANT GRAIN AND LUMBER ON THE FREE LIST.

RECIPROCITY with Canadais a question that is likely to receive some attention at the next session of the United States Congress. At any rate, the Minnesota delegation in the House of Representatives seem bent on seeing that it does receive attention. It was intimated a few days prior to the adjournment of the House that a Bill would be introduced in favor of reciprocity and putting Canadian lumber, wood pulp and grain on the free list. It was, however, finally deemed advisable to leave the question in abeyance until next session, as it was felt that no good would be done to the cause by any such formal action at present. In the meanwhile, it is proposed to prepare plans and inaugurate a vigorous campaign next season in favor of reciprocity with Canada. In order to overcome the difficulties and delay entailed in an ordinary reciprocity treaty, the proposal appears to be to call upon the Joint High Commission to look into the question and recommend some satisfactory arrangement.

Hitherto the centre of the movement for reciprocity with Canada has been in the New England States with the business interests in New York a strong supporter of the idea. It is, therefore, significant to see the movement obtaining such headway in the Northwest. The motive, however, is not the same in the west as it is in the east. The advocates of reciprocity in the west want Canadian lumber, wood pulp and grain, the last named for grinding into flour in the mills at Minneapolis. They are not much concerned about the question of protection to the manufacturing industries of the country. The manufacturers in the east, however, are very much interested in this particular. They want protection and want it just as high as ever, but they want the Canadian market as well. They are extremely generous in regard to the shadow, but the substance they grapple to their breast with zealous hands.

Even in the west, where the reciprocity idea is said by the Washington correspondent of The Journal of Commerce, New York, to be growing, the farmers are likely to set their faces against the proposal to admit Canadian lumber and grain at lower rates of duty.

Canada's export of wheat to the United States last year was only 53,186 bushels. Of grain of all kinds, except beans, the quantity was only 463,233 bushels, while the total to all countries was 25,282,512 bushels, of which 9,738,758 bushels were wheat.

Taking lumber and manufactures thereof the value of the exports to the United States in 1901 was $13,176,717, which was about $3,000,000 less than five years before. The total value of our exports to all countries last year was about $33,000,000, and our best customer is Great Britain, which in 1901 took $17,301,960 worth, an increase during the five years of almost the same amount as the decrease during that period on United States account.

At present the United States Customs duties on grain, pulp and lumber are as follows: Barley, 30c. per bushel; buckwheat, 15c. per bushel; oats, 15c. per bushel; rye, 10c. per bushel; wheat, 25c. per bushel; mechanically ground wood pulp, one-twelfth of one cent per lb.; chemical wood pulp, unbleached, one-sixth of one cent per lb.; ditto, bleached, one-fourth of one cent per lb.; sawed boards, planks, deals, etc., $1 to $2 per 1,000 feet.

With a material reduction in the United States duty on those articles our exports to that country would undoubtedly increase. But we see nothing to anticipate in the near future any such reduction. No matter how earnest the Minnesota delegation in the House of Representatives may be, there are contending forces in the United States which are stronger than they.

Economically closer trade relations between Canada and the United States are desirable. But, unfortunately, political exigencies transcend economical requirements.

HOLIDAYING IN THE MARITIME PROVINCES.

IT is gratifying for HARDWARE AND METAL to note that business men in Ontario are taking more interest in the Maritime Provinces as a summer resort.

There is undoubtedly no part of this continent which affords greater attraction for tired business men who are seeking a holiday. The scenery is grand and the climate delightful and bracing, and there is a variety of sport for those who are fond of the rod or gun.

The tourist associations, such as those at St. John and Halifax, as well as the Intercolonial Railway, are doing a good work in acquainting the west with the attractions which the Maritime Provinces afford as a summer resort. There is still, however, a great deal to be done in this respect, for we find in conversing with business men in the west, who are thinking of taking trips to the Maritime Provinces during the summer months, that they have very little definite information as to routes, hotels, etc.

AN UNJUST INSINUATION.

IN his address of welcome to the convention of the ironmoulders in Toronto on Monday, Mayor Howland insinuated that President Ames, of the Toronto Board of Trade, and his fellow associates who were instrumental in securing a settlement of the street railway strike, were merely a committee representing the Street Railway Co. This was a most unfortunate statement for His Worship to have made, as it is well known that but for the business-like way and untiring zeal of the representatives of the Board of Trade the strike would not have been settled when it was. And this would not have been the worst feature of the situation, for after the rioting which had taken place on the Sunday previous to the settlement of the strike, it is no telling what might have happened, as there were undoubtedly a large number of hoodlums, sympathizing with the strikers, who were ready to do almost anything to prevent the cars being run by any other than union employes. Besides this, there was the great inconvenience which the public would have suffered from long stoppage of the street car service.

His Worship has heretofore not resorted to the methods of the ward politician in public affairs. If there has ever been a gentleman occupying the position of chief magistrate in Toronto it is Mayor Howland, but one cannot think otherwise than that in the present instance he has dropped what has hitherto been his practice, and followed a course more akin to that of the professional or ward politician.

It may not have been that he was talking for votes, but it looks extremely like it indeed, and we very much regret that he has tried to belittle the successful efforts of a body of business men whose sole object was the public good.

THE BINDER TWINE SITUATION.

THE VIEWS OF A MANUFACTURER.

WE have more than once reported a growing scarcity in binder twine; and the subject has recently been attracting the attention of those interested in agriculture throughout the country, more particularly in the West, where another heavy wheat crop is expected.

It is, no doubt, a puzzle to many why it is that a shortage in the supply so frequently occurs; and the manufacturer is usually blamed, without being given a hearing.

The representative of a Winnipeg agricultural manufacturing concern said recently to a newspaper reporter that a great scarcity of binder twine was expected during the coming season, as the crops would be unusually large; and he added: "Of course, this is a source of trouble that is as certain as the seasons, but is becoming a more serious factor with Canadian farmers annually, because of the increased quantity of twine consumed, as a result of the increased wheat acreage."

If it were true that the scarcity of binder twine were an annual occurrence, it certainly would seem that manufacturers were to blame. But this is not so. The largest manufacturers state that there has frequently been a surplus stock on the market, which they have had to carry over for a year, entailing a considerable expense. And as the margin on binder twine, for manufacturers as well as jobbers, is a small one, it takes a comparatively small expense of this kind to offset the profits.

In discussing the subject with a representative of HARDWARE AND METAL, a prominent Canadian manufacturer of cordage and binder twine said that, as the demand for the latter was put off until the latest time possible and its extent depended wholly upon the size of the crops, the business of manufacturing binder twine was of the most speculative character.

"We must make the twine," he continued, "long before any idea of what the crops will be like, and we can form no idea whatever as to how much will be used. Both the wholesale and retail trades buy to a great extent from hand to mouth, and the big demand for binder twine comes in a rush just before the harvesting. We ship practically all the twine in June and July. Last year there was a shortage, and we had to start in at the eleventh hour to manufacture again. The farmer won't buy his twine till he actually needs it, with the result that the retailer does not do so either. He prefers the jobber to carry the stock, who, in his turn, allows the manufacturer to carry it. If it were for only a short time we could do so. But we must manufacture in the fall; then we cannot ship till next summer and do not receive payments until the following October. At the close price we have to sell it is impossible to do that.

"The trouble is that the United States manufacturers have us and the Canadian farmer at their mercy. Fully 75 per cent. of the binder twine used in this country comes from the United States. There is no duty on it, though the United States Government imposes a duty on binder twine going from Canada into that country. The result has been that Canadian manufacturers can only dispose of about 25 per cent.—or, at the outside, 30 per cent.—of what they used to sell. The harvesting season in the United States comes earlier than in Canada, and manufacturers in that country can turn out considerably more than they can sell there, and count on dumping their surplus stock in this country. The worst feature of that is that much of the United States twine sent to this country is made by manufacturers of agricultural implements, with whom binder-twine manufacturing is only a side issue, so to speak, and they are willing to sell it at absolutely unremunerative prices, in order to forward their business in their principal lines.

"Now, when the crops in the United States are small, their manufacturers have a lot of twine for disposal in Canada. There is no shortage there. But when the crops are larger than usual, sufficient twine is needed to take up what American manufacturers have made, then there is none left for Canada, and a scarcity occurs—for which the Canadian manufacturer is blamed. If this is to be stopped, it is to the interest of the consumer as well as the manufacturer to have a duty placed on United States twine, which will keep these manufacturers out of this market; or, at least, to protect the home manufacturer so that he can do business on an equal footing with the American. At present this is not the case, for, while no duty is charged on foreign twine coming into Canada, we have to pay more for our raw material.

"In March last the American Government placed an export duty on all manila hemp (which is the chief item in making binder twine), going out of the Philippines. This is about ⅜c. per lb. But when the hemp was brought to the United States for consumption there the duty was refunded to the purchasers. So that the American manufacturer can buy his hemp for ⅜c. per lb. less than we can. This gives him a direct advantage over Canadian manufacturers in our own market, since he doesn't pay a cent of duty to this country.

"That is the state of things to-day. There is no monopoly of the binder twine business here, and no danger of one, with the different farmers' cooperative companies in the business as well as the products of the penitentiaries. So that the fear of high prices, if any exists, is groundless. But the frequent shortages in the supply of binder twine must continue as long as the Canadian farmer depends on the surplus stock of American factories and on the size of the crops in the United States."

THE INVERNESS (N.S.) RAILWAY.

MR. WILLIAM MACKENZIE, in an interview the other day spoke as follows of The Inverness Railway and Coal Company, in which Mackenzie & Mann are interested: We have been developing the mines for two years and for the last year have been shipping 300 tons daily. The coal is similar to that mined by the Dominion Coal Company, whose mines are close to ours. We employ 200 men at present, but this number will be gradually increased from now on. By next spring we confidently expect to ship one thousand tons daily. We are now busy erecting a shipping pier, and by August will be ready to ship coal to Montreal and local points. We will then have a railway 61 miles long built, which will greatly facilitate our business. We have commenced the construction of the Halifax South-Western Railway from Halifax to Yarmouth. In connection with it we the other day took over the Nova Scotia Central, running from Lunenburg to the Dominion Atlantic at Middleton. This embraces 74 miles of railway, and we closed the deal for it last Saturday. This road will become part of the Halifax South-Western.

Mr. Mackenzie said his company had been locating the above line for the past year. Five gangs of engineers were now at work on this job, and construction work would be commenced at once. When finished the new line will be 170 miles long.

BOWSER OIL TANK IN EUROPE.

Mr. Rosser McClure, who has been Canadian manager for S. F. Bowser & Co. for the past three years, leaves next month to introduce the Bowser oil tank in Great Britain and Ireland.

There have been numerous inquiries from the Old Country, and Mr. McClure is confident of doing a large volume of business over there. It is more than likely he will also open up trade in Russia. He will leave matters in the Toronto office in competent hands during his absence.

PIPE FOUNDRY BURNED.

ON Monday evening, July 7, the entire plant and buildings of the Montreal Pipe Foundry Co., Londonderry, N.S., were destroyed by fire, which started from the rolling mills and spread quickly over the remainder of the plant. These mills were bought by the Montreal Pipe Foundry Company about three years ago, and have been operated continuously ever since. Last spring a great deal of new machinery was installed, for turning out some large contracts for pipe.

More than 100 men have been employed recently by the mills, which were running on full time, and a very large business has been done by the company. The works were the largest of their kind east of Montreal, and the only ones in the Maritime Provinces.

Some of the stock was saved from the fire, but it will be a long time before the mills can be built and put into operation again. Besides the plant and buildings of the mills, several houses in the village caught fire, and much damage was caused.

SHERWIN-WILLIAMS WON.

Judge Morgan gave judgment in favor of the Sherwin-Williams Co. for $77 in the case of Sherwin-Williams Co. vs. E. L. Sawyer Co., on July 4th. Mr. Benson, city agent for the Sherwin-Williams Co., whose headquarters are at Montreal, claimed that he sold a quantity of paint, valued at $148 to what he believed to be E. L. Sawyer & Co., brokers in the Canada Life Building. The paint was to be used for painting the steamer Queen City, then at Port Dalhousie. Mr. Benson received his first order, he stated, from a Mr. Hicks, and afterwards telephoned the Sawyer Co., who he believed, confirmed it. The "Queen City" was controlled last year by the Toronto Navigation Company, and was to be used to catch Pan-American excursions. The company subsequently went into liquidation, and Mr. Sawyer claims that the paint bill should be paid by them, and not by him, as it was a syndicate that controlled the boat, and that he was not mixed up in the syndicate. The paint was ordered and sent in April, 1901, and has not been paid for since.

A NEW PATENT DIE.

Messrs. Decatur, Bull & Co., Montreal, have been appointed sole agents in Canada for the "Economy" die, manufactured by F. E. Wells & Son, Greenfield, Mass. This is the first appearance of this die on the Canadian market, although in the United States it has had an immense sale for the past two years. It is different from the solid die, in that, to a certain extent, it is hollowed out, thus requiring less steel in the construction, so that not only can better steel be used than in the ordinary die, but it can be sold at a lower price. They are said to be the most accurate and the fastest cutting die on the market; and they are fully guaranteed. The handles are of knurled steel pipe, beautifully finished. This is the only die of its kind in the world and it is bound to be an immense success on this market.

CUTLERY FOR BENEDICT MORRISON.

Daniel Morrison, traveller for Rice Lewis & Son, Limited, was presented by the employes of the firm with a fine cutlery cabinet on the occasion of his marriage.

NEW HARDWARE STORE.

E. Cameron & Co. will open early in July their new hardware store on the London House corner, Charlottetown, P.E.I. Mr. Cameron has been in business with a leading firm of that city for the past 13 years and is accordingly well acquainted with the trade.

ELECTRICALLY PRODUCED LEAD.

A consignment of the first pig lead produced in Canada on a commercial scale by electricity was made to Winnipeg recently by the Trail smelter, and shipments of pig lead will be continued regularly to eastern Canada. This process in which electricity is used in place of fire methods will, it it claimed, as completely replace the old fire methods in lead refining as has been the case in copper refining.

The success of this plant insures the construction of a large refinery by the Trail people, and it is understood that plans are being prepared for a plant which will turn out 50 or 60 tons of pig lead daily.

CATALOGUES, BOOKLETS, ETC.

A STRIKING IDEA.

A striking idea in advertising is shown in the card just issued by The Burrow, Stewart & Milne Co., Limited, of Hamilton, manufacturers of the Imperial Standard scales. A card, not too large to be sent by mail, has the representation of balances astride a hole in the top, through which to insert a pin. The receivers of the card read beneath the balances the following: "In justice to yourself, hang this card in your office as a reminder that the supreme degree in the building of scales of all capacities is attained in Hamilton by The Burrow, Stewart & Milne Co., Limited, the manufacturers of Imperial Standard scales. Ask for prices and descriptive catalogue."

SILVERWARE FOR LONG BAY POINT HOTEL.

The silverware for the "Bay Cliff" hotel, the new and magnificently furnished hotel at Long Bay Point, Port Rowan, was manufactured specially to order by The Toronto Silver Plate Co., Limited, and was supplied through F. A. Carpenter, the enterprising hardware merchant of Hamilton.

MARRIED AT LOUISVILLE.

A pretty wedding took place on Saturday, July 5, in St. John's Evangelical church, Louisville, Ky., when Mr. Theodore Korb, of Lewis Bros. & Co., Montreal, was married to Miss Julia Mansfield, daughter of Robert Mansfield, of Louisville. Miss Mansfield is an accomplished young woman, and a graduate of the Frese music school. Mr. Korb is well known as the advertising manager of Lewis Bros. & Co. The young couple have taken up their residence at 425 St. Urbain street, Montreal.

TRADE CHAT.

The charter of the Robson Elevator Co., of Ayr, has been cancelled.

Kingston has made her first shipment of zinc ore. On July 5, 175 tons, mined in North Frontenac County, were shipped to Montreal.

The present dock at Collingwood is being lengthened to 530 feet. Several important alterations are being made on the water front. The railway track is being moved further south.

The Hamilton Bridge Company has been given the contract for the steel work, trusses, etc., of The Deering Harvester Company's factory at Hamilton at between $12,000 and $13,000.

The structural steel work of Hotel Astor (Muscherheims) is being protected with Dixon's silica-graphite paint, in colors red and green, This paint is manufactured by The Joseph Dixon Crucible Co., Jersey City, N.J.

F.C. Duncan, general merchant, Estevan, N.W.T., has sold out to J. G. Hastings.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

IRON MOULDERS' CONVENTION.

ABOUT 540 delegates, representing a membership of 50,000 moulders in the United States and Canada are in attendance in Toronto at the twenty-second session of the Iron Moulders' International Union of North America.

The officers of the organization are: President, Martin Fox; secretary, E. J. Denney; assistant-secretary, John G. Weaver; financier, R. H. Metcalf; editor of journal, David Black (formerly of Toronto); members of the board, M. P. Murphy, James Flanagan, M. B. Lavery, James H. O'Neil, John Recktenwald, W. J. Phillips, and Geo. W. Greig.

The convention is expected to last from 15 to 20 days. The principal business before the convention will hinge upon the reports of the committee on constitution, which is always amended more or less at these gatherings, and of the committees on petitions, claims, and grievances.

The increase in membership during the last three years has been 20,000, and during this time 158 new charters were granted, while 31 had lapsed.

President Fox showed that in this same period moulders' wages had advanced from 18 to 20 per cent., and that moulders were now enjoying better conditions than they had done at any time during the past 25 years. His observations and experiences confirmed him in the belief that wage agreements covering a specified time were desirable. They insured a period of peace for the prosecution of the work of the union and introduced an element of certainty into the industry which was of positive value to both the moulder and his employer.

President Fox, in reference to agreements said in part: "I desire to impress it deeply upon the minds of the assembled delegates that no labor organization of any standing can afford to wilfully violate agreements or undertakings to which it has become a party. If it does so, it loses materially both in prestige and in the estimation of the public, and cannot expect to be regarded as a responsible party with whom to make agreements in the future. The only safe policy, the only honorable one, is to faithfully carry out all agreements regularly entered into, until they expire by time limitation or are abrogated."

President Fox thought it wiser to endorse the nine-hour movement than to jump from a ten-hour to an eight-hour system. In his opinion a reduction in the hours would be a more substantial gain than an equivalent advance in wages. Wage advances would be subject to future trade fluctuations, whereas the shorter workday would be a permanent gain.

Regarding the moulding machine, the president made the plain confession: "Our original attitude towards the machine was a short-sighted and mistaken one; and the resulting injury to our own interests cannot be removed by a perpetuation of the early prejudice. The foundry industry is developing, and our union must adapt its policy to the changing conditions or fall into decay."

In dealing with finances, the president recommended no change in the weekly dues, 25 cents. The total income for the three-year term was $595,262, and the total disbursements, $532,101, leaving a balance of $63,160. The receipts of the death and disability fund were $111,916, and the disbursements $75,631, leaving a balance of $36,285. The strike in Cleveland cost the union $104,360. The total receipts of the strike fund were $314,763, and expenditures from it $327,961, creating a deficit of $13,198.

Plain Facts.

The following extract form a letter from Carter Bros., Picton, Ont., tells the story in a nutshell:

"In 1895 we were a very bad third in the paint business in Picton; to-day we sell more prepared paint than all the other dealers combined.

"In 1895 we were selling a paint that could be bought in every little hole and corner grocery store throughout the country; to-day we enjoy the sole control of **S.W.P.** and are protected in its sale by the largest paint and color house in the world.

"In 1895 we were doing business in a rut; **S.W.P.** woke us up, put new life into us, made us see what good advertising placed in the right manner would accomplish. We are now doing $10,000 more business a year, and do not hesitate to say that to **S.W.P.** belongs the credit of helping us to do the greater portion of it."

Our B-13 booklet tells how we helped Carter Bros. succeed. Write for copy to-day.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CHICAGO, NEW YORK, NEWARK, MONTREAL, CLEVELAND, BOSTON, TORONTO, SAN FRANCISCO. KANSAS CITY

WATERBURY BRASS COMPANY.

THE Waterbury Brass Co., whose general offices, mills and factories are at Waterbury, Conn., and stores at New York City and Providence, R.I., is one of the most progressive companies in the United States. They were organized in 1845 and received a special charter in 1881. Their New York warehouse was established in 1846. Owing to increased business, they have recently opened their new warehouse at 122-130 Centre street, New York City, corner of Centre and White streets. They are carrying upwards of a million pounds of brass and copper in sheets, rods, wire and tubing, which is classified in a stock sheet sent to the trade for the asking, and would suggest that you get on their mailing list, as they issue a stock sheet once a month.

It is said to be the largest stock carried in America of high brass, low brass, gilding, oreide and bronze metal in rolls; high brass in 24 x 48 sheets, sawed and hoop brass, seamless drawn brass and copper tubing, including iron pipe sizes, plain and nickel plated; brazed tubing, brass rods and sheet copper. They are now carrying a complete stock of soldering coppers.

The feature of this mammoth stock is immediate shipment the same day order is received, and the buyer has really two sources of supply in trading with The Waterbury Brass Co.—their New York warehouse and their mills. They have their own telephone service between warehouse and mills, and their facilities indicate the best efficiency for handling business.

The Canadian buyer will no doubt have the same satisfactory experience as the buyer in the States. The firm's motto is under three headings: Good goods, prompt attention to orders and correspondence, and in step with improvements and betterments. Their spring brass wire stands for the best with the hardware trade. Get to know them

THE FERNIE COAL STRIKE.

Mr. Elias Rogers, managing director of the Crow's Nest Mines, has denied the statement of The Boundary Creek Times, of Greenwood, B.C., in its issue of June 27. The Times says: "When a very large increase was made to the company's coke ovens long-time contracts were made with Montana works to insure a full and regular market for their coke. These contracts must be observed by the coal company, with the result that the Boundary smelters are unable to get a supply. The Granby smelter and the mines at Phoenix are compelled to close down on this account this week. The Greenwood smelters are still running, but unless a fresh supply of coke arrives early in July they will be forced to follow suit."

Mr. Rogers has issued the following statement: "Since the shortage arose as a result of the accident, and the more recent strike, not a pound of coke was being sent to Montana, and the whole output was going to Canadian smelters. They had been urged to lay in reserve supplies, but without success, and now all was being done that was possible to supply them."

NOVA SCOTIA MARKETS.

Halifax, July 8, 1902.

THE hardware trade for the last week has been good; in fact, it appears to be more active comparatively than the other wholesale lines. At the same time the volume of business done is not so large as during previous weeks, as the time for the mid-summer dullness has about arrived. Up to date the season's trade shows an increase over previous years, and appearances indicate now that this lead will be strongly maintained for the balance of the year.

* * *

The healthy tone of business still continues. The dealers have nothing to complain of with reference to payments, and the reports from all parts of the Province are encouraging. The fact that good crops are now generally assured will have a tendency to stimulate business, especially in the building line, as the farmers feel certain that they will be able to pay for any outlay they may make—and the farmer and his crops are the backbone of business generally.

* * *

There is general complaint that the manufacturers are slow in filling orders in nearly every line of the trade. Orders placed six months ago are only arriving, and some orders have not even yet been filled. This is a very great inconvenience, as the jobbers do not usually carry heavy stocks, their orders largely depending on the prevailing business being done. Some months it is largely in one line, while in others it may be another line altogether. The jobbers cannot place their orders so far ahead, and the wholesalers can only distribute goods as they are able to obtain them from the manufacturers.

* * *

As a general rule hardwaremen are not strong advertisers—unless they have opposition. This is largely the case in Halifax, though many firms handle special lines and have for years maintained in these lines the bulk of the trade; and they are all good advertisers. An idea of the business doing just now, or being looked for, may be gleaned from a review of the local advertising running. 1. "Wire doors, window screens, green wire cloth"; 2. "Paris green, galvanized and black sheet iron"; 3. "Haying tools and farming implements"; 4. "Tinware, enamelware, zinc, lead, and glass"; 5. "Creamers, straining pails, galvanized pails"; 6. "Paris green and shipping supplies"; 7. "Builders' hardware"; 8. "Steel and wire fencing"; 9. "Engines, boilers, and machinery"; 10. "Oils, paints, glass and putty." These are taken from actual advertisements before us and illustrate that all lines are being presented, and as "Advertising pays," business is being done in each line.

* * *

Cordage is firm at prices last noted. There is an advance in the primary market in linseed oil, but no change has yet been made in this market. All lines of iron and steel are firm. There is quite a business still doing in builders' materials of all vinds, but orders are on a smaller scale than in the early part of the season.

R. C. H.

To Manufacture "HONEST GOODS" And Sell Them at "HONEST PRICES"

IS A GENUINE PLEASURE AND A REAL SATISFACTION.

That's our experience in the manufacture and sale of

Iver Johnson Single Guns.

Semi-Hammerless. Trigger Action. Automatic Ejector, or Non-Ejector.
Send for new Catalogue just received.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Office: 99 Chambers St. FITCHBURG, MASS.

THE BATTY STOVE & HARDWARE CO.

. . . Successors to . . .

The Toronto Branch of THE COPP BROS. CO., Limited.

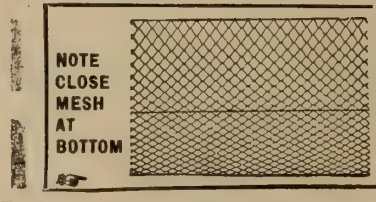
—WHOLESALE DEALERS IN—

Mantels, Grates, Tiles, etc. Coal Grates. Gas Grates. Gas Logs.

HOT-AIR REGISTERS A SPECIALTY.

Stove repairs for the Copp Bros'. make of Stoves and Furnaces.

New Address—76 York St., TORONTO.



Page Acme Poultry Netting

is close meshed at bottom and does not require rail or board support at edges, having strong straight wire (No. 12 guage) at top, bottom and in centre, cannot sag and is easy to erect. The "Page Acme" netting is of neat appearance, very durable and cheap. We also make farm and ornamental fence, gates, nails and staples. The name of Page is your guarantee of quality.

The Page Wire Fence Co., Limited, Walkerville, Ont. 6

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels.

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made.

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

STANLEY RULE & LEVEL CO.,

NEW BRITAIN, CONN., U.S.A.

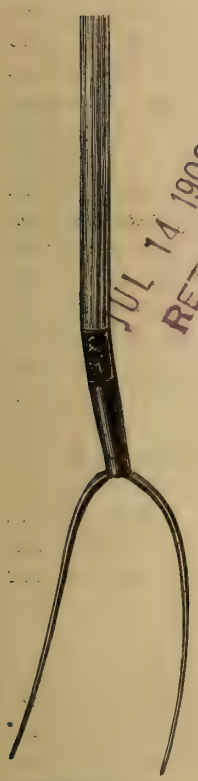
IMPROVED CARPENTERS' TOOLS

SOLD BY ALL HARDWARE DEALERS.

H. S. HOWLAND, SONS & CO., Limited.

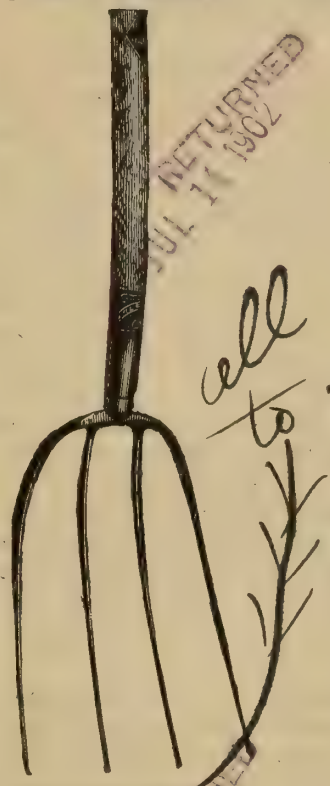
WHOLESALE ONLY — 37-39 Front Street West, **Toronto.** — ONLY WHOLESALE

HARVEST TOOLS

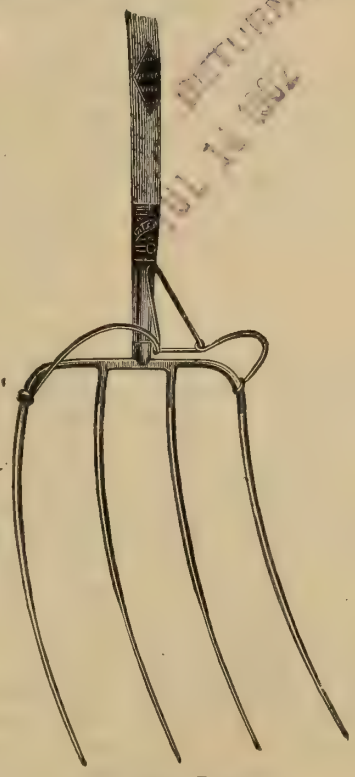


2-Tine Hay Forks.

3-Tine Hay Forks.

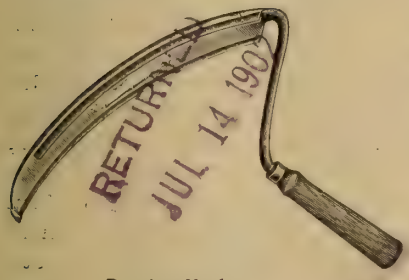


3 and 4-Tine Straw Forks.

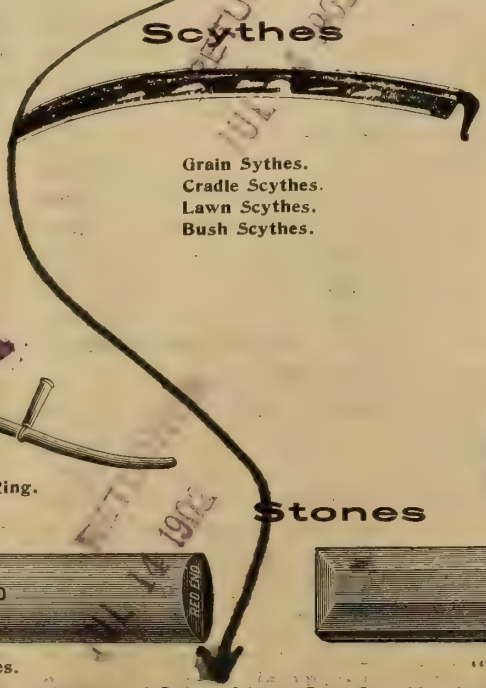


Steel Barley Forks, with and without Guard.

Wood Barley Forks, with Guard.

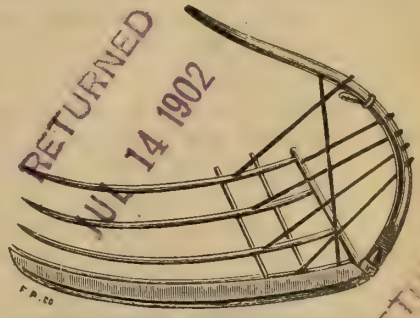


Reaping Hooks.



Scythes

Grain Scythes.
Cradle Scythes.
Lawn Scythes.
Bush Scythes.

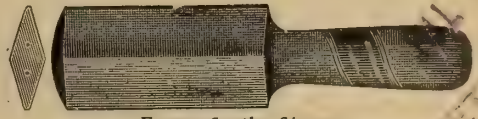


GRAIN CRADLES, Wood and Iron Bows, complete with Scythes.

Snaths

SNATHS, Loop and Drive Ring.

Emery Stones



Emery Scythe Stones.

Stones

"INDIAN POND" Scythe Stones.

"BLACK DIAMOND" Scythe Stones

For Full Description of Other Lines See Our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED, Toronto.

WE SHIP PROMPTLY — Graham Nails are the Best. — OUR PRICES ARE RIGHT

Factory: Dufferin Street, Toronto.

MACHINERY AND ELECTRICAL SUPPLY DEPARTMENT

UTILITY OF THE STORAGE BATTERY.

THE storage battery or accumulator as it is sometimes called is coming to the front very rapidly, and the time is not very far distant when the storage battery will be used for many purpores that have been thought impracticable. It is not so very long ago since the storage battery was discovered, and, of course, it was in a very crude state at that time.

A cell without a substance designed to absorb the hydrogen is said to polarize when the collecting hydrogen stops its action and the substance used to absorb the hydrogen is called a de-polarizer. There are many of those familiar with the storage battery who have seen that all decomposition cells give back transient current after the action is stopped. This effect was first studied by Ritter, and he found that lead plates in a solution of sulphuric acid gave back current for much longer time than other combinations. This discovery was no doubt the foundation of the modern accumulator, or storage cells.

Plante found that by repeatedly decomposing the water and taking off the current the plate took up more and more energy, and by repeating the changing and discharging and reversing the current many times he found plates would take up a large quantity of energy, and, consequently, give back current for a long time. He found that one plate, the anode, became oxidized into peroxide by taking up oxygen liberated on it by the charging current. The other plate became spongy, and, on discharging, the spongy cathode is acted upon by oxygen and sulphuric acid, forming sulphates and low oxides. On charging again, the anode is reoxidized and the cathode reduced again to pure spongy lead.

The Plante plate, the peroxidized one, is still used in modern cells. Mr. Faure discovered that by pasting a mixture of oxide of lead and sulphuric acid on the plates, their capacity for energy became at once much greater. Later on it was found better to punch holes in the plates and fill them with the lead oxide paste, and then grids and corrugated plates were used, all designed to carry as much lead oxide as possible, in contact with the lead as a conductor. There have been many forms of grids made, and as yet it cannot be said that they are a success. However, there are some batteries on the market that have given fairly good results. The principal difficulty with the accumulator is the buckling of the plates, which is caused by unequal expansion. The electic light being a much better conductor at the bottom of the cell than at the top, this constant buckling causes the active material or lead oxide to become loose in the plates, and if the battery is subjected to any vibration, these oxide pieces sometimes fall out and make a connection between the positive and negative plates of the battery. This is called a short circuit, and as soon as this occurs the current passing through the other batteries that are in circuit with it is reversed, and if such a thing should happen many times the batteries would soon become useless.

Another drawback to the storage battery is its excessive weight, especially where they are used for automobile work. However, the accumulator has come to stay, and all their weaknesses will soon be overcome.

Thos. L. Kay, of The Kay Electric Dynamo and Motor Co., Limited, Toronto, has recently designed a new storage battery in which he claims a short circuit, the buckling of plates and the falling-out of the active material are absolutely impossible. He also claims that his new battery will not weigh more than one-half as much as any battery now on the market of the same capacity. In other words, the weight of the battery will not exceed 150 lb. to the kilowatt hour. This will bring the storage battery into direct touch with the automobile.

There are many other things that the accumulator can be advantageously used for. For instance, in central stations where the load is irregular, smaller units of power can be used, thus reducing the cost of operation. For the lighting and furnishing the power on a farm the dynamo can be attached to a windmill, and when there is enough wind to cause the windmill to revolve the dynamo will be set in motion and will start immediately to generate currents of electricity which will be taken in by the storage batteries or accumulutors and held there until such time as it may be necessary to use it for light or power.

The storage battery will also be found useful for utilizing natural powers, such as small and large water powers. There are many small creeks running through farms and other properties that could in many cases be dammed up and converted into useful energy. In many cases the water may not be of sufficient volume to operate a dynamo for any great length of time and maintain a constant electro-motor force or voltage. However, all the water there is can be used to its full capacity charging accumulators for 24 hours per day. This stored energy can be used at will for either lighting or power at a constant pressure up to the capacity of the batteries. Many other natural powers may be used throughout the storage batteries. The wave on our lakes may yet be transmitted into electrical and mechanical energy.

GEE ELECTRICAL CO.

The Gee Electrical Co., Colborne street, report business to be brisk in all departments. In their wiring department new work this week has been done for Thos. Horn; Burke & Howard; Fox Bras.; The McLean Co.; Mr. Saunders; St. Mary's Church; Dr. McLaughlin, College street; Mr. Henderson, Glen Road; Mr. Rawlinson, Maple avenue; also extension of the Sunlight Soap Co. In their machine department they are extremely busy. During the week they have sold one 30-h.p. machine to Major Tassie; one 10-h.p. to The A. R. Williams Co.; one 5-h.p. to H. W. Petrie; one 60-light dynamo to H. W. Petrie. They have as well secured contracts for work in The Confederation Life Building; for The Gowans, Kent Co.; for The Larkin Tea Co.; for the Collingwood Corporation; for the G. N. Western Co.; Henry Barber and others. This company reports the outlook to be exceptionally bright.

Mr. Gee has secured a first class mechanical engineer of 15 years' technical and practical experience in machine construction in the person of Mr. James L. Campbell, of Glasgow, Scotland. Mr. Campbell will take entire charge of the factory and manufacturing departments, thus leaving Mr. Gee to deal entirely with the electrical side of the business.

WANTED-- AN AGENT TO SELL

Stocks, Dies and Taps and other Engineers' Hand Tools and Platelayers' Tools to Hardware Factors, Railroad Companies and Mines, on a commission basis. Apply,

Easterbrook, Allcard & CO.,
LIMITED.
SHEFFIELD, ENGLAND.

BARGAINS IN SECOND-HAND MACHINERY.

WOOD WORKING.

No. 14771—Small Wood Turning Lathe.
No. 14324—17-in. x 18-in. Wood Turning Lathe.
No. 16054—Pony Planer, Planes 24-in.
No. 15859— " " " 12-in.
No. 16294—18-in. Waterous Planer and Matcher.
No. 16125—24-in. Planer and Matcher.
No. 15155—12-in. Buzz Planer.
No. 11899—24-in. " "
No. 14367—26-in. Pedestal Band Saw.
No. 15333—30-in. Bracket Band Saw.
No. 15674—Drag Saw Machine (5-ft. Drag Saw).

IRON WORKING.

No. 15093—24-in. Upright Drill, Back Geared and P.F.
No. 7819—16-in. " "
No. 14742—13-in. Friction Cone Drill.
No. 15335—10-in. " Disk "

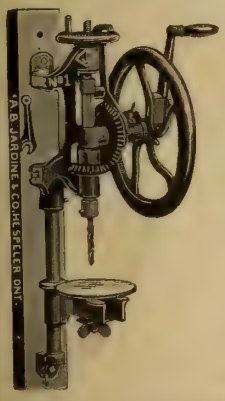
FANS AND BLOWERS.

No. 16236—No. 2 Steel Pressure Blower (Sturtevant).
No. 12631—No. 8 " " "

Also a large assortment of Tinsmiths' Tools.

Write for prices and monthly list of anything in the machinery line.

H. W. PETRIE, 141-145 Front St. W., Toronto



TRADE MARK J REGISTERED

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.

DIAMOND EXTENSION STOVE BACK

They are easily adjusted and fitted to a stove by any one.

Please your customers by supplying them immediately with what they want.

Patented, July 11th, 1893. Canadian Patent, June 14th, 1894.

EXTENDED.

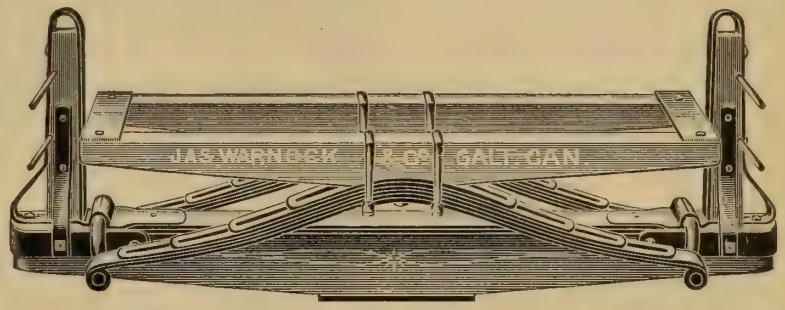
Sold by Jobbers of . . .

Hardware
Tinware
and
Stoves.

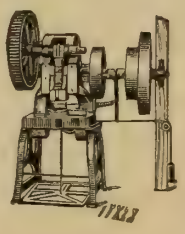
Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
" " A. R. WOODYATT & CO., Guelph, Ontario.

"The Peerless"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices



James Warnock & Co. = Galt, Ont.



G. A. Crosby & Co. of Ontario,

SARNIA, ONT. LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

STANYON ENGINEERING CO.

402 McKINNON BUILDING,
Phone Main 2177. TORONTO

CONTRACTING AND CONSULTING ENGINEERS.

Steel Works, all kinds of Rolling Mills, Wire Mills, etc., all built complete. Machinery designed for any purpose
GENERAL OFFICES, - PITTSBURG, Pa.

American Steel & Wire Co.

New York: Empire Building.
Montreal: New York Life Building.
Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

ELECTRICAL AND MACHINERY NOTES.

THE Cornwall Town Council awarded on the 7th the contract for the new hydraulic pumping plant to The Goulds Manufacturing Co., of New York and Boston. The company will furnish a pump with a capacity of 500,000 gals. per day and a Jenckes water-wheel set up for $7,490. Williams & Fallow, of Cornwall, obtained the contract for the masonry for $2,671.

A 38 x 32 in. 8-ft iron planer was delivered to The Gee Electrical Engineering Co., Colborne street, Toronto, by H. W. Petrie, 141-5 Front street west, Toronto.

A No. 3 Jewel automatic engine has been installed in the plant of Hoffman & Gateman, brewers, Berlin, Ont., by H. W. Petrie, 141-5 Front street west, Toronto,

C. L. Vickery, proprietor of a lumber and planing mill at Port Perry, Ont.. has purchased a No. 6 Jewel automatic engine of H. W. Petrie, 141-5 Front street west, Toronto.

It is understood that the Grand Valley Electric Railway, which is now building a road to Paris, has purchased the Brantford Street Railway and will run it in conjunction with their road to Paris.

Breck & Halliday, Kingston, have placed a new electrical plant, engines and generator, in the summer residence of W. H. Nichol at the foot of Howe Island. The firm has received the contract for wiring and placing electrical fixtures in Mr. Batterman's summer home below Gananoque.

Jones & Moore, Adelaide street, west, Toronto, have closed the following contracts during the week : One motor to Mr. L. Allcocks, Sault Ste. Marie ; a plating dynamo to The A. R. Williams Company ; one 10 h.p. motor to The A. R. Williams Company ; one 150 light dynamo to The Oshawa Tannery ; one motor to Mr. T. Tunstead., Toronto ; one motor to The Toronto Roller Bearing Co. Besides, The Jones & Moore Company have taken contracts for the electrical fixtures for 10 dwellings and two warehouses.

The following orders have recently been filled by M. Beatty & Sons, of Welland, Ont.: One hoisting engine, B. H. Appleby, St. John, N.B.; one special erecting engine, Canadian Bridge Co., Walkerville ; two hoisting engines, two swingers, two sets derrick irons, North Shore Power, Rail and Navigation Co., Levis, Que.; one one-yard clam derrick, with steel frame and boom, to Sun Portland Cement Co., Owen Sound; two additional drums for hoisting engines, Yukon Sawmill Co., Dawson ; duplicate of above, by express, Yukon Sawmill Co., Dawson ; two hoisting engines, Armstrong, Morrison & Balfour, Vancouver ; two hoisting engines and one centrifugal sand pump with direct connected engine, Armstrong, Morrison & Balfour, Vancouver ; two hoisting engines with swinging attachments, two clam buckets, Armstrong, Morrison & Balfour, Vancouver ; one hoisting engine, Capt. W. H. Soule, Vancouver ; one double-drum h.p. hoister, Mt. Johnson Quarrles Co., St. Gregorie, Que.; three swinging drum attachments, Dawson & Riley, Niugara Falls, Ont.; one hoisting engine, Dawson & Riley, Niagara Falls, Gnt.; one swinging drum attachment, M. P. Davis, Quebec.

A 375-FOOT CARRIER.

The Collingwood Dry Dock Co. has secured a contract for the construction of a huge carrier about 375 feet long from Hagarty & Co., Toronto. This company has also taken off The Bertram Shipbuilding Co.'s hands the contract for a large freighter for The Playfair Co., of Midland. Both these vessels will be completed by June 1 next.

TWO NEW TURBINE WHEELS.

H. A. Connell, of Woodstock, N.B., is placing a turbine wheel in position at the Davis Mill property. The wheel will give him 150 horse-power, and another one under way will give him 250 additional horse power. With a dynamo run by water and placed below the grist mill, Mr. Connell will supply power to his foundry and run his large electric lighting system. Mr. Connell, by the use of the water power of the Meduxnakeag, will effect a saving in fuel of over $3,000 per year.

DEVELOPING MORE POWER.

Mr. J. Alex. Culverwell, of Peterboro', has purchased the greater portion of a survey at Healey's Falls, also half of the Crow Bay Falls adjoining the corporation of Campbellford. These two powers have a minimum power development in a dry season of some 15,000 horse-power. Mr. Culverwell, who is managing-director of the Central Ontario Power Company, owning Burleigh Falls, also purchased a couple of months ago the Buckhorn Falls, both being within 20 miles of Peterboro'. He states he has arranged a deal in New York to complete the development of the last two properties.

A HANDSOME STEAM LAUNCH.

Watson & Rutherford, Simcoe, Ont., made their first run on their trim little launch the "Vera," July 4, with Commodore Ellis in command. The boat is replete with all modern improvements. She is a staunch craft, strong and seaworthy, with graceful lines and answers her machinery like a thing of life. She has accommodation for 16 passengers. Mr. Rutherford, who is only a young man 21 years of age, is responsible for the perfect working of the boat which was constructed under his supervision. The boiler is an original idea of his own, and the mechanical work was done by himself.

MORE HORSE-POWER AT NIAGARA.

THE manufacturing world that centres at Niagara will ultimately have for its use 400,000 more horse-power. The Ontario Power Company, of which John J. Albright, of Buffalo, is president, is the company that will develop this power. Briefly, the Ontario Company has obtained from the Queen Victoria Niagara Falls Park Commissioners rights and privileges which enable the company to develop 400,000 horse-power. That is a doubling of the capacity of the company.

The most important part of the new right allows the company to tap the Niagara at the Dufferin Islands. Water sufficient to develop 200,000 horse-power can be got by the company at the point. By a short tunnel through the hill, which is made by the old bank of the Niagara, and a canal through the Canadian park, an easy and cheap means of developing power is at hand.

An immense pipe lying close to the surface of the ground, instead of an open canal, will be used to carray the water through the park.

It is known that a contract for the installment of machinery to develop 50,000 horse-power has been let, and also, as an earnest of the company's ability to fulfil its part of the contract, that $30,000 was paid to the park commissioners on June 28 to bind the bargain. That $30,000 represents the rental due to the park for two years' development of 10,000 horse-power. The fact that new rights have been acquired and two years' rental has been paid in advance, means that the Ontario Power Company is now successfully financed.

TO BUILD LOCOMOTIVES AND MACHINERY.

To engage in and carry on the work and business of a foundry, machine shop, boat and bridge-building establishment, and to manufacture, construct, and deal in generally, tools, machines, vessels, conveyances, including locomotive engines, railway cars, vessels of all sizes and descriptions and all parts of the same, has The Locomotive and Machine Co., of Montreal, Limited, been incorporated. The capital stock of this concern is $1,000,000, which is divided into 10,000 shares of $100 each. The incorporators are as follows : Michael John Haney, contractor, Toronto; James Thomas Davis, contractor, Montreal ; Michael Connolly, contractor, Quebec ; George Patrick Brophy, civil engineer, Ottawa, and Roger Miller, contractor, Ingersoll, Ont.

Next week's issue

will be a Special Number dealing with

"Stoves and Heaters"

We expect to furnish readers with 80 or 100 pages of matter about Stoves, Heaters and Furnaces—illustrating and describing all that is new this season.

Manufacturers, Wholesalers and Jobbers who have a business story to tell of Stoves, Furnaces, Stove Parts, Stove Furniture, Stove Polish, Pipes or any other accessories are welcome to use this issue for their advertising.

Dealers will want details about certain lines which the manufacturers alone can give them, and for a straight talk to interested people, the **"Stove and Heating"** Number is right in line.

Rates for space gladly furnished. Copy cannot be taken after July 16.

Hardware and Metal

Montreal and Toronto

THE UTILIZATION OF WASTE.

By H. D. O.

"WASTE not, want not," is out of date. Too negative. More modern, more positive is the adage, "Convert wastes, grow rich." The transformation of energy and power with a minimum of loss is the wide-awake business man's desideratum.

Far-reaching methods utilize each by-product. Not yet, however, has been reached the highest degree of attainment in the profitable employment of wastes in manufacture. The Census Bureau of the United States of June 17 predicts further development even to the extent of converting by-products into the main products of an industry. In the United States from $3,000,000 to $4,000,000 worth of wool fat and potash are run down the streams. A Canadian firm is erecting a six-storey building out of the proceeds obtained from the utilization of wastes on a contract for the South-African War.

Among the benefactors of mankind, prominent places may be claimed for those who utilize what is or has been considered a waste. A man or woman who reclaims what is unused, converts to good purposes that which is unproductive or brings value to that which is esteemed worthless, benefits mankind and adds to the material wealth of the world.

What is the waste or refuse of one industry may be and often is the raw material of another, but the extent to which such waste can be used is influenced by local conditions. It is comparatively easy to point out waste in nearly every process of manufacture, in our homes and in our methods of living, but to correct this is, in many cases, impracticable.

We recognize how great the waste is in all departments of industries, and few recognize how much is being done towards utilizing this refuse material. But with all that is accomplished there is a wide field to be covered before we reach the Utopian condition where a useful purpose is found for all that is now waste or considered as such. The many scavengers who extract value from the proceeds of the city dump heap in waste paper, rags, old leather, coal, bottles or old metal probably represent the most popular notion of the utilization of waste products, a utilization more important than is ordinarily appreciated, and representing gross money value which would appear fabulous. The army engaged in this reclamation is large and its scouts appear at every dump, upon the scene of every fire before the embers are cooled, or assail our homes to collect whatever of apparent value may be obtained.

The refuse from a city of 50,000 inhabitants possesses sufficient commercial value for the municipality to derive revenue from the sale of the privilege of collecting it. The fact that old rags and paper enter into the production of other paper; that scrap iron and other metals are transformed by the cupola or furnace into new forms; that leather scraps are useful in chemical manufacture and apparently cover the extent of popular knowledge, unless the legend is accepted that old paper, tin cans and bottles are the most nutritious food for goats.

In a large button works in Connecticut 90 tons of buttons were made in one month. It is impossible to suggest the number of buttons represented by 90 tons, or to imagine the multitude of stitches required to fasten them to clothing, or even to guess at the number of "swears" which were encouraged by the failure of individual buttons to maintain their responsibility. The material used to produce those buttons was the remnants of the sheets of tinplates from which the buttons and caps of cans for blacking and other boxes had been cut. After the button blanks had been punched from this tinplate, the small triangle of metals connected by iron threads was compressed in a form under a drop-hammer and subsequently shipped away to be made into sash-weights.

Some of the prominent utilizations of waste products that are well-known to-day are in connection with the fuel supply. In the production of charcoal from wood there are large volumes of acetic vapors which when condensed are of considerable value. By charring the wood in ovens or retorts and conveying the vapors to condensers and stills, the products are charcoal, pyroligneous acid, tar and uncondensable gases of considerable thermic value. These goods are used as fuel, the tar is merchantable and from the pyroligneous acid methyl alcohol, acetic acid and various commercial acetates are produced.

Throughout the cotton belt of the United States numerous mills are operated which convert the cotton seed formerly left in piles to rot or to be burned when sufficiently dry into oil and food for cattle. What was garbage in 1860 was a fertilizer in 1870, was cattle food in 1880, and table food and many things else in 1890.

In the iron industry there are are numerous applications in utilizing waste or refuse, including the production of cement, mineral wool, paving blocks, or monolithic paving from blast furnace cinders; the remelting or converting the unmerchantable masses of metal, ladle sculls, crop ends, shearings, punchings, filings, etc.; the utilization of blast furnace gas to heat air, produce steam, etc.; the restoring of the exterior heat of an ingot by means of a soaking pot and the sinking of scrap in forges and furnaces; the almost universal generation of steam by waste heat, etc., in mills, etc.

Instances of utilization might be multiplied, but those mentioned may suggest various means employed in special industries to convert to a useful purpose what was refuse. The admission that in the steam-engine only a modicum of the calorific energy stored in the fuel is used shows that a wide field is still before us in reducing waste. The water-powers which are being utilized demonstrate how great is the power which has been permitted to go to waste, and which, in many cases, may be conserved. Enough has been said to suggest how numerous are the utilizations of refuse and how many are the opportunities for future advances. That there is a use for everything we all admit. That practical use can be made of everything will depend largely upon local conditions. But it is evident that the industry which is able to obtain the greatest value from what, under normal circumstances, is wasted, nearly approaches the ideal.

This brief statement of what is being done to-day with articles that were going to waste a generation ago must lead industrial men to ask: "Are there not other waste products that will be used a generation hence?" and thus not only increase the comfort of living, but also decrease the expense.

NEXT!

Mr. B. S. Leak and Mr. W. R. Tait, both representatives of Lewis Bros & Co., in the northern territory, have just returned from their wedding trips. This makes three of Lewis Bros'. men who have joined the ranks of the benedicts within a week or two. Next?

NAILS

Right Prices
Quick Shipments
Quality Guaranteed
Also
STAPLES

Write, Telegraph or Telephone
Page Wire Fence Co.
Limited
Walkerville, Ontario

John Bowman

HARDWARE & COAL CO.

LONDON, ONT.

Our stock of goods for the spring trade is now complete, and we can fill all orders promptly on the following lines :

Wire, Nails, Cordage, Window Glass, White Lead, Paints, Whiting, Churns, Linseed Oil, Spades and Shovels, Screen Doors, Wove Wire, Poultry Netting, Builders' Hardware, Guns and Sporting Goods. Finest stock in the Province of Cutlery.

Prompt Shipment. Prices Right.

DOMINION

Wire Manufacturing Company, Limited

Head Office **MONTREAL** Que.

ESTABLISHED 1880 INCORPORATED 1883 DOMINION TRADE MARK

Branch Office **TORONTO** Ont.

Annealed,
Oiled and Annealed,
Bright,
Bright Spring,
Coppered,
Coppered Spring,
Brass, Brass Spring,
Copper, Tinned and
Galvanized WIRES.

Wire Nails,
Wood Screws.
Jack Chain.
Cotter Pins.
Bright Wire Goods.
Door Pulls.
"Crescent"
Coat and Hat Hooks
Tinned Bottling Wires.

Fence, Poultry Netting, Bed and Blind Staples.

COPPER AND GALVANIZED WIRE
For Telegraph and Telephone Lines.

THE **"GLOBE"** POLISH HAS COME TO **STAY** AND ALL **DEALERS** CAN STOCK IT WITHOUT HESITATION.

TRY "GLOBE" AND YOU WILL USE NO OTHER. IT IS THE BEST.

"GLOBE" METAL POLISH

Write for a supply of
Show cards and Advertising Novelties.

——WE SHALL BE PLEASED TO ANSWER ALL ENQUIRIES.——

RAIMES & CO., 164 DUANE ST., NEW YORK CITY.

RICHARD JOHNSON, CLAPHAM & MORRIS, Ld., Manchester AND LIVERPOOL, ENG.

CABLE ADDRESS—"Metallicus," Manchester.
CODES USED—ABC, AI, Liebers and Private Code.

Manufacturers and

GALV'D SHEETS
GALV'D CANADAS
BLACK SHEET IRON
BLACK CANADAS
Range & Furnace SHEETS

MONTREAL OFFICE:
Messrs. Copland & Co.,
Imperial Buildings.

WAREHOUSE LEVER STREET

Metal Merchants

TINPLATES, TERNES
TINNED SHEETS
PIG TIN, PIG LEAD
WIRE NETTING
GALV'D BARB WIRE

HALIFAX OFFICE:
Messrs. Grant, Oxley & Co.,
68 Bedford Row.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, July 11, 1902.

HARDWARE.

MUCH improvement is to be noted in the market this week. Jobbers report a material increase in the number of orders and a brisk trade generally. The advance cards of nearly all the American travellers who come to this market have been received, and these visitors are expected during the coming week. There is a good demand for scythes, hay forks and all harvest tools. Plaster of paris has been advanced and is now quoted at 60c. per barrel. Manufacturers have also reduced the discount on standard scales, it being now only 40 per cent. instead of 45 per cent. as formerly. An advance is also reported in malleable pound fittings, including tees, couplings, elbows and caps, and the discount is now 23 3-10 per cent. instead of 29 per cent. Copper rivets and burrs, assorted, are now discounted at 45 per cent. off only, instead of 45 and 10 per cent. Among the rapidly moving lines of the week are axes, many large orders for which have been received. The hot weather has stimulated the demand for screen windows and doors, which are now in brisk demand.

SCYTHES.—The demand for scythes shows no signs of decreasing, and the market this week has been quite active. The demand was larger than the previous week. There has been no quotable change and our quotations are as follows : Lance, No. 80, $5.50 ; Hurd's Clipper, $6.50 ; concave, $7.50 ; Sibley, $8.50 ; Cradle scythes, cast steel, $8.50 ; silver steel, $9.50 ; "Harvest King," $10.50. Bush scythes, $6.50.

BARB WIRE.—Business continues rather quiet, and the price is unchanged from $3 per 100 lb. f.o.b. Montreal.

GALVANIZED WIRE.—Trade is quiet this week. Quotations are as follows : Nos. 6, 7 and 8 gauge, $3.45 ; No. 9, $2.80 ; No. 10, $3.55 ; No. 11, $3.65 ; No. 12, $2.95 ; No. 13, $3.05 ; No. 14, $4.05 ; No. 15, $4.55 ; No. 16, $4.80 ; No. 17, $5.20 ; No. 18, $5.45.

SMOOTH STEEL WIRE.—There has been no change in the condition of this market. Business is still quiet. We quote: Bright iron and annealed on a base of $2.60 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are as follows : Coppered wire, 60c.; tinned wire, $2 ; oiling, 10c.; spring wire, $1.25 ; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—The demand is still small and no change is reported in the price. The discount is 22½ per cent.

BRASS AND COPPER WIRE.—This is moving slowly. Discount, 60 per cent.

FENCE STAPLES.—A slight improvement is noted in the demand this week, but business is still quiet. Bright staples sell for $2.90 per 100-lb. keg, and galvanized at $3.25, with an extra of 25c. for 25 and 50-lb. packages.

WIRE NAILS.—The inquiry for these keeps up fairly well and the market continues active. The price, in small lots, is $2.55, and in carlots, $2.50 f.o.b. Montreal, London, Hamilton, Toronto, Gananoque, Brantford, Windsor, Ont., St. John and Halifax.

CUT NAILS.—A fairly good trade is doing in cut nails. In carlots the price is $2.37½ per keg ; small lots, $2.45 per keg.

HORSE NAILS.—There is only a small demand for horse nails, and the market is still quiet. Discounts are as follows: "C" brand, 50 and 7½ per cent. off ; "M" brand, for "Oval" and "New City" heads, 60 per cent. off, and for "New Countersunk" heads, 66 2-3 per cent. off. "Monarch" horse nails are also discounted at 66 2-3 per cent.

HORSESHOES.—There is not much doing. Our quotations follow : Iron shoes, light and medium pattern, No. 2 and larger, $3.50 ; No. 1 and smaller, $3.75 ; snow shoes, No. 2 and larger, $3.75 ; No. 1 and smaller, $4.00 ; X L

Camping and Summer Cottage Outfits.

JUST THE ARTICLE FOR CAMP.

Every town and village has its quota of campers, many of whom are not familiar with the comforts of these articles—a little introduction will effect a great many sales.

And those who know their uses will be asking for them.

15 Sizes and Styles of Sheet Steel Camp Stoves for tenting.

Also a complete line of small cast-iron cook stoves suitable for cottages.

Oil Stoves. Ovens. Ice Cream Freezers.

WE CAN PROMPTLY FILL ALL RUSH ORDERS.

The McClary Manufacturing Co.,

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

"Everything for the Tinshop"

ENGLISH
GERMAN
BELGIAN
CANADIAN
AMERICAN
} PORTLAND CEMENTS.

FIRE
BUILDING
ENAMELLED
SILICA
MAGNESIA
} BRICKS.

DRAIN
CULVERT
} PIPES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents

Drummond, McCall & Co.
or to MONTREAL, QUE.
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

steel shoes, all sizes, 1 to 5, No. 2 and larger, $3.60; No. 1 and smaller, $3.85; feather-weight, all sizes, $4.85; toe weight, steel shoes, all sizes, $5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS.—Business in screws is active at unchanged prices. The discounts are: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

BOLTS.—A fairly good demand for bolts continues. Prices and discounts are unchanged, and our quotations are as follows: Norway carriage bolts, 55 per cent.; common, 50 per cent.; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 per cent.; coach screws, 66 2-3 per cent.; sleigh shoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼ per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

BUILDING PAPER.—The inquiry for building paper is still satisfactory, and a good business is being done. We quote: Tarred felt, $1.70 per 100 lb.; 2-ply, ready roofing, 85c. per roll; 3- ply, $1.10 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O K and I X L, 65c. per roll; heavy straw sheathing, $30 per ton; slaters' felt, 60c. per roll.

CORDAGE.—No further change in price is reported this week. Business in rope is not active but the demand for binder twine is good and stocks are becoming exhausted. We quote: Manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, 11c. Prices on binder twine are as follows: Blue Ribbon, 650 feet to the pound, 15c.; Redcat, 600 feet to the pound, 14c.; Tiger, 550 feet to the pound, 13c.; Standard, 500 feet to the pound, 11½c.; sisal, 500 feet to the pound. 11½c. Prices are subject to a rebate of ¼c. in carload lots.

RIVETS AND BURRS.—A change has been made in the discount of copper rivets and burrs, assorted, and it is now 45 per cent. instead of 15 and 10 per cent. Burrs alone are still discounted at 30 and 10 per cent. Trade is quiet. We quote: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

SCREEN WIRE CLOTH.—Trade has much improved of late and a good business is doing this week. The price is $1.37½ per 100 square feet.

POULTRY NETTING.—The demand is only moderate. The discounts on Canadian and English netting are: 2 x 2 mesh, 19 wire, 50 and 10 per cent.; 2 x 2 mesh, heavier wire, 50 per cent. Canadian list used.

HARVEST TOOLS.—The market is active all round. The discount is 60 per cent.

FIREBRICKS.—There is no change. Trade is quiet and prices are $16 to $22

A. C. LESLIE & CO.

HEADQUARTERS FOR

Tinplates—all grades
Canada Plates, Terne Plates
Black and Tin Taggers
Steel Sheets for all purposes
Imitation Russia Sheets.

Import orders for wholesale buyers only.

509-512 Merchants Bank Building,
MONTREAL.

THE R. McDOUGALL CO., Limited,
GALT, ONT.

Manufacturers of

Iron and Brass
PUMPS
FOR ALL SERVICES.
FORCE PUMPS,
LIFT PUMPS,
CISTERN PUMPS,
HAND OR POWER PUMPS
OF ALL KINDS.

Catalogue for the asking.

OUR MOTTO: "The best quality and right prices."

Pig Iron

We offer to arrive:

No. 1 Eglinton
No. 1 Middlesbro'
No. 3 "

ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN
OPEN HEARTH STEEL.

More **Elastilite Varnish**

sold up to date this year than during any previous twelve months since we introduced it. "Reason?" There never has been, there is not now, and we doubt if there ever will be a Varnish put up, either by domestic or foreign makers, equal to ELASTILITE for the same money.

In tins only, from ½-pints to 1 gallon.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED

Toronto, Ont., Canada.

Canadian Agents for Buehne's "Red, White and Blue" Brand Steel Wool.

Don't tell a customer you are out of "Ark Brand" Paint.

See to it that you always have a supply.

Do not wait for our travellers if you find yourself running short of

"Ark Brand" Paint

but write to us mentioning our traveller's name.

You have our color cards—if not, we will send them on application—and you will have your orders by mail filled promptly.

Write to-day and arrange for the agency for your town.

THE FRANCIS-FROST Co. Limited

TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler.

per 1,000 for English, and $17 to $22 per 1,000 for Scotch.

CEMENT.—Trade is quiet, and our quotations are: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl. ex-wharf, and American, $2.10 to $2.20 ex-cars.

METALS.

The market in most lines is active. Black sheets have been advanced by some dealers by 10c. The prices on coil chain are also quoted considerably higher by one or two dealers.

PIG IRON.—Pig iron deliveries are falling behind further and further. Canadian makers are reported to be working on orders for the second quarter of next year. The price of Canadian is $18.50 to $19, and of Summerlee, $21.50 to $22.

BAR IRON.—This is in good demand still. Horseshoe iron is quoted at $2.20 and merchants' bar at $2.

BLACK SHEETS.—The market is not active, but prices are well maintained and an advance of 10c. is quoted by some houses. We quote: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 21 gauge, $2.50, and 8 to 20 gauge, $2.50.

GALVANIZED IRON.—This is in only moderate demand, and our quotations are now as follows: No. 28, Queen's Head, $4.40; Apollo, 10¾ oz., $4.40; Fleur de Lis, $4.15; Comet, $4.25; "Bell" brand, $4.30. For less than case lots 10c. extra is charged.

INGOT COPPER.—Trade is quiet and the price is 14c.

INGOT TIN.—The market is steady under a fair demand. Straits is worth 33½c.

PIG LEAD.—Business is quiet. The price remains at $3.25.

LEAD PIPE.—A fair trade is doing. Composition and waste sell at 8c. and ordinary at 7c. The discount is 37½ per cent.

IRON PIPE.—The demand for iron pipe keeps up well. Our quotations are as follows: Black pipe, ⅛, $3; ¼, $2.40; ⅜, $2.65; ½, $3; ¾, $3.70; 1-in., $5.25; 1¼, $7.40; 1½, $8.90; 2-in., $12.40. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $4; ¾, $5.05; 1-in., $7.25; 1¼, $10.10; 1½, $12.15; 2-in., $16.70. Extra heavy pipe, plain ends, are quoted, per 100 ft., as follows: Black, ½, $4.35; ¾, $5.30; 1-in., $7.60; 1¼, $10.60; 1½, $12.70; 2-in., $17.45. Galvanized, ½, $5.35; ¾, $6.70; 1-in., $9.60; 1¼, $13.30; 1½, $15.95; 2-in., $21.75. For threads and couplings 5 per cent. is added.

TINPLATES.—The market is active and prices are unchanged. Charcoals are quoted at $4.75 to $5.25 per box, and cokes, $4.25.

CANADA PLATES.—Trade continues fairly satisfactory. We now quote: 52's, $2.70 to $2.80; 60's, $2.85 to $2.90; 75's, $2.80 to $2.85; full polished, $3.75, and galvanized, $4.25 to $4.35; galvanized, 60's, $4.45 to $4.55.

STEEL.—There is a good demand. No quotable change has occurred. We quote: Sleighshoe, $2.10; tire, $2.20; bar, $2.05; spring, $2.85; reeled machinery, $2.75; toecalk, $2.70.

SHEET STEEL.—Business in sheet steel is not active and prices are unchanged. We quote: Nos. 10 to 20, $2.50; 3-16, $2.50; ¼, 5-16 and ⅜, $2.40.

TOOL STEEL.—Trade has not been of a very brisk nature during the week. We quote as follows: Black Diamond, 8c.; Sanderson's, 8 to 12c., according to grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 8 to 15c.; "Air Hardening," 30 to 50c.

TERNE PLATES.—These are moving slowly, and the price remains at $7.50.

COIL CHAIN.—The demand is not as great this week as last. Prices were advanced by some firms, but others are quoting: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼-inch, 7¼c. per lb.; 5-16, $5; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4.05; ½, $3.95; 9-16, $3.85; ⅝, $3.55; ¾, $3.50; ⅞, $3.45; 1-inch, $3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC.—There is not much doing. The price is $5.85 to $6.25.

ANTIMONY.—We quote 10c.

ZINC SPELTER.—Trade is quiet. We quote 5c.

SOLDER.—A good steady demand keeps up for solder. Bar solder is quoted at 18c., and wire solder at 20c.

PAINTS AND OILS.

A fair amount of business is being done, though the factories are not as busy as they were a month ago. There is still a remarkably good output of liquid paints, and it looks as if the demand was to continue through the summer. Dry white lead is hard to get at the corroding centres, and grinders are hampered by a lack of suppfies which were contracted for last year but are slow in coming to hand. Varnishes are still strong and competition is as keen as ever. The extremely warm weather has materially increased the demand for paris

green, and heavy orders have been received from the Maritime Provinces as well as from some portions of Quebec. Painters' supplies, in general, are firm. Linseed oil and turpentine are unchanged in price. The demand is good, and as fast as supplies arrive they are disposed of. We quote :

WHITE LEAD.—Best brands, Government standard, $5.87½ ; No. 1, $5.50 ; No. 2, $5.12½ ; No. 3, $4.75 ; No. 4, $4.37½ all f.o.b. Montreal.

DRY WHITE LEAD.—$5.25 in casks ; kegs, $5.50.

DRY WHITE ZINC.—Pure dry, 6¼c. ; No. 1, 5¼c.; in oil, pure, 7¼c.; No. 1, 6¼.; No. 2, 5¼c.

PUTTY.—We quote : Bulk, in bbls., $1.90 per 100 lb.; bulk, in less quantity, $2.05 ; bladders, in bbls., $2.25 ; bladders, in 100 or 200-lb. kegs or boxes, $2.40 ; in tins, $2.55 to $2.65 ; in less than 100-lb. lots, $3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50 ; in 100-lb. kegs, $4.75 ; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25 ; kegs, $4.50, and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c. ; less quantities, 5½c.; flake litharge, casks, $5.25 ; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 82c.; boiled, 85c. In 5 to 9 barrels, 1c. less. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance, and freight allowed.

TURPENTINE.—Single barrels, 72c.; 2 to 4 barrels, 71c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45 ; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.45 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PARIS GREEN.—Petroleum, bbls., 16¾c. per lb.; arsenic kegs, 17c.; 50 and 100-lb. drums, 17½c.; 25-lb. drums, 18c.; 1-lb. packages, 18½c.; ½-lb. packages, 20½c.; 1-lb. tins, 19½c.; ½-lb. tins, 21½c. f.o.b. Montreal. Terms : 3 per cent. 30 days, or four months from date of delivery.

SCRAP METALS.

No further change in prices of scrap materials has been reported. The market continues quiet and featureless in all lines, and our quotations are as follows : Heavy copper and wire, 10½c. per lb.; light copper, 8c.; heavy red brass, 10½c.; heavy yellow, 9c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2¼c.; iron No. 1, wrought, $15 ; No. 2, $7 per ton ; machinery scrap, $16 ; stove plate, $12 ; malleable and steel, $5 ; mixed country rags, 60 to 70c. per 100 lb. ; old rubbers, [illegible] to 6¼c. per lb.

GLASS.

The market is quiet and the demand is very light. Our quotations are now as follows : First break, 50 ft., $2.10 ; second, $2.20 for 50 feet ; first break, 100 feet, $4 ; second break, $4.20 ; third break, $4.70 ; fourth break, $4.95.

HIDES.

Nothing of importance has occurred on this market, and the prices are unchanged. We quote : No. 1 hides, 10c.; No. 2, 9c.; No. 3, 8c. No. 1 calfskins, 12c. ; sheepskins, 70c.; lambskins, 25c. per lb.

Builders value the time saved by using EASTLAKE Shingles

Their Patent Telescope Side Lock, imitated but never yet equalled, makes them quicker and easier to lay than any other shingle in the market.

DEALERS VALUE the perfect satisfaction of all customers who choose these reliable lightning, fire and rust-proof shingles—they are a line you can't afford to leave out of stock. Fullest particulars in our catalogue.

The Metallic Roofing Co., Limited,

TORONTO, MONTREAL, WINNIPEG.

—

MONTREAL NOTES.

Standard scales are higher and are now discounted at 40 per cent.

Malleable pound fittings are higher, the discount now being 23 3-10 per cent.

Copper rivets and burrs, assorted, have advanced and are now at 45 per cent.

ONTARIO MARKETS

Toronto, July 11, 1902.

HARDWARE.

BUSINESS in hardware keeps up well and the sorting-up orders in harvest tools are becoming quite heavy. The prices for rope remain as fixed last week. The demand for lawn mowers is about over, but the movement in guns and ammunition of all kinds is on the increase. Trade in building paper and in all lines of building material is heavy, and much comes possibly from the north. The general movement in both shelf and heavy hardware continues good and quite a few orders are being received for lumbermen's supplies. Many cross-cut saws, chains, axes, etc., are being sent forward. Eavetroughing is now just in season and a lot of it is going out, but there is considerable difficulty being experienced in obtaining supplies from the makers thereof. The advent of the preserving season is causing activity in some lines of enamelled ware.

BARB WIRE.—The demand for this line keeps fair and prices are unchanged. Barb wire, in carlots, is quoted at $2.65. and for less than carlots, $2.77½ f.o.b. Cleveland. From stock, Toronto, $3.

GALVANIZED WIRE.—A moderate business continues in this line, and our quotations are as follows : Nos. 6, 7 and 8, $3.50 to $3.85 per 100 lb., according to quantity ; No. 9, $2.85 to $3.15 ; No. 10, $3.60 to $3.95 ; No. 11, $3.70 to $4.10 ; No. 12, $3 to $3.30 ; No. 13, $3.10 to $3.40 ; No. 14, $4.10 to $4.50 ; No. 15, $4.60 to $5.50 ; No. 16, $4.85 to $5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at $2.52½ in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE.—There is a fair amount of trade still doing in this line. We quote base price : $2.60 per 100 lb. Oiling, 10c.; coppering, 60c.;and tinning, $2 per 100 lb. extra. Delivery points Toronto, Hamilton, London and Montreal, with freights equalized on those points.

FINE STEEL WIRE.—The prices remain unchanged with a fair demand. The discount is 22½ per cent.

WIRE NAILS.—These continue moderately active and unchanged. We quote $2.55 for less than carlots and $2.50 for carlots. Toronto, Hamilton, London, Gananoque and Montreal are the delivery points.

CUT NAILS.—No special trade is doing in these. We quote the base price at $2.45 per keg, and $2.37½ for carlots.

HORSE NAILS.—Business in horse nails is steady and the market is firm. Discounts are : "C" brand, oval head, 50 and 7½ per cent.; on "M" brand, 50, 10 and 5 per cent.; "Monarch," 60 2-3 per cent. Countersunk head, 60 per cent.

HORSESHOES.—The amount of business in these continues fair. We quote : Iron shoes, No. 2 and larger, light, medium and heavy, $3.60 ; snow shoes, $3.85 ; light steel shoes, $3.70 ; featherweight (all sizes), $4.95 ; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.85 ; snow shoes, $4 ; light steel shoes, $3.95 ; featherweight (all sizes), $4.95.

SCREWS.—The feature of this market is the active demand and lightness of stocks in the hands of jobbers. The prices remain unchanged, and the discounts are as follows : Flat head bright. 87½ and 10 per cent.; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze, 70 per cent.

RIVETS AND BURRS.—The tone of this market is strong and the demand

is larger than the supplies. The advance of last week in copper rivets and burrs has been maintained. The discounts are now as follows : Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—Trade continues quite active, and there are freer deliveries from the factories. Our quotations are now as follows : Carriage bolts, common ($1.00 list), 50 per cent.; carriage bolts, full square ($2.40 list), 55 per cent.; carriage bolts, Norway iron ($3 list), 55 per cent.; machine bolts, all sizes, 50 and 5 per cent.; coach screws, cone points, 66 2-3 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SCREEN DOORS AND WINDOWS.—The movement in these continues about the same as a week ago, and prices are unchanged. They are: Common doors, two or three panel, f.o.b. factory points as follows : Walnut, stained, 3-inch style, $6.80 per dozen ; stained, yellow, $7 ; natural color, oil finish, $8.15 ; 4-inch style, 20c. extra per dozen. Windows : No. 0, $1.60 ; No. 1, $1.70 ; No. 2, $1.95 ; No. 3, $2.10 ; No. 4, $2.50 per dozen.

GREEN WIRE CLOTH.—Some sorting-up orders keep this line active. We quote $1.37½ per 100 square feet.

SPADES AND SHOVELS.—Quite a trade is being done in these. The discount is 40 and 5 per cent.

ROPE.—The activity in the harvest sizes of rope continues. The other lines are quiet, and the declines of last week have been maintained. Our quotations are as follows : Pure manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, single, 11c., double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per dozen.

BINDER TWINE.—A few early orders are being received for early shipment, and the prices here are firm in sympathy with the advance recently made by large Western manufacturers in the United States, who were looking for a shortage in the supply of twine this season. Our quotations are now as follows : "Blue Ribbon," 650 feet, 15c.; "Red Cap," 600 feet, 14c.; "Tiger," 580 feet, 13c.; sisal, 500 feet, 11½c.

HARVEST TOOLS.—These are active, and the sorting-up orders have increased. The discount is 60 per cent.

EAVETROUGH, ETC.—Trade has improved with the advancement of the season and the demand now is about at its height. Stocks on hand are light and jobbers are experiencing some difficulty in getting sufficiently large supplies from the manufacturers to supply their current wants, and our quotations are as follows : Eavetrough, $3.10 per 100 square feet, for 10-inch, and conductor pipe at $4 for 3-inch, and $5.25 for 4-inch.

BUILDING PAPER.—Business in this line has increased and a good demand is coming in from all parts of the country, principally from the north. The prices are unchanged. Our quotations are as follows : Dry sheathing, grey or straw, 35c. per roll ; tar sheathing, grey or straw, 45c. per roll ; dry fibre, 50c. per roll ; tarred fibre, 60c. per roll.

LAWN MOWERS.—The season for these is about over and business is quiet, and we quote the discounts as follows : 50 per cent. on high-wheeled lawn mowers, "Star" mowers, 9-in. wheels, $2.25 to $3 ; "Daisy" mowers, 7-in. wheels, $2.25 to $2.50.

HARVEST WHIPS.—The demand for harvest whips is fair.

POULTRY NETTING.—There is a moderate amount of business doing at unchanged prices.

TINWARE AND ENAMELLED WARE.—Tinware continues active and steady, and the preserving season being now at hand is creating quite a demand for some lines of enamelled ware.

SPORTING GOODS.—There has been an improvement in the demand for guns and ammunition at unchanged prices.

CEMENT.—The market continues strong but there are not many sales being made although quite a number of inquiries are being received. The buyers are holding off as their immediate wants are not pressing, and the manufacturers are not particularly anxious to sell. We quote : Canadian Portland, $2.25 to $2.85, and Canadian hydraulic, $1.35 to $1.60 per bbl.

METALS.

The demand for metals from stock continues good and although there is no very large buying movement, this condition of affairs is always expected in July. There has been little buying on the outside tin market, but latest advices tell of a sharp advance therein, both on the London and New York markets. The copper market outside is steady, but no business is being done. The pig iron market continues along the lines previously followed, and spot iron is much wanted but scarce.

PIG IRON.—The market continues strong and the demand is good. In the United States there has been an urgent demand for pig iron, but very little is offering. We quote on track, Toronto : No. 1 foundry, $21 and No. 2, $20.50.

STEEL BOILER PLATES.—The demand for these is still good and the market is strong. The outside markets show an inordinate demand and values are very strong. We quote $1.80 for carload lots on track, Toronto.

STEEL BEAMS.—The volume of business doing is fair and prices are firmly maintained. We quote $2.75 for steel beams, from stock, and $2 per 100 lb. for carloads on track.

STEEL RAILS.—The quotations for steel rails remain unchanged at $30 per ton for rails for steam railways, and $35 for rails for electric railways.

TOOL STEEL.—The values in this market are steadily maintained, and our quotations are as follows : "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 8 to 15c.; ditto, "Air Hardening," 30 to 50c.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's Special, 15 to 20c.

MILD STEEL.—This is steady and unchanged.

SPRING STEEL.—The demand for this line is fairly maintained.

BOILER TUBES.—The market for these is steady.

BAR IRON.—This market is still bare of this product and values are held firmly. The outside market is strong and unchanged. Our quotations are: $1.95 to $2.05 base. Extras cut to length while rolling : 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
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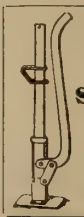
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Steel Carriage and Wagon Jacks,
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FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS
BALL BEARINGS

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
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Don't Forget the Name. . .
NEWMAN'S INVINCIBLE
FLOOR SPRINGS
Strong, Quick, Reliable, Effective.
Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.
W. NEWMAN & SONS, Birmingham.

Oneida Community Goods
HALTERS, COW TIES SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT.

An Experience.

One of the largest operators on the North Shore after one year's experience of CROWN JEWEL AXES in his shanties is so satisfied he will not consider buying any other.
Dundas Axe Works, Dundas, Ont.
W. L. Haldimand, Jr., Montreal Agent.

SEP 12 1902

FILES

WARRANTED.

RASPS

Nicholson File Co.,

LARGEST FILE MAKERS IN THE WORLD

Seven Factories—manufacturing all shapes, sizes and cuts.

Nicholson's Increment Cut Files and Rasps represent a combination of skilled labor and the best material necessary for the production of a good article. The result of many years' experience.

Prices Consistent With Quality.

For sale by all prominent Hardware and Mill Supply Merchants throughout the Dominion.

Dominion Works, - - PORT HOPE, CANADA.

BLACK SHEETS.—The volume of trade in this line continues good and the prices are unchanged. We quote: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—There is an active demand for these. We quote: All dull, $3; half-polished, $3.10, and all bright, $3.75.

GALVANIZED SHEETS.—Business in this line is still good. We quote in case-lots, as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 29 gauge, Bell brand, $4.20 for 28 gauge.

TIN.—The amount of business doing in tin continues large. We quote $32 to $33 per 100 lb.

TINPLATES.—Business continues brisk at unchanged prices. We quote: Charcoal, $4.75 to $5 per box, and cokes, $4.25 per box.

COPPER.—Ingot copper is quiet. The outside markets are lifeless and values are easy. Ingot copper is quoted at $14 per 100 lb. and sheet copper, $22 to $23.

BRASS.—This metal is in good demand at unchanged prices. The discount is 15 per cent.

PIG LEAD.—The activity in this line continues. The outside markets are steady with a light demand. We quote pig lead, $3.50 to $3.75, and bar, $5.

IRON PIPE.—There is a fair amount of business being done in iron pipe, and the market is unchanged. Quotations are per 100 ft.: ¼-in., $2.40; ⅜-in., $2.65; ½-in., $2.85; ¾-in., $3.65; 1-in., $5.20; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; galvanized, 1-in., $7.20. Trade discount 4 per cent.

ZINC SPELTER.—The movement in this line is freer. We quote $5.50 to $6.

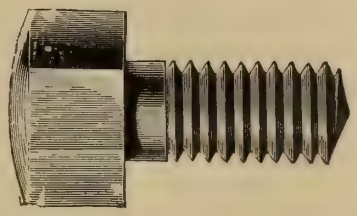
ZINC SHEETS.—A steady demand for these continues. We quote: Cask lots, $6 to $6.25, and part casks, $6.25 to $6.50.

SOLDER.—There is a good business doing in solder.

ANTIMONY.—There has been some improvement in the demand for antimony during the week. Quotations remain steady at $19.50 per 100 lb.

PAINTS AND OILS.

The features of this week's market are the declines of 2c. in raw and boiled linseed oil and 2c. in turpentine. The drop in linseed oil was owing to purely local conditions, for the outside markets are steady and unchanged. The demand for oil lately has been easy, and buyers keep holding off from purchasing for the fall requirements. This caused the manufacturers to lower the prices a little, to create a more active business at the present time. In turpentine the reduction was owing purely to the lower tone of the Southern market. The stocks of that product on hand here are very light, and only small quantities of one or two barrels are offering, at very high prices, the figures which are now quoted by us being merely nominal. The Southern market has fairly steadied itself during the week, after a considerable decline and surplus receipts have been readily absorbed at current quotations, keeping the demand in pace with the supply. There has been only a moderate amount of business transacted in white leads ground in oil, dry colors and zinc whites. The activity mentioned last week in mixed paints continues. The glue market is easy this spring, but trade has been active. An advance in glue some time ago has not been maintained, and there is a practically unlimited supply thereof on the market at the present time. We quote as follows:



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

WHITE LEAD—Ex Toronto, pure white lead, $5.87½; No. 1, $5.50; No. 2, $5.12½; No. 3, $4.75; No. 4, $4 37½ in packages of 25 lb. and upwards; ½c. per lb. extra will be charged for 12½ lb. packages; genuine dry white lead in casks, $5.12½.

RED LEAD—Genuine, in casks of 560 lb., $5 to $5.12½; ditto, in kegs of 100 lb., $5.50; No. 1, in casks of 560 lb., $4; ditto, kegs of 100 lb., $4.50.

LITHARGE—Genuine, 6 to 6½c.

ORANGE MINERAL—Genuine, 7½ to 8c.

WHITE ZINC—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6.

SHINGLE STAIN—In 5-gal. lots, 60c. to $1.20 per gal.

BENZINE—In barrel lots, 17c. per gal.; less quantities, 25c. per gal.

PARIS WHITE—90c. to $1 per 100 lb.

WHITING—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC—In cases, 35c.; in less than cases, 40c. per lb.

LIQUID SHELLAC—Pure orange, in bbls., $2.25 to $2.35; white, $2.35 to $2.45 per gal.; in less quantities, 10c. extra.

PUTTY—Bladders, in bbls., $2.25; bladders, in 100 lb. kegs, $2.40; bulk in bbls., $1.90; bulk, less than bbls. and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2 90.

PLASTER PARIS—New Brunswick, $1.90 per bbl.

PUMICE STONE—Powdered, $2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS—Pure, $1.20 to $1.40 per gal.; No. 1, $1.10 per gal.

CASTOR OIL—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL—Raw, 1 to 2 barrels, 82c.; boiled, 85c.; 3 to 5 barrels, raw, 81c.; boiled, 84c.; 6 to 9 barrels, raw, 77c.; boiled, 82c., delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil, sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE—Single barrels, 71c.; 2 to 4 barrels, 70c., delivered. Toronto,

Hamilton and London 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

The demand locally is fair and stocks are light, the complaint being the slowness of the glassmakers in Europe in fillling their import orders.. Quotations follow: Under 26 in., $4.45; 26 to 40 in., $4 65; 41 to 50 in., $5.10; 51 to 60 in., $5.35; 61 to 70 in., $5.75; 71 to 80, $6.25; 81 to 85, $7; 86 to 90, $7.75; Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days. Discount off pane price list, 33⅓ per cent.

OLD MATERIAL.

There is a moderate volume of business doing in this line, but the weakness of the copper market has somewhat quieted the trade in that metal. Quotations are as follows: Heavy copper and wire, 10¼c. per lb.; light copper, 8c. per lb.; heavy red brass, 10c.; heavy yellow brass, 8 to 8½c.; light brass, 5c.; lead, 2¼c.; scrap zinc, 2¼ to 2½c.; iron, No. 1 wrought, $14 per net ton; No. 2 wrought, $6; machinery cast scrap, $14; stove plate, $10; malleable and steel, $6; old rubbers, 6c. per lb., and country mixed rags, 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES—The market for hides continues quiet and unchanged. We quote as follows: No. 1 green, 7½c.; No. 2 green, 6½c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8 to 8¼c.

SKINS — Little trade is doing in these and the prices are steady. We quote: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2 8c; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; sheepskins, 80c. to $1; shearlings, 20c.

WOOL—The wool market is still inactive and weak. We quote: 13c. for fleece wool and 7c. per lb. for unwashed.

TALLOW — The offerings of tallow continue light and prices are unchanged at 6¼ to 6½c. per lb.

COAL.

The situation is little changed from what it was a week ago in hard coal. Reports come to hand that the strike amongst the miners is on the point of being settled, but as yet nothing definite has been done to end the troubles, either by the men or their employers. The quotations on soft coal are nominal at $3 to $4 per ton at the international bridges.

PETROLEUM.

There is a moderate volume of business doing with a steady market. Our quotations are now as follows: Pratt's Astral, 17 to 17½c. in bulk (barrels extra); American water white, 17½ to 18c. in barrels; Photogene, 17 to 17½c.; Sarnia water white, 16½ to 17c. in barrels; Sarnia prime white, 15 to 15½c. in barrels.

MARKET NOTES.

Spirits of turpentine have been reduced 2c. per gallon.

The decline in raw and boiled linseed oil is 1c. per gallon.

MANUFACTURERS' CONVENTION.

The Canadian Manufacturers' Association will hold their next annual meeting in Halifax on August 13 and 14. As the membership of the association, which has now reached 1,000, will be representative of the great business interests of Canada, this will probably be the most important convention of business men ever held in Canada. Beside the importance of the questions to be discussed the trip itself offers one of the finest excursions on the continent. The secretary of the association, Mr. R. J. Younge, should be notified by members of any question or resolution which it is desirable to discuss at the convention, or of any change desired in the constitution and by-laws of the association.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

WANTED

MANUFACTURER'S AGENT WANTED TO carry samples for the manufacturer of a knife-cleaning machine, new in Canada, but requiring little introduction. Box 94, HARDWARE AND METAL, Toronto. (25-3)

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Representing Manufacturers,
Steel Beams, Channels, Angles, etc.
Bar Iron and Steel, Plates, Tubes, etc.
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CAST STEEL FOR ALL PURPOSES.
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PAINTS

We manufacture these brands:— "LION," "PEERLESS," "OWL," "RAVEN," also Ready-mixed House and Floor Paints, Roof, Barn, Bridge and Brick Paints, Coach Colors, Varnishes, Japans, etc. Our prices will interest you. Write us,
The Ottawa Paint Works, Ottawa, Ont.

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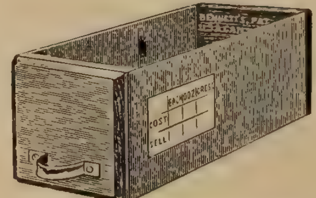
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GEORGE M. FOX
(Successor to John Fox)
Manufacturer of Railroad, Hay and Platform Scales.
91 York Street, LONDON, ONT.

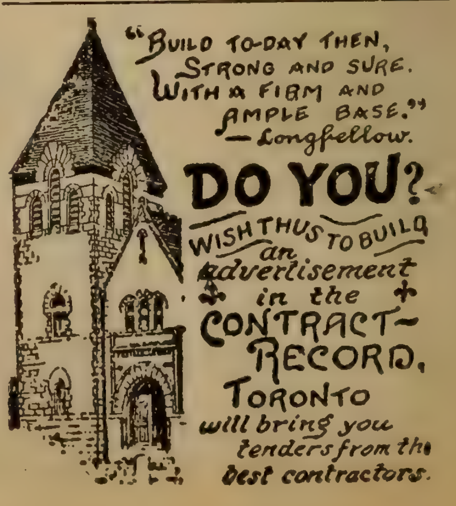
Hardware Men Sell Our Popular Lines
from Catalogues and Samples.
—WE MANUFACTURE—
Office and Bank Railings,
Wire Window Guards, Stable Fittings,
Roof Cresting, Fencing, Etc.
Specialties in Wire and Metal.
Our manufactures are wanted everywhere. We want a hardware firm in every town to act as our selling agents. Write for particulars and catalogues.
The Dennis Wire and Iron Co.,
LONDON, ONT.

BRITISH BUSINESS CHANCES.

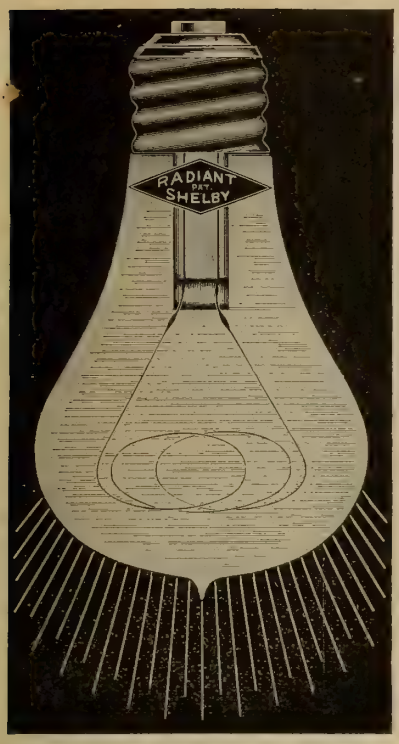
Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for
FREE INSERTION
in "Commercial Intelligence," to the Editor
'SELL'S COMMERCIAL INTELLIGENCE,'
Temple House, Tallis St., Temple Avenue, London, E.C.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.



"Radiant Shelby" Lamps



GIVE 50 PER CENT. MORE USEFUL LIGHT FROM THE SAME . . AMOUNT OF CURRENT, as compared with other makes. The best and cheapest lamp manufactured. Supplied in the different candle-powers and voltages.

Also "Baby Shelby" two-candle lamps, admirably adapted for an **ALL-NIGHT LAMP** for sick rooms, vestibules or where a small light only is required, and at a **SLIGHT COST PER NIGHT.**

Orders solicited from dealers in electrical supplies and large lighting stations. Write for prices.

Ontario Lantern Co.

Manufacturers.

Walter Grose, Montreal, Sole Selling Agent

CORDAGE

ALL KINDS AND FOR ALL PURPOSES.

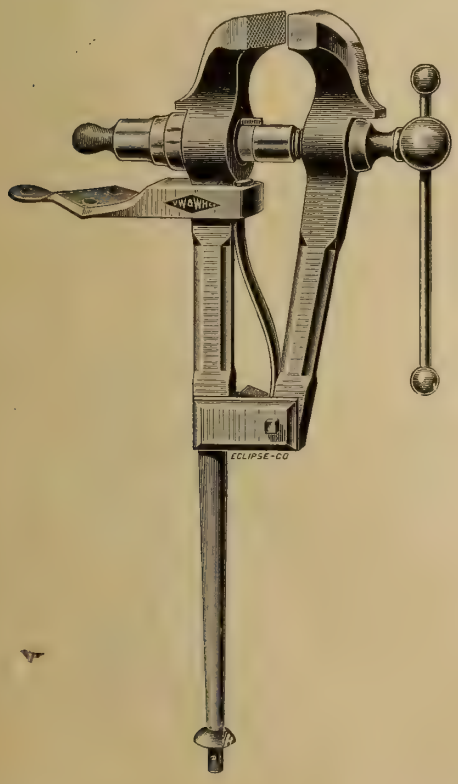
Manila Rope	Lathyarn
Sisal Rope	Shingleyarn
Jute Rope	Bale Rope
Russian Rope	Lariat Rope
Marline	Hemp Packing
Houseline	Italian Packing
Hambroline	Jute Packing
Clotheslines	Drilling Cables
Tarred Hemp Rope	Spunyarn
White Hemp Rope	Pulp Cord
Bolt Rope	Lobster Marlin
Hide Rope	Paper Cord
Halyards	Cheese Cord
Deep Sealine	Hay Rope
Ratline	Fish Cord
Plow Lines	Sand Lines

"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

CONSUMERS CORDAGE COMPANY, Limited

Western Ontario Representative—
WM. B. STEWART,
Tel 94. 27 Front St. West, TORONTO.

MONTREAL, QUE.



Winning Favor in Australia

"The engineering merchants here consider your Solid Box Blacksmiths' Vises superior in quality and workmanship to any they have ever handled. They say they are remarkably suitable, and give perfect satisfaction."

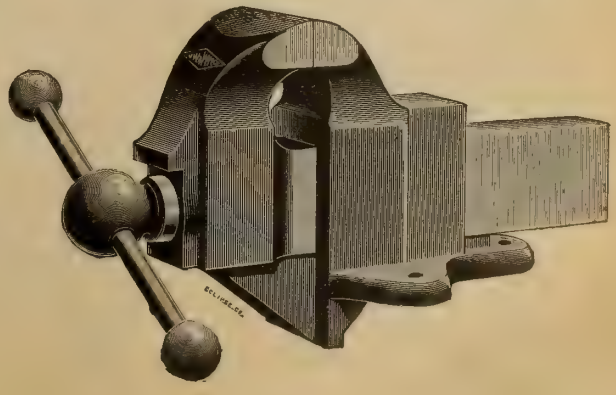
[Extract from letter received from our Australian Agents located in Melbourne.]

Our facilities are unexcelled for making

Blacksmiths' and Machinists' Vises

Modern equipment and methods, high-grade material and workmanship are combined in our plant, producing

THE BEST VISES MADE



Lamplough & McNaughton

CANADIAN SALES AGENTS

19 De Bresoles St., Montreal

Manufactured by

THE COLUMBIAN HARDWARE COMPANY

CLEVELAND, OHIO.

NEW CATALOGUE JUST ISSUED—WRITE FOR IT.

HEATING AND PLUMBING

END OF THE STRIKE.

A SETTLEMENT of the plumbers' strike in Toronto has been reached. The strike was declared on Tuesday, June 17, the men demanding a flat rate of 37½c. an hour, an increase of from 5 to 10c. The employers refused to consider the demand because the men had made a binding agreement last year, which, the employers claimed, could not be altered without breach of faith until its expiry on January 1, 1904, and under which the wage rate was placed on a sliding scale from 27½ to 32c. an hour, according to the skill of the workmen.

The disagreement was definitely settled on Monday, July 7 at a conference between the grievance committees of the masters and of the union at W. J. McGuire's, King street west. By this settlement the men, whose wage scale ranged from 27½ to 32c. an hour, get an increase of 2½c. an hour on the minimum wage, thus bringing it up from 27½ to 30c. an hour, this rate to go into effect at once. On January 1, 1903, the men will receive another advance of 2½c. an hour, bringing the minimum rate to 32½c.

Another clause which was included in the agreement is one by which the statutory holidays in the year are all designated. The men have always received these holidays, but they have never been definitely allowed as such by the masters. Easter Day has been included in these holidays. This last has always been a source of dispute between the two interests in the trade.

The agreement also provides that men working in the country may be required to work ten hours a day, receiving the ordinary rate of pay. In the city pay and a half is allowed to men working over eight hours a day.

The plumbers resumed work on Tuesday, and many of the old contracts which had been suspended by reason of the strike are now being finished. It is believed that the great amount of business to be done inclined the bosses to compromise despite their emphatic protestations of the last three weeks to give way.

Although the striking plumbers were not allowed the full advance asked for, the compromise effected, may, in the main, be looked upon as a victory for the strikers. Monday's conference was held in good feeling on both sides. The men did not desire to jubilate on the result. They think, however, that they have done pretty well and have been treated very fairly.

A KINETIC HEAT CONCERN.

To manufacture and dispose of electric apparatus for the development of kinetic heat in connection with furnaces, locomotives and steam boilers has The Kinetic Heat Co., of Canada, Limited, been granted incorporation. This company has also obtained the power to acquire any patents now existing or which may hereafter exist relating to kinetic heat or the exclusive license to use within the Dominion of Canada all rights covered by such patents and trade marks. The total capital stock of this company is $50,000 divided into 500 shares of $100. The incorporators are Allen G. Ingalls, Laprairie, Quebec, advocate; James C. King, manufacturer, John McKergow, merchant, Frederick E. Nelson, gentleman, William J. Giles, dentist, and Chas. W. Brown, manager, Montreal.

BUILDING PERMITS IN OTTAWA.

Building has been fairly active in Ottawa during the last week. Nine permits were issued, aggregating in value $32,650. They were: Richard Brady, repairing dwelling, Stewart street, $1,200; D. Skuce, brick-veneered dwelling, Maria street, $700; The Russell House Company, alterations to hotel building for a cafe, $5,000; P. J. B. Belanger, four dwellings, Besserer street, $3,600; David MacLaren, solid brick addition to house and stable, Frank street, $2,000; Herman Schultz, alterations to dwelling, Creighton street, $250; Alfred Day, brick-veneered dwelling, Fourth Avenue, $1,200; Mrs. Annie Clarke, solid brick house, Lisgar street, $3,700. The wardens of Christ Church Cathedral have also taken out a permit for a new Sunday school room, which will be built on lots 21 and 22 Queen street. The building will be stone, 65 x 78 feet, and will cost about $15,000. Mr. A. Garvock has the contract.

BUILDING NOTES.

The Ogilvie Milling Co., of Manor, N. W. T., have just completed an elevator with a capacity of 40,000 bushels.

The Brantford Starch Co., whose factory was destroyed by fire on May 29, is now taking steps to rebuild. The new premises will consist of a wheat starch factory 100 x 70 feet, three storeys high, and a cornstarch factory 132 x 90 feet and three storeys high.

Mr. David Chalmers, contractor, Owen Sound, Ont., has been awarded the contract for erecting the new Baptist church, corner of Division and Murdoch streets, at that place. It will cost $12,207, exclusive of stained-glass windows, seats and gas fixtures, which, in all, will run the cost up to $14,000.

BUILDING PERMITS IN TORONTO.

During the last week the following permits were taken out in Toronto: Jno. Harden, two-storey and attic pair of semi-detached brick dwellings on Spadina avenue, for $6,500; Rev. Septimus Jones, alterations to dwelling, brick and stone, 18 Prince Arthur ave., for $500; trustees of Baptist Mission for a one-storey roughcast mission on Christie street, for $1,500; J. B. Reid for two-storey brick addition to dwelling at 172 Bloor street, for $1,200; Thos. Bryce, for pair two-storey semi-detached brick and stone dwellings, 10-12 Isabella street, for $5,000; Jno. Ham, for frame and stone addition, 190 Givens street, for $220; Geo. Coles, for one-storey brick addition to bakery, 723 Yonge street, for $4,000; Robt. F. Easson, for brick cellars and fronts to dwellings, 20-24 Wood street, for $2,500; Jas. D. Young, for a two-storey and a half semi-detached brick dwelling, 339 Markham street, for $2,250; M. H. Fli[illegible], for two-storey and attic semi-detached brick dwelling, 337 Markham street, for $2,250; F. J. German, for two pairs of two-storey and attic semi-detached brick dwellings, 57-63 Howland ave., for $18,000; Geo. Marshall, for alterations to brick dwelling, 310 Queen street east, for $1,000; Salvation Army, for additional storey to Temple, James and Albert streets, for $1,000; William Dackwith, for 2½-storey brick dwelling, 37 Phoebe street, for $2,500; Humphrey and Webber, for two pairs semi-detached two-storey brick dwellings, Perth ave., for $6,000; Mrs. Eliza Stump, for pair 2½-storey semi-detached brick dwellings, 28 30 Orde street, for $2,800.

GOVERNMENT OF HEAT AND AIR SUPPLY.

WE hear a great deal about proper ventilation, and heating of shops, foundries and factories in these days, remarks an exchange. It is with the physical properties of air rather than with its chemical composition, that the ventilating engineer has to deal. It is a property of air that it expands about 1500th part of its volume at 32 deg. for each degree of increase in temperature. If, then, we take 100 cubic feet of air at 32 deg. F., and raise the temperature 50 deg. we shall have about 110 cubic feet at 82 deg. This heated air, being lighter than the surrounding air at 32 deg., tends to rise by the same law by which a cork rises from the bottom af a vessel of water. To this property of air we owe all ventilation, natural or artificial. Now, then, in giving general directions for heating and ventilating your shop or foundry by either hot air furnaces or indirect steam, I would say: Make your outside inlet of fresh air large—at least six feet square for each room. Admit the air through these inlets to a fresh air chamber. Take the air to the furnace or steam coils as directly as possible from this chamber without ducts. If a furnace is used, set it over a pit at least two feet deep, and admit the air to this pit in such a way that it will pass up on all sides of the fireproof. If you heat by cast iron radiators, do not double-bank them, and in any case spread your radiators so that the area of air space between them may be equal to that of the ducts leading to the rooms. Make your warm air supply ducts large—at least five feet cross sectional area or one square foot for each ten workmen. If you heat by steam, place a coil of steam pipe, 15 to 25 square feet, in each ventiduct just above the opening for the air.

PLUMBING AND HEATING NOTES.

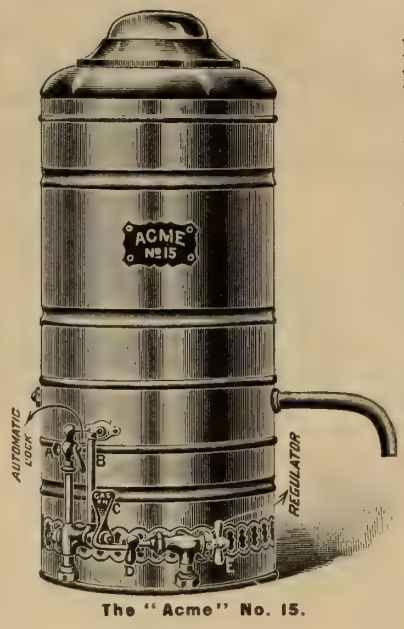
Mr. William Pulkingham, a plumber, till lately employed at Burrow, Stewart & Milne's foundry, Hamilton, was run over by a G.T.R. train on July 4. Deceased was about 40 years of age, and single. It is thought that he committed suicide through despondency at his mother's death.

WINDOW GLASS

We have good stocks on hand, all in prime condition, Window Glass, Picture Glass, Double Glass, 26-oz., 32-oz. Rolled Glass, Ornamental Glass, Stained, Enamelled and Embossed Glass. Send us your specification for Star and other Glass.

A. RAMSAY & SON MONTREAL — EST'D 1842 — GLASS IMPORTERS PAINT MAKERS

Hot Water in a "Jiffee."



The "Acme" No. 15.

Not necessary to light the range in kitchen. The No. 15 "Acme" will heat water for the bath or basin instantly. It's the cheapest reliable heater on the market — all copper, polished or nickel plated and substantially made. Has safety pilot lock to control gas supply and prevent waste.

Circular and prices upon application.

The James Morrison Brass Mfg. Co., Limited

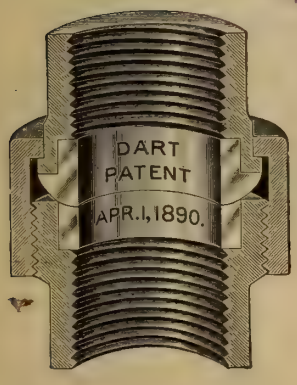
89-97 Adelaide St. West, TORONTO.

A UNION FOREVER IS THE

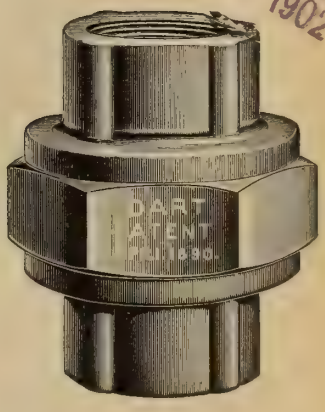
Dart Union

JUL 16 1902 RETURNED
RETURNED JUL 16 1902

BEST IN THE WORLD.



Bronze Ball Seats.
Ground Joint.
Malleable Iron Ends and Nut.



JUST ASK ABOUT IT.

THE FAIRBANKS COMPANY

Sole Canadian Agents, **MONTREAL AND VANCOUVER.**

Season 1902

Single and Double Barrel Muzzle Loading Guns
Single and Double Barrel Breech Loading Guns
Winchester Rifles — Winchester Carbines
Marlin Rifles — Stevens Rifles
Flobert Rifles — Air Rifles

REVOLVERS.

Smith & Wesson — Colts — Iver Johnson
Hunting Coats — Vests — Caps
Cartridge Belts — Gun Covers — Rifle Covers

CARTRIDGES.

Winchester — U.M.C. — Dominion

LOADED SHELLS.

Kynocks — Winchester — U.M.C. — Trap
Fishing Tackle — Hunting Knives — Dram Flasks
Skates — Hockey Pucks — Sleigh Bells
Cattle Chains — Stall Chains — Stall Fixtures

SEWING MACHINES.

Eldredge — Monarch — Coronna

CAVERHILL, LEARMONT & CO.

Wholesale Hardware and Metal Merchants,

CAVERHILL'S BUILDING — MONTREAL

What do you require in the way of

CANS?

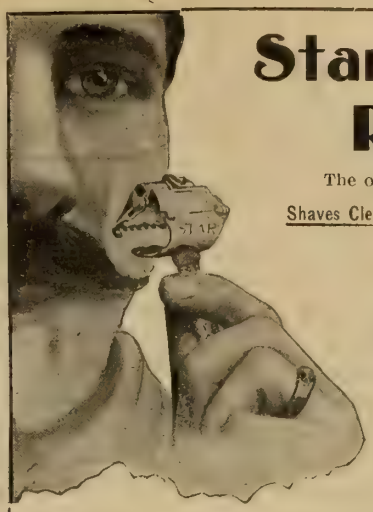
We manufacture the very best quality of

Paint and Color Cans, round and square.
Varnish and Oil Cans. Paint Irons
Paint Packages. Lye Tins.

and every description of Tin or Can required by the trade. We shall be pleased to send you quotations for anything you need in our line.

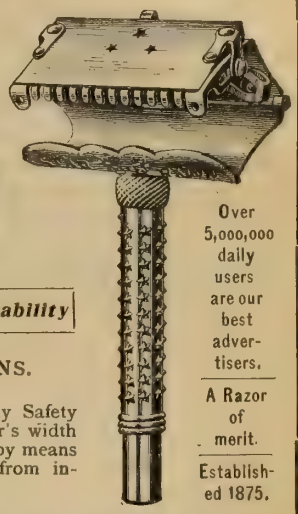
The Acme Can Works,

OFFICE AND FACTORY:
Ontario St. and Jeanne D'Arc Ave.,
MONTREAL.
JAS. B. CAMPBELL. WILLIAM PRATT.



Star Safety Razor.

The original and best Safety.
Shaves Clean Saves Time Never Pulls



A Marvel of Simplicity and Durability

BEWARE OF IMITATIONS.

The Three Star Safety is the only Safety Razor that can be adjusted to a hair's width by anybody to suit any face or beard by means of adjusting screws, fully protected from infringers by the U.S. Circuit Court.

Over 5,000,000 daily users are our best advertisers.

A Razor of merit.

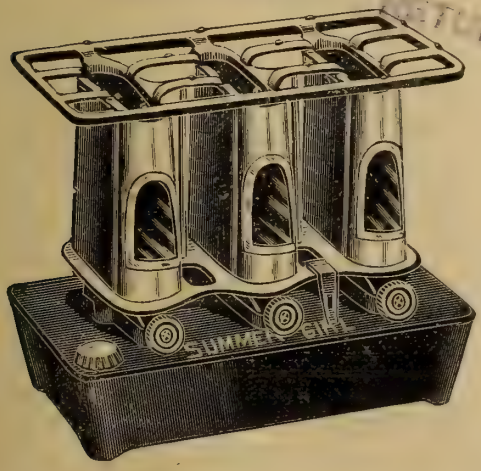
Established 1875.

For sale by all leading dealers throughout Canada.
Rock bottom prices upon application to

KAMPFE BROS.,
INVENTORS AND MANUFACTURERS,
8 Reade Street - NEW YORK CITY

TWO GOOD LINES FOR THE HOT WEATHER

OIL STOVES.



"LIGHTNING"
Crank—1, 2, 3, 4, 6, 8, 10, 12, 14 qt.
Fly Wheel—14 and 20 qt.

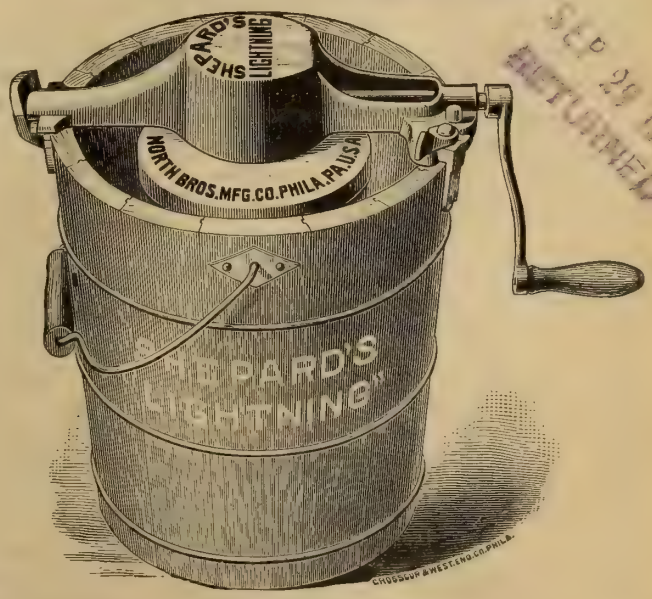
Iron Bottom "Summer Girl"
1, 2 and 3 burner.

Glass Bottom "German"
1, 2 and 3 burner.

Tin Bottom, "Eagle," 2 and 3 burner.

"Blue Flame Wickless," "Standard"—All Sizes

ICE CREAM FREEZERS.



WE HAVE ON HAND A GOOD STOCK OF THE ABOVE LINES AT RIGHT PRICES.

THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

SIMARD & TREMBLY, general merchants, Copper Cliff, Ont., have assigned to James A. Mulligan, Sudbury, and their creditors meet July 11.

T. Hunter, painter, Ottawa, is seeking an extension.

A. Clouter, general merchant, St. Fabien, Que., has assigned.

Joseph Bourque, general merchant, St. Gertrude, Que., has compromised.

E. S. Sweet, general merchant, County Harbor, N.S., is asking for an extension.

A demand of assignment has been made on The Standard Tinware Co., Montreal.

The assets of E. G. Barnes & Co., bicycles, etc., Ottawa, were seized by bailiff.

C. T. Bailey & Co., general merchants, Qu'Appelle, N.W.T., have assigned to H. F. Horner.

A. Prevost & Co., general merchants, St. Agathe De Monts, Que., are offering to compromise.

V. E. Paradis has been appointed curator of Leger Lemelin, general merchant, St. Raphael, Que.

Two demands of assignment have been made on W. P. Scott, painter and decorator, Montreal.

A. Curtis & Son, general merchants, Macdonald, Man., have been granted a partial extension.

Lucas & Co., harnessmakers, Port Perry, Ont., have assigned to James Lucas, and their creditors meet on July 14.

Gorman & McDonnell, general merchants, Douglas, Ont., have assigned to Robert C. McNab, and a meeting of creditors will be held on July 15.

PARTNERSHIPS FORMED AND DISSOLVED.

Gingras & Cie, painters, Montreal, have dissolved.

Pauli Bros., harnessmakers, Stratford, Ont., have dissolved; F. Pauli continues.

H. Colan & Co., general merchants, Kazubazua, Que., are dissolving partnership.

Phillip & McAdam, agricultural implement agents, Indian Head, N.W.T., have dissolved.

H. Bolan & Co., general merchants, Kazubazua, Que., have dissolved; the business is continued by Bell Bros.

The Sherbrooke Iron and Metal Co., Sherbrooke, Que., has dissolved, and Isaac Smith is now registered as proprietor.

Lemmon & Lawrenson, tinsmiths, Kingston, Ont., have admitted Matthew H. Claxton; and their style now is Lemmon, Claxton & Lawrenson.

SALES MADE AND PENDING.

Geo. Dunn, saw, shingle and planing miller, Warkworth, Ont., is advertising his business for sale.

The stock of Jos. Poirier, general merchant, Avignan, Que., has been sold at 68c. on the dollar.

The assets of J. B. Donville & Co., general merchants, St. Stanislas de B., Que., have been sold.

The stock of the estate of D. M. Kinzie, general merchant, Dutton, Ont., is advertised for sale by tender.

The stock of Thomas Oullet, general merchant, St. Moise Station, Que., has been sold at 60¼c. on the dollar.

CHANGES.

Dini & Cozzolino, railway contractors, Montreal, have registered.

G. Herschorn & Sons, scrap iron dealers, Montreal, have registered.

Roy, Ulric & Co., carriagemakers, Delorimer, Que., have registered.

Robert Eady, blacksmith, Rockingham, Ont., has added a general store.

Clough & Worthen, general merchants, North Hatley, Que., have registered.

Dansereau Freres, wood and coal merchants, etc., Montreal, have registered.

John Mitchell, sawmiller, etc., River John, N.S., is succeeded by Mitchell & Blair.

C. E. McConnell, general merchant, Elphin, Ont., has sold out to John Buttrell.

The Killarney Trading Co., Limited, Killarney, Man., has sold out to Marquis & McCullough.

Erant & Weidenhammer, hardware merchants, Grand View, Man., are succeeded by Alliss & Weidenhammer.

W. F. Puffer, agricultural implement agent, Lacombe, N.W.T., has sold his lumber business to J. W. Johnston.

Shaw & Whitlam, agricultural implement agents and grain merchants, Morden, Man., have sold their elevator to C. McKay.

FIRES.

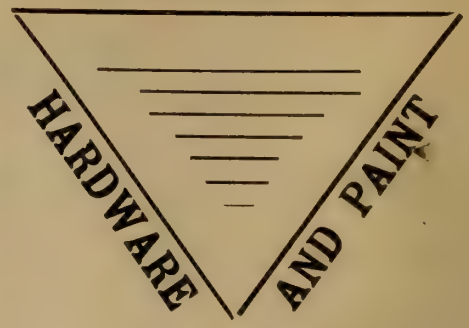
J. F. Alcorn & Co., sawmillers, Upper Brighton, N.B., were burned out; partially insured.

The shingle mill of the Metis Lumber Co., Limited, Price's Village, Que., was destroyed by fire; there was no insurance.

IRON FOUNDRY BURNED.

A large irom foundry, owned by Mr. Pascal Amesse, at 60 Nazareth street, Montreal, was totally destroyed by fire on Saturday morning, July 5. The cause of the fire is not known, Mr. Amesse having gone over the building the evening before with the watchman, when nothing whatever that could likely cause a blaze was discovered. The total loss is estimated at about $10,000. The insurance is about $5,000. The foundry will be rebuilt immediately, and business resumed at the earliest possible time.

PROGRESSIVE



MEN

are referred to page 43 of our catalogue—we have made and sold this Varnish for years, and it gives the best of satisfaction.

PEERLESS COPAL
HARD-DRYING
VARNISH

GUARANTEED FOR INDOOR AND OUTDOOR WORK.

SOLE MAKERS
THE CANADA PAINT COMPANY,
Limited,

Note the name
PEERLESS COPAL
and beware of substitutes.

Ample stocks in Montreal and Toronto.

THAT OLD RUSTED STOCK

Why don't you get it together and have it made like new?

WE REPLATE, REPOLISH

all kinds of Metal Goods in Gold, Silver, Copper, Brass and Nickel.

Don't put it off any longer. Get the old stock fixed up for your trade.

WRITE US FOR PRICES.

MOORE & ORR, Electro Platers

81 Adelaide St. W., - - TORONTO.

The Grey and Bruce Portland Cement Company of Shallow Lake, Limited,

Manufacturers of

"HERCULES" BRAND OF

Portland Cement

Unsurpassed for Sidewalks, Floors, and all work requiring the Highest Grade of Portland Cement.

HEAD OFFICE: OWEN SOUND.

FRANK MILLER'S

HARNESS PREPARATIONS.

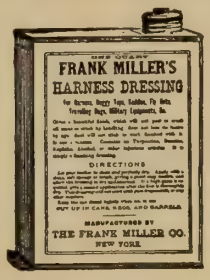
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant jet-black gloss which will not peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness

Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, thus adding life.

The highest quality of oil on the market.

A paper that gives satisfaction to every business or professional man is

WINDSOR MILLS

This paper is superior in quality, has a smooth writing surface and of good color. Every business man should be particular to see that he has good quality paper for his correspondence.

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

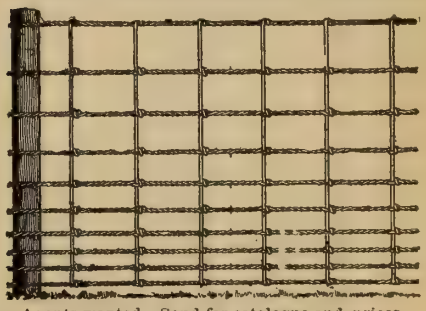
The Oshawa Wire Fence Co.

OSHAWA, ONT. Limited

Manufacturers of...

Woven Wire Fencing, Gates, Etc.

Also Dealers in Galvanized Fence Wire.



Agents wanted. Send for catalogue and prices.

The P. R. Cumming Manufacturing Co., Limited, TORONTO

We beg to advise the trade that we have purchased a large factory in Clarksburg, where we are installing a complete outfit of new automatic machinery for the manufacture of all kinds of **Enamelled Wood Turnings;** and that we have also acquired the business of **The Dominion Skewer Co.,** so that we now possess facilities unequalled in Canada for the production of curtain poles, rings, broom handles, enamelled knobs and handles, skewers, flagstaffs, etc., in addition to our present lines of kitchen specialties, such as can openers, mincing knives, mouse traps, etc.

Yours truly,

The P. R. Cumming Manufacturing Co.,

LIMITED,

90 Richmond Street East, TORONTO.

MANITOBA MARKETS.

Winnipeg, July 5, 1902.

IN all lines of hardware trade is excellent, jobbing houses having difficulty in keeping pace with orders. Money is a little more plentiful, and the whole tone of the market has improved. No changes in price are worthy of record for the week, but jobbers report a growing tendency to advance. Paints, oils and glass are in good demand and at steady prices.

The movement in binder twine is steady, and it now looks as if there would be no reduction in price, as there has been a larger demand for the south than was anticipated. In implements, trade has improved, and there is a good demand for mowers. There has been a more continuous demand for ploughs this season, owing to the enormous amount of breaking being done by new settlers. Inquiry is increasing for threshing outfits, and very considerable business has been done.

Quotations are as follows:

Barbed wire, 100 lb.	$3 30
Plain twist	3 40
Staples	3 95
Oiled annealed wire, 10	3 85
" 11	3 90
" 12	3 95
" 13	4 10
" 14	4 25
" 15	4 35
Galvanized wire, 6 to 8 gauge	4 00
" 9 "	3 50
" 10 "	4 05
" 11 "	4 20
" 12 "	3 65
" 13 "	3 75
" 14 "	4 45
" 15 "	4 60
" 16 "	4 75
Wire nails, 30 to 60 dy, keg	3 25
" 16 and 20	3 35
" 10	3 35
" 8	3 45
" 6	3 50
" 4	3 65
" 3	3 90
Coil chain, 3-16 inch	10½
" ¼ inch	8¾
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Cut nails, 30 to 60 dy.	3 10
" 20 to 40	3 15
" 10 to 16	3 20
" 8	3 25
" 6	3 30
" 4	3 60
" 3	3 75
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No 1	4 30
No. 2 and larger	4 05
Snow shoes, No. 0 to No. 1	4 55
No. 2 and larger	4 05
Steel, No. 0 to No. 1	4 40
No. 2 and larger	4 35
Bar iron, $2.70 basis.	
Swedish iron, $5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	2 79
18 to 22 gauge	4 75
24 gauge	5 00
26 gauge	5 25
28 gauge	5 50
Genuine Russian, lb	12
Imitation " "	8
Tinned, 24 gauge, 100 lb.	7 75
26 gauge	8 00
28 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	11 00
" IX "	13 00
" IXX "	15 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	$13 50
" " ⅜	14 00
" ¼ and 5-16	14 20
Manila, 7-16 and larger	17 00
" ⅜	17 55
" ¼ and 5-16	18 00
Solder	20
Cotton Rope, all sizes, lb.	17
Axes, chopping	$ 7 50 to 12 00
" double bitts	12 00 to 18 00
Poultry netting, 24 in.	1 35
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	57½ p.c.
Bolts, carriage	50 p.c.
Machine	50 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Bluestone, cask lots	$5 50
Spades and shovels	40 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 25
Chilled	6 75
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2½ p.c.
" " plain	70 and 15 p.c.

PETROLEUM.

Water white American	25½c.
Prime white American	24c.
Water white Canadian	22c.
Prime white Canadian	21c.

BINDER TWINE.

Sisal and Standard f.o.b. Winnipeg	$ 12
Manila, 550 feet	13
Manila, 600 feet	13¾
Pure Manila	15½

Five-ton lots ⅛c. less per lb., and car-lots ¼c. less.

SCRAP.

No. 1 cast iron	$13 to $14 per ton
No. 2 "	5 to 6 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 75
Less than barrel lots	80
Linseed oil, raw	87
Boiled	90
Lubricating oils, Eldorado castor	29
Eldorado engine	28½
Atlantic red	29½
Renown engine	41½
Black oil	[illegible]
Cylinder oil (according to grade)	55 to 74
Harness oil	65
Neatsfoot oil	90
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, East India	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 50
26 to 40 per 50 ft.	2 75
41 to 50 " 100 ft.	6 00
51 to 60 " " "	6 50
61 to 70 per 100-ft. boxes	7 00
Putty, in bladders, barrel lots per lb.	2½
kegs "	2¾
White lead, pure per cwt.	6 50
No. 1 "	6 00

Prepared paints, pure liquid colors, according to shade and color, per gal. $1.30 to $1.90

NOTES.

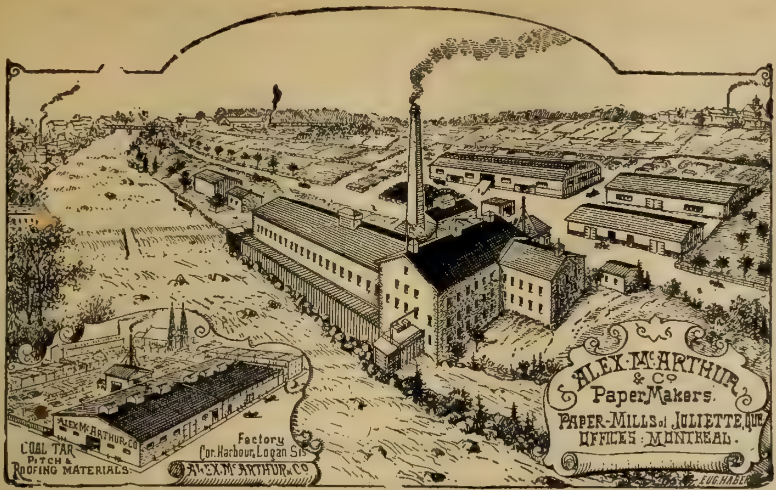
The large addition to the George D. Wood & Co. building is making good progress. That of the J. H. Ashdown Co. is up to the third floor.

Lawns have grown so luxuriantly this season that there has been a good demand for lawn mowers, and jobbers have had difficulty in supplying their orders.

American Sheet Steel Company
Battery Park Building
New York
Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
Plain and Painted
Flat, Corrugated and
"V" Crimped

Apollo Best Bloom Galvanized Sheets
W. Dewees Wood Company's
Planished Iron
W. Dewees Wood Company's
Refined Iron
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
58 St. Sulpice Street
Montreal



Bell Telephone, - - - Main 208.
Merchants' - - - - 311.

P. O. Box 839.

ALEX. McARTHUR & CO.

—MANUFACTURERS—

2 & 3-Ply Ready Roofing,
Building Papers,
Sheathing and Carpet Felt,
Coal Tar Products.

Hanging and Print Paper,
Brown and Manilla Wrapping.

Paper Mills: Joliette, Que.
Felt Factory: Harbour and Logan Sts., Montreal.
82 McGill Street, Montreal.

QUALITY—THE BEST—no better manufactured.

CURRENT MARKET QUOTATIONS

July 11, 1902

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits— 56 and 28 lb. ingots, 100 lb.	$32 00	$33 00

TINPLATES.

Charcoal Plates Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$6 75
I.X. "	....	8 25
I.X.X. "	....	9 75
Famous, equal to Bradley—		
I.C.	....	6 75
I.X.	...	8 25
I.X.X.	....	9 75
Raven and Vulture Grades—		
I.C., usual sizes	....	5 00
I.X. "	....	6 00
I.X.X. "	....	7 00
I.X.X.X. "	....	8 00
D.C., 12½x17	....	4 50
D.X	....	5 25
D.X.X	....	6 00

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 12x20	....	4 25
I.C., special sizes, base	....	4 75
20 x 28	....	9 00

Charcoal Plates - Terne.

Dean or J.G. Grade -		
I.C., 20x28, 112 sheets	....	8 50
I.X., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X.X., 14x56, 50 sheet bxs. } " 14x60, " } " 14x65, " }	....	0 06½

Tinned Sheets.

72x30 up to 24 gauge	....	8 00
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	1 95	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3 in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth & Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "silver" tool steel	0 12	0 14
" "special"	0 15	0 20
Jonas & Colver's tool steel.	0 08	0 15
"air hardening"	0 50	0 50
Drill steel, per lb	0 08	0 10

BOILER TUBES.

		Per foot.
1½, 1¾ and 4 inch	....	0 09
2½ in	....	0 16
3 in	....	0 13

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅝ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	....

COPPER WARE,

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	....	3 00
Half-polished	....	3 10
All bright	....	3 75

IRON PIPE.

Black pipe—		Per 100 feet.
⅛ inch	....	2 90
¼ "	....	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	...	5 20
1¼ "	...	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	24 00
3 "	....	28 00
3½ "	....	36 00
4 "	....	43 00
4½ "	....	50 00
5 "	....	57 00
6 "	....	73 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Discount 4 per cent.

Malleable Fittings—Discount 35 p.c.

Cast Iron Fittings—

On all cast iron fitting, including plugs, bushings, unions and nipples, 60 p.c. dis.

All others—discount 60 p.c.

GALVANIZED SHEETS.

	G.C.	Comet.	Amer.	Queen's Head.
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	....	4 05
26 "	4 25	4 00	....	4 25
28 "	4 50	4 25	*4 40	4 50

Less than case lots 10 to 15c. extra.

*29 gauge.

CHAIN.

Proof coil, 3-16 in., per 100 lb.		....	....
" ¼ "	...	7 85	8 10
" 5-16 "	...	5 25	5 50
" ⅜ "	...	4 50	4 75
" 7-16 "	...	4 25	4 50
" ½ "	...	4 20	4 50
" 9-16 "	...	4 05	4 50
" ⅝ "	...	4 00	4 50
" ¾ "	...	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 p.c.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.

		Per 100 lb.
English B.S., ton lots	....	14 00
Lake Superior	....	....

Bars.

Cut lengths, round, ½ to ⅞ in	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00

Sheet.

Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

Boiler and T.K. Pitts.

Plain tinned, per lb	....	0 28
Spun, per lb	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.		
Sheets, hard-rolled, 2x4		0 3
Tubing, base, per lb		0 23½

ZINC SPELTER.

Foreign, per lb	5 50	6 00
Domestic "	....	....

ZINC SHEET,

5-cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD.

Imported Pig, per 100 lb.	3 50	3 75
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7 50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Discount, 60 p.c. on medium and extra heavy, and 55 p.c. on light soil pipe and fittings.

SOLDER.

	Per lb.	Per lb.
Bar half-and-half, guarant'd	....	0 20
Bar, half and-half, commer'l	....	0 19½
Refined	....	0 19
Wiping	....	0 18½

ANTIMONY.

Cookson's, per lb	....	9 50

WHITE LEAD.

	Per 100 lb.
Pure	5 87½
No. 1	5 50
No. 2	5 12½
No. 3	4 75
No. 4	4 37½
Munro's Select Flake White	6 37½
Elephant and Decorators' Pure	6 12½
Brandram's B.B. Genuine	7 00
" " No. 1	6 00

RED LEAD.

Genuine, 560 lb. casks, per cwt.	$4 75
Genuine, 100 lb. kegs, per cwt	5 00
No. 1, 560 lb. casks, per cwt	4 25
No. 1, 100 lb. kegs, per cwt	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 50
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 25
Second qualities, per gallon	...	1 10
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co's pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Stewart & Wood's Champion pure		1 20

COLORS IN OIL.

25 lb. tins, standard Quality.

Venetian red, per lb	0 04½	0 06
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "	....	0 06
Marine black	....	0 09
Chrome green	....	0 10
French imperial green	....	0 12
Signwriters' black	....	0 16
Burnt umber	...	0 11
" sienna	....	0 11
Raw umber	....	0 11
" sienna	....	0 11

COLORS, DRY.

Common ochre, bbls	1 20	1 30
Yellow ochre (J.F.L.S.), bbls.	....	2 00
Yellow ochre (La Belle)	1 15	1 25
Brussels ochre	....	2 00
Venetian red (best), bbl	1 75	2 00
English oxides, per cwt	3 00	3 25
American oxides, bbls	1 25	2 00
Canadian oxides, bbls.	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb	....	0 0
" umber, " "	....	1 10
Raw do	. .	0 09
Drop black, pure	....	0 09
Chrome yellows, pure	....	0 18
Chrome greens, pure per lb	0 09	0 10
Golden ochre	0 04	0 05
Ultramarine blue, in 28-lb. boxes, per lb	0 06	0 18
Fire proof mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb.	....	0 07
Mortar color, per 100 lb	1 25	1 50
Pure Indian red, No. 45, lb	0 08	0 10
Whiting, bbl	0 55	0 60
English vermilion in 30-lb. bags.		0 95

PARIS GREEN.

		Per lb
Petroleum, casks	0 16½	0 18
Arsenic kegs	0 17	0 19
50 lb. and 100-lb. drums	0 18½	0 19½
25-lb. drums	0 19	0 20
1-lb. packages	0 20	0 20½
½-lb. do	0 22	0 22½
1-lb. tins,	....	....
½ lb. do.	..	....

F.O.B. Toronto. Terms—3 p.c. off 30 days, or 4 mos. from date of delivery.

BLUESTONE.

Casks, for spraying, per lb.	0 07
100-lb. lots, do per lb	0 08

PUTTY.

Bulk in bbls	1 90
Bulk in less quantity	2 05
Bladders in bbls.	2 25
Bladders in kegs, boxes or loose	2 40
Bladders in 25-lb. tins	2 35
Bladders in 12½ lb. tins	2 65
Bladders in bulk or tins less than 100 lb	2 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	....	1 25
" No. 1	....	1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine, brown japan	1 25	1 30
" black japan	0 85	1 20
" " No. 1	0 50	0 75
Elastilite varnish, 1 gal. can, each,		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels: Size 1, $1.20; size 2, 70c.; size 3, 40c. each.

Sherwin-Williams' copal varnish, assorted case, from ½-pts. to 1 gal. $2.50.

CASTOR OIL.

East India, in cases, per lb.	0 09½	0 10
" small lots	0 10	0 10

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 20
" neatsfoot	....	0 90

GLUE

Common	0 08½	0 09
French medal	0 14	0 14½
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 22	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	....	0 18

JOSEPH RODGERS & SONS
Limited
SHEFFIELD, ENGLAND.

Each blade of our Goods bears the exact mark here represented.

REGISTERED TRADE MARK. GRANTED 1682

JAMES HUTTON & CO., MONTREAL SOLE AGENTS IN CANADA.

HARDWARE.

Ammunition.

Cartridges.

B. B Caps Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 40 p. c., Amer
Rim Fire Cartridges, Dom., 5 (and 5 p. c
Central Fire Pistol and Rifle 10 p.c. Amer.
Central Fire Cartridges, pistol sizes Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.
Central Fire, Military and Sporting, Amer. add 5 p.c. to list. B.B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p.c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads	per lb
Best thick white felt wadding, in ¾-lb bags	1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads in boxes of 1,000 each, 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Adzes.

Discount, 20 per cent.

Anvils.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, " " "	0 11¼

Augers.

Gilmour's discount 65 and 5 p.c. off list.

Axes.

Chopping Axes		
Single bit, per doz	5 50	10 00
Double bit, "	11 00	18 00
Bench Axes, 40 p.c.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 00	10 00

Axle Grease.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

Bath Tubs.

Zinc	6 00

Copper, discount 15 p.c. off revised list

Baths.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
" " " 2nd "	20 00

Anti-Friction Metal.

"Tandem" A. per lb.	0 27
" B. "	0 21
" C. "	0 11½
Magnolia Anti-Friction Metal, per lb	0 25
Frictionless metal, per lb	0 23

SYRACUSE SMELTING WORKS.

Aluminum, genuine	0 41
Dynamo	0 27
Special	0 22
Aluminum, 99 p.c. pure "Syracuse"	0 45

Bells.

Hand

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 45 per cent		

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 40 per cent.

Belting.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 p.c.

Bits.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen. net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind and Bed Staples.

All sizes, per lb	0 07¾	0 12

Bolts and Nuts.

	Per cent.
Carriage Bolts, common ($1 list)	55
" " full square ($2.40 list)	55
" " Norway iron ($3 list)	50
Machine Bolts, all sizes	50 and 5
Plough Bolts	50 and 5
Blank Bolts	50 and 5
Bolt Ends	50 and 5
Sleigh Shoe Bolts	65 and 5
Coach Screws, cone point	66⅔

Nuts, square, all sizes, 3½c. per lb off.
Nuts, hexagon, all sizes, 3¾c. per lb. off.
Stove rods, per lb. 5½ to 6c.
Nuts, in 50 lb. lots ¼c. per lb. extra, in less than 50 lb. lots, ½c. extra.

Boot Calks.

Small and medium, ball, per M	4 25
Small heel, per M	4 50

Bright Wire Goods.

Discount .... 62½ per cent

Broilers.

Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

German, per doz	6 00	11 00
American, per doz	12 00	20 00

Butcher Knives.

Bailey's, per doz.	0 60	6 30

Building Paper, Etc.

Tarred felt, per 100 lb	1 70
Ready roofing, 2-ply, not under 45 lb. per roll	85
Ready roofing, 3-ply, not under 65 lb. per roll	1 10
Carpet felt, per ton	45 00
Dry sheathing, per roll, 400 sq. ft.	35
Tar sheathing, " " "	45
Dry fibre " " "	50
Tarred fibre, " " "	60
O.K. & I.X.L., " " "	65
Resin-sized, " " "	40
Oiled sheathing, " 600 "	1 10
" " " 400 "	70
Roof coating, in barrels, per gal.	17
" " small packages	25
Refined tar, per barrel	4 50
Coal tar, "	4 00
Coal tar, less than barrels, per gal.	15
Roofing pitch, per 100 lb	85

Bull Rings.

Copper, $2.00 for 2½ in. and $1.90 for 2 in.

Butts.

Wrought Brass net revised list.

Cast Iron.

Loose Pin, dis., 60 per cent.

Wrought Steel

Fast Joint, dis. 65, 10 and 2½ per cent.
Loose Pin, dis. 65, 10 and 2½ per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Carpet Stretchers.

American, per doz	1 00	1 50
Bullard's, per doz	....	6 50

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian Portland	1 90	2 75
English "	3 00	3 15
Belgian "	2 50	2 75
Canadian hydraulic	1 25	1 50
Arrow	....	2 25
Buffalo	....	2 00

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. S. & W. Extra 60, 10 and 5 p.c.

Churns.

Revolving Churns, metal frames—No. 0, $8—No. 1, $8.50—No. 2, $9.00—No. 3, $10.00—No. 4, $12.00—No. 5, $16.00 each. Ditto, wood frames—20c. each less than above. Discounts: Delivered from factories, 56 p.c.; from stock in Montreal, 54 p.c. Terms, 4 months or 3 p.c. cash in 30 days

Clips.

Axle dis. 65 per cent.

Closets.

	Net.
Plain York or Ontario Syphon Jet.	$9 60
Emb. York or Ontario Syphon Jet.	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. Elgin or Teu. Syphon Washout	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
" " " " emb.	10 20
Plain Richelieu	4 00
Emb. Richelieu	4 25
Connections	1 25
Low Down Ont. Sy. Jet, plain	11 70
" " " " " emb'd.	12 30
Closet connection	1 25
Basins P.O., 14 in.	0 70
" oval 17 x 14 in.	1 50
" " 19 x 15 in.	2 25

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Conductor Pipe.

Plain or Corrugated.

2-inch, per 100 feet	3 00
3 " " "	4 00
4 " " "	5 25
5 " " "	6 75
6 " " "	9 00

Cradles, Grain.

Canadian, dis. 25 to 33⅓ per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair	17½
" " 5, "	22½
" 6, "	15
Boynto pattern "	20

Door Springs.

Torrey's Rod, per doz. (15 p.c.		2 00
Coil, per doz.	0 88	1 60
English, per doz.	2 00	4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.

Hand and Breast

Millar's Falls, per doz. net list.

DRILL BITS.

Morse, dis., 37½ to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.

EAVE TROUGH.

10-inch, per 100 ft.	$3 10

ELBOWS. (Stovepipe.)

	per doz.
5 and 6-inch, common	1 20
7-inch	1 35

Polished, 15c. per doz. extra.

ESCUTCHEONS.

Discount, 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent.
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "
Black Diamond, 60 and 10 to 60, 10	p.c.

Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle per gross 85c. to 1.50.

GLASS—Window—Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 20	4 25	....	6 25
26 to 40	2 40	4 65	....	6 75
41 to 50	....	5 10	....	7 50
51 to 60	....	5 35	....	8 50
61 to 70	....	5 75	....	9 75
71 to 80	....	6 25	....	11 00
81 to 85	....	7 00	....	12 55
86 to 90	....	7 75	..	15 00
91 to 95	..	....	...	17 50
96 to 100	.. .	....	....	20 50

GAUGES

Marking, Mortise, Etc.

Stanley's dis. 50 to 55 per cent.

Wire Gauges.

Winn's Nos. 26 to 33, each	1 65	2 40

HALTERS.

Rope, ⅜ per gross	....	....
" ½ "	....	9 00
" ⅝ to ¾	....	14 00
Leather, 1 in., per doz.	3 87½	4 00
" 1¼ in., "	5 15	5 20
Web, —per doz.	1 87	2 45

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent Can. dis. 25 to 27½ per cent.

Tack.

Magnetic per doz.	1 10	1 20

Sledge.

Canadian per lb.	0 07½	0 08½

Ball Pean.

English and Can., per lb.	0 22	0 25

HANDLES.

Axe, per doz. net	1 50	3 00
Store door, per doz.	1 00	1 50

Fork.

C. & B., dis. 40 per cent. rev list.

Hoe.

C. & B., dis. 40 per cent. rev. ist.

Saw.

American, per doz.	1 00	1 25

Plane.

merican, per gross	3 15	75

Hammer and Hatchet.

anadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair	13½

HANGERS.

		doz. pairs.
Steel barn door	5 85	6 00
Stearns, 4 inch	....	5 00
" 5 inch	....	6 50
Lane's covered—		
No. 11, 5-ft. run	....	8 40
No. 11½, 10-ft. run	....	10 80
No. 12, 10-ft. run	....	12 60
No. 14, 15-ft. run	....	21 00
Lane's O.N.T. track, per foot.	....	4½

HARVEST TOOLS

Discount, 60 per cent.

HATCHETS

Canadian, dis 40 to 42½ per cent.

Wire-Edged Ready Roofing

The above Roofing is fast becoming the popular substitute for Shingles, because it is **Durable, Economical** and **Fire-proof.** We wish to supply customers through the Retail Hardware Merchants, and, with that object in view, we are spending thousands of dollars in advertising our goods. It will be your fault, not ours, if we are forced to sell direct to the user.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent.
Heavy T and strap, 4-in., per lb.... 0 06½
" " 5-in., " 0 06¼
" " 6-in., " 0 06
" " 8-in., " 0 05¾
" " 10-in., " 0 05½
Light T and strap, dis. 65 and 5 per cent.
Screw hook and hinge—
6 to 10 in., per 100 lbs.... .... 4 50
12 in. up, per 100 lbs..... .... 3 25

HOES.

Per gro. pairs
Garden, Mortar, etc., dis. 60 p.c.
Planter, per doz..... 4 00 4 50

HOLLOW WARE

Discount,..... 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird Cage, per doz..... 0 50 1 10
Clothes Line, per doz..... 0 27 0 63
Harness, per doz..... 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz..... 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 47½ per cent.

Wire.

Hat and Coat, discount 45 per cent.
Belt, per 1,000 ..... 0 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.

"C" brand 50 and 7½ p.c. off new list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk, 60 per cent.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1. and smaller.
Light, medium and heavy...	3 50	3 75
Snow shoes.....	3 75	4 00
Steel Shoes.		
Light.....	3 60	3 85
Featherweight (all sizes).....	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.
Toe weight steel shoes..... 6 70

JAPANNED WARE.

Discount, 45 and 5 p.c. off list, June 1899.

ICE PICKS.

Star per doz..... 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb.....) 30 0 50
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis., 45 p.c.
Cabinet, trunk, and padlock, Am. per gross 60

KNOBS.

Door, japanned and N.P., per doz..... 1 50 2 50
Bronze, Berlin, per doz..... 2 75 3 25
Bronze Genuine, per doz.... 6 00 9 00
Shutter, porcelain, F. & L screw, per gross 1 30 4 00
White door knobs—per doz. 95 1 00

HAY KNIVES.

Discount, 60 per cent.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz..... 7 00
No. 3 Wright's 8 50
Ordinary, with O burner..... 4 00
Dashboard, cold blast..... 9 00
No. 0..... 5 75
Japanning, 50c. per doz. extra

LEMON SQUEEZERS.

Porcelain lined, ...per doz. 2 20 5 60
Galvanized..... 1 87 3 85
King, wood..... 2 75 2 90
King, glass..... 4 00 4 50
All glass..... 1 20 1 30

LINES.

Fish per gross..... 1 05 2 50
Chalk " 1 90 7 40

LOCKS

Canadian, dis 40 p.c.
Russel & Erwin per doz.... 3 00 3 25
Cabinet.
agle, dis. 30 p.c.

Padlocks.

English and Am. per doz.... 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.

Flat head discount 25 p.c.
Round Head discount 20 p.c.

MALLETS.

Tinsmiths' per doz..... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz.. .... 3 85 5 00
Caulking each..... 60 2 00

MATTOCKS.

Canadian, per doz..... 5 50 6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.
German, 15 per cent.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Quotations are;	Cut.	Wire.
2 d and 3d	$3 45	$3 55
3 d	3 10	3 22
4 and 5d..... ..	2 85	3 05
6 and 7d.....	2 75	2 90
8 and 9d.....	2 60	2 70
10 and 12d.....	2 55	2 65
16 and 20d.....	2 50	2 60
30, 40, 50 and 60d. (base).....	2 45	2 55

Wire nails in carlots are $2.50
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 75 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.

NAIL PULLERS.

German and American..... 1 85 3 50

NAIL SETS.

Square, round, and octagon per gross..... 3 38 4 00
Diamond..... 12 00 15 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 50 and 5 to 50 and 10 p.c.
2-in. Mesh, 18 w.g. and heavier, 50 p.c.

OAKUM.

Per 100 lb
Navy 6 00
U.S. Navy..... 7 25

OILERS.

McClary's Model galvan. oi can, with pump, 5 gal. per doz..... .... 10 00
Zinc and tin, dis. 50, 50 and 10
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAILS.

Dufferin pattern pails, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
6, 10 and 14-qt. flaring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.

Per doz..... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross... 1 75 3 00
Brass head " 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 p c.

PINE TAR.

½ pint in tins, per gross. 7 80
1 " " 9 60

PLANES.

Wood, bench, Canadian dis. 40 per cent.
American dis. 50.
Wood, fancy Canadian or American 7⅛ to 40 per cent.

PLANE IRONS.

English per doz..... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz..... 0 60 2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 p.c.
"J.M.T." Cushion work, dis. 50 p.c.
Fuller work, dis. 65 p.c.
6 doz. lots and ver of the above extra dis. 10 p c.
Lever Handle Stops and Waste, discount 60 p c. With, in lots of 2 doz. and over, an extra dis. of 10 p.c.
"J.M.T." Globe, Angle and Check Valves, dis. 55 p.c.
Standard Globe, Angle and Check Valves, dis. 65 p.c.
"J.M.T." Radiator Valves, dis. 55 p c.
Standard " " dis., 65 p.c.
Patent Quick Opening Valves, dis. 70 p.c.
No. 1 compression bath cock, net .. 2 00
No. 4 " " 2 00
No. 7, Fuller's 2 20
No. 4½, " 2 35
Patent Compression Cushion, basin cock, hot and cold, per doz 15 00
Patent Compression Cushion, bath cock No. 2208 ..... 2 25
Square head brass cocks, 60 p.c.
" " iron " 60 p.c.
Competition Globe, Angle and Check Valves discount, 70 p. c.
Competition Quick Opening Radiator Valves, discount, 70 p.c.

PRESSED SPIKES.

Discount 2½ per cent.

PULLEYS.

Hothouse, per doz..... 0 55 1 00
Axle..... 0 22 0 33
Screw..... 0 27 1 00
Awning..... 0 35 2 50

PUMPS.

Canadian cistern..... 1 80 3 60
Canadian pitcher spout..... 1 40 2 10

PUNCHES.

Saddlers', per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinners', solid per set..... 0 00 0 72
" hollow per inch..... 0 00 1 00

RANGE BOILERS.

Net.
Dominion, 30 gal. 5 75
Dominion, 35 " 6 75
" 40 " 7 75
Ronald's Galvanized, 30 gallons 6 50
" " 35 " 7 50
" " 40 " 8 50
Copper, 30 gallons..... 20 00
" 35 " 23 20
" 40 " 26 40

RAKES.

Wood, per doz. net 110

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler & Co.'s.....	4 00	18 00
Boker's.....	7 50	11 00
" King Cutter.....	12 50	50 00
Wade & Butcher's	3 60	10 00
Theile & Quack's.....	7 00	12 00
Bailey's	6 00	12 00
Carbo Magnetic Razor		15 00
Griffon Barbers' Favorite		10 75
Griffon No. 65.....		13 0
Griffon Safety Razors.....		1 50
" Stropping Machines.		13 50

All other razors 50 p.c. off catalogue price.

REGISTERS.

Discount ..... 40 per cent

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c. per lb.
Copper Rivets with usual proportion burrs, 45 p. c. dis. cartons, 1c. per lb. extra, net.
Copper Burrs only, 30 and 10 p.c.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE, ETC.

Sisal	12½
Pure Manilla.....	15
"British" Manilla.....	13
Cotton, 3-16 inch and larger.....	16
" 5-32 inch.....	21
" ⅛ inch	22
Russia Deep Sea.	15
Jute	8
Lath Yarn	11
Sisal bed cord, 48 ft..... per doz.	65
" " 60 ft..... "	80
" " 72 ft..... "	95

RULES.

Boxwood, dis. 55 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS. per set.

Mrs. Potts, No. 55, polished. 70
" No. 50, nickle-plated. 75

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ pe cent.
B & A. sand, 40 and 5 per cent.
Emery, 40 per cent.
Garnet (Rurton's), 5 to 10 p.c. advance on list

SAP SPOUTS.

Bronzed iron with hooks, per doz. 9 50

SAWS.

Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.
Crosscut, Disston's, per ft.. 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3
Hack, complete, each 0 75 2 75
" frame only 0 75

SASH WEIGHTS.

Sectional, per 100 lbs..... 2 25 2 50
Solid, " 1 75 2 00

SASH CORD.

Per lb..... 0 23 0 30

SAW SETS.

Lincoln and Whiting, per doz. 4 75
Hand Sets, No. 1 Woodyatt (Morrill) 4 25
X-cut Sets, No. 3 Woodyatt (Morrill) 9 50

SCALES.

Burrow, Stewart & Milne—
Imperial Standard, 40 per cent.
Weigh Beams, 35 per cent.
Champion Scales, 55 per cen
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.
Warren's new Standard 40 p c.
" " Champion 55 p.c.

SCREW DRIVERS.

Sargent's per doz..... 0 65 1 00

SCREWS.

Wood, F.H., bright and steel, 87½ and 10 p.c.
Wood R. H., " dis. 82½ and 10 p.c.
" F. H., brass dis. 80 and 10 p.c.
Wood, R. H., " dis. 75 and 10 p.c.
" F.H., bronze, dis. 75 p.c.
" R.H. " 70 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz. 3 25 4 00
" iron, ... 4 25 5 00
Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.

Per doz., net..... 5 00 8 00

SCYTHE SNATHS.

Canadian, dis. 45 p.c.

SHEARS.

Bailey Cutlery Co., full nickeled, dis. 60 and 2½ p.c.
Bailey Cutlery Japan handles, 67½ p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.

SINKS.

Steel and galvanized, discount 45 per cent

SNAPS.

Harness, German, dis. 25 p.c.
Lock, Andrews'..... 4 50 11 50

SOLDERING IRONS.

1, 1½ lb., per lb..... 0 37
2 lb. or over, per lb..... 0 34

SQUARES.

Iron, No. 493, per doz..... 2 40 2 55
" Mo. 494, " 3 25 3 40
Steel, dis. 60, 10 and 5 p.c.
Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.

Plain, dis., 75 and 12½ p.c. off revised list.
Retinned, dis., 75 p.c. off revised list.

STAPLES.

Galvanized..... 3 25 3 50
Plain..... 2 90 3 15
Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

WINDOW GLASS —TO IMPORT.

Prompt Deliveries

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BEST GLASS of all kinds, our own manufacture. **Closest Prices.**

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

STOCKS AND DIES.

American dis. 25 p.c.

STONE.	Per lb.	
Washita	0 28	0 60
Hindostan	0 06	0 07
" slip,	0 09	0 09
Labrador	....	0 13
" Axe	....	0 15
Turkey	....	0 50
Arkansas	0 00	1 50
Water-of-Ayr	0 00	0 10
Scythe, per gross	3 50	5 00
Grind, 2 in, 40 to 200 lb, per ton	....	25 00
" under 40 lb. "	....	28 00
Grind. under 2 in. thick "	....	29 00

STOVE PIPES.

5 and 6 inch Per 100 lengths	....	7 00
7 inch " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4—3 dozen in case, net cash $4 80
No. 6—3 dozen in case, " 8 40

TACKS, BRADS, ETC.

Cheese-box tacks, blued .....80 & 12½
Trunk tacks, black and tinned 85
Carpet tacks, blued .....80 & 15
" " tinned .....80 & 20
" " (in kegs) 40
Cut tacks, blued, in dozens only ..80
" ¼ weights.....60
Swedes cut tacks, blued and tinned—
In bulk.....80 & 10
In dozens.....75
Swedes, upholsterers', bulk....85, 12½ & 12½
" brush, blued & tinned, bulk..70
" gimp, blued, tinned and japanned ....75 & 12½
Zinc tacks 35
Leather carpet tacks 55
Copper tacks 50
Copper nails 5 1½
Trunk nails, black.....65 and 5
Trunk nails, tinned.....65 and 10
Clout nails, blued.....65 and 5
Chair nails 35
Patent brads 40
Fine finishing..... 40
Lining tacks, in papers 10
Lining tacks, in bulk 15
" " solid heads, in bulk.... ... 75
Saddle nails in papers..... 10
" " in bulk..... 15
Tufting buttons, 22 line, in dozens only 60
Tin capped trunk nails..... 25
Zinc glazier's points..... 5
Double pointed tacks, papers.....90 and 10
" " " bulk 40
Shoe nails 60
Clinch and duck rivets 45

TAPE LINES.

English, ass skin, per doz....	2 75	5 00
English, Patent Leather....	5 50	9 75
Chesterman's each.....	0 90	2 85
" steel, each	0 80	8 00

TINNERS' SNIPS.

Bailey's, dis. 25 p.c.

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.

Disston's discount 10 per cent.
German, per doz..... 4 75 6 00
S. & D., discount 35 per cent.

TWINES.

Bag, Russian, per lb.....	....	0 27
Wrapping, cotton, 3-ply.....		0 19
" " 4-ply.....	....	0 23
Mattress, per lb.....	0 33	0 45
Staging, "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12¾
Pipe Vise, Hinge, No. 1.....	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

WIRE.

SMOOTH STEEL WIRE.

No. 0-9 gauge.....		$2 60
10 "	6c. extra.	
11 "	12c. "	
12 "	20c. "	
13 "	30c. "	
14 "	40c. "	
15 "	55c. "	
16 "	70c. "	

Add 60c. for coppering and $2 for tinning

Extras net per 100 lb. — Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, dis. 22½ per cent
List of extras : In 100-lb. lots : No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, 7.65—No. 24, $8—No. 25, $9—No. 26 $9.50—No. 27, $10—No. 28, $11 No. 29. $12—No. 30, $13—No. 31, $14—No. 32 $15, No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31 $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ½-lb. hanks, 75c.—in ¼-lb. hanks, $1—packed in casks or cases, 15c.—bagging or papering, 10c

Brass wire, 50 to 50 and 2½ per cent. off the list.
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.
Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, $3.50 to $3.85—No. 9, $3.85 to $3.15—No. 10, $3.60 to $3.95—No. 11, $3.70 to $4.10—No. 12, $3 to $3.30—No. 13, $3.10 to $3.40—No. 14, $4.10 to $4.50—No. 15, $4.60 to $5.05—No. 16, $4.85 to $5.35. Base sizes, Nos. 6 to 9 $2.52½ f.o.b. Cleveland.
Clothes Line Wire, regular 7 strand. No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70, No. 19, $2.35; No 20, $2.30, f.o.b. Hamilton, Toronto Montreal

WIRE FENCING.

Galvanized barb	....	3 00
Galvanized, plain twist.....	....	3 00
Galvanized barb, f.o.b. Cleveland, $2.77½ in less than carlots, and $2.65 in carlots		

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Painted Screen, per 100 sq. ft., net.. 1 37½
Terms, 3 per cent. off 30 days.

WASTE COTTON.

	per lb.
Colored.....	6
White	8

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Agricultural, 60 p.c.
Coe's Genuine, dis. 20 to 25 p.c.

Towers' Engineer, each.....	2 00	7 00
" S., per doz.....	5 80	6 00
G. & K.'s Pipe, per doz.....	....	3 40
Burrell's Pipe, each.....	....	3 00
Pocket, per doz.....	0 25	2 90

WRINGERS.

Leader..... per doz.	$30 00	33 00
Royal Canadian.. "	....	24 00
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LACQUERED,
ALL BRASS.

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J. H. Hanson, Agent, Montreal.

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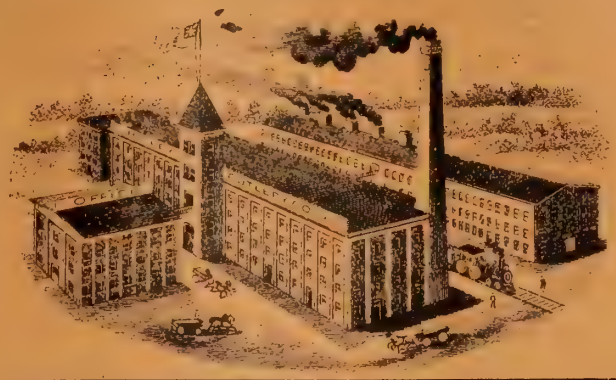

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VOL. XIV. MONTREAL AND TORONTO, JULY 19, 1902 NO. 29.

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RAZORS CUTLERY SCISSORS
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More popular than ever—why?

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No Saw Edges
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No Temper Streaks
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Sold by all Leading Jobbers.

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Mfrs. of "Griffon" CUTLERY

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BOOKLET COMING— if you'll ask for a copy with trade discount.

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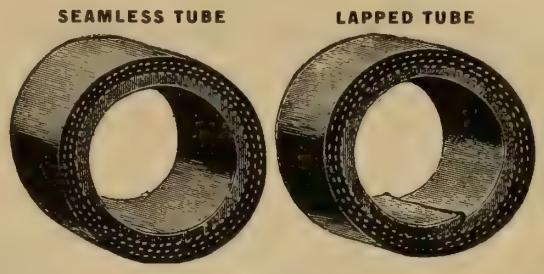

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"YANKEE TOOLS" ARE BETTER

No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.

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No. 41. "Yankee" Automatic Drill, Eight Drill Points in Handle.

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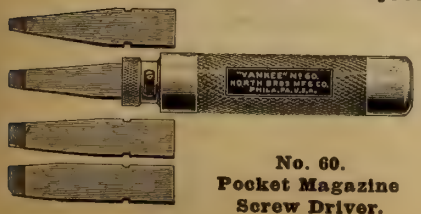

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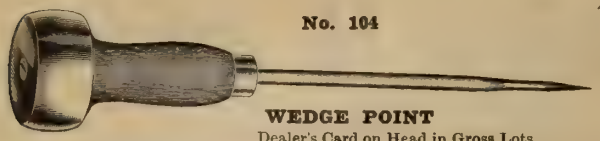
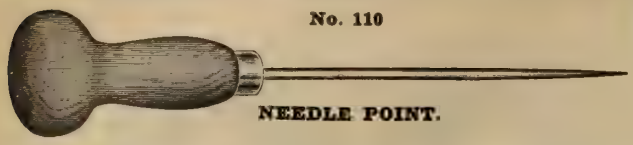


No. 104

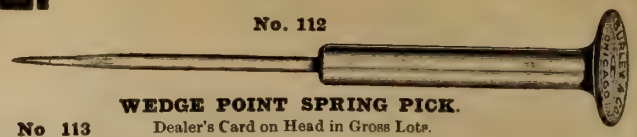
WEDGE POINT

Dealer's Card on Head in Gross Lots.



No. 110

NEEDLE POINT.



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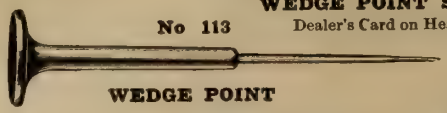
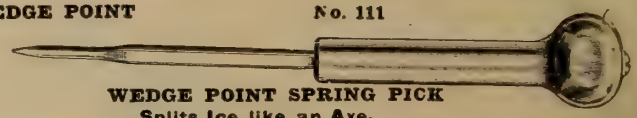
WEDGE POINT SPRING PICK.

Dealer's Card on Head in Gross Lots.



No 113

WEDGE POINT



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ANTI-RUST NICKEL-PLATED.

Steel Tempered; will not Bend, Break or Rust.

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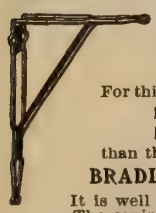
The Ottawa Paint Works, Ottawa, Ont.



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That's what a shelf bracket is for.

For this purpose there can be

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NOTHING CHEAPER

than the ....

BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong** and **Light.** The saving in freight is a good profit, aside from the **lower price** at which the goods are sold.

☞ Order direct or through your jobber.

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The Best Ready Roofing on Earth.

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Asphalt and Asbestine Gravelled

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WITH INTERLOCKING LAP.

Fire, water, acid or gas proof.
Shipped with cement and nails for laying.

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Send direct to us for the celebrated "NIAGARA" Brand Lace Leather, best produced in this country. Yellow and White in Sides or Cut Strings. Prices and Samples on application.

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Tanners of High-Class Leathers,
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Which can be obtained direct from the works or from the principal Color Dealers in Canada.

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54 Scotland St., SHEFFIELD — Table Cutlery, all qualities.

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All Purposes.

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BLACK BEAUTY LEATHER DRESSING.

An **absolute black,** free from acid. Will not rot stitches, but preserves the leather. Renews color and life of a harness, no matter how old, red and stiff. **Weather** and **water proof.**

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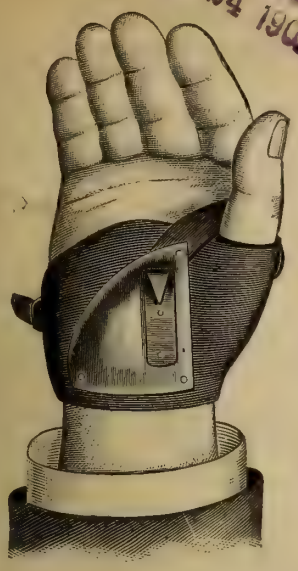

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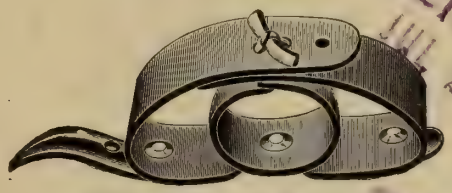
TO BE SUPPLIED THROUGH OUR LARGE AND VARIED STOCK OF

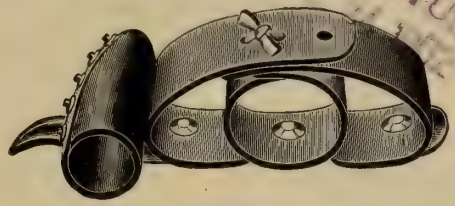
Husking Gloves, Harvest Mitts, Etc.

The trade handling husking goods will find it to their interest to have us quote them before placing their orders.

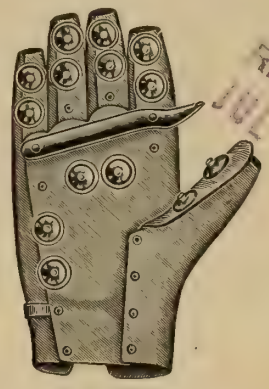
NO. I—Steel clad husker, heavy calfskin, large steel hook, with polished steel shield. Fits the hand perfectly.



NO. 0060—Husking Pin, made of steel and riveted to muleskin. Adjustable.

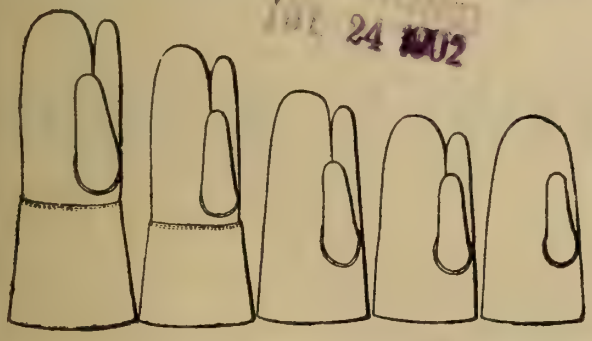


NO. 0065—Similar to No. 0060, but has finger cot.



NO. X 44—Muleskin Glove, protected by steel discs and rivets. Steel pin.

PARIS GREEN,
BINDER TWINE,
WE SOLICIT YOUR ORDERS.



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HARVEST MITTS.

With and without finger, in Sheep, Half-calf, Saranac, and Mule, 10, 12 and 15 inches long.

BARCLAY

JUNIOR

Corn Knives

BARCLAY, cast steel serrated blade. Blade can be set at angle to suit user.

JUNIOR, crucible steel, riveted handle.

Black Hawk AND Plymouth Rock CORN SHELLERS
SHELLERS THAT ARE SELLERS

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TORONTO, 87 YORK ST.

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SHEFFIELD, ENGLAND

Manufacturers of the Celebrated

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CANADA PLATES, "H. R. S. & CO."
TINPLATES, "H. R. S. & CO." Charcoals.
COIL CHAIN. "Rogers" Cokes.

Canadian Office:

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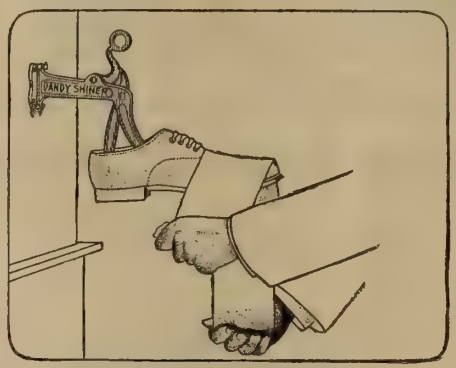
F. A. YORK, Manager.

THE DANDY SHINER

(nickel plated)

A HOUSEHOLD NECESSITY



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Established 1845

Main Office and Mills at Waterbury, Conn.

New York Store, No. 122 to No. 130 Centre St.
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Pope's Island "White"

and

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Suitable for Spinning, Drawing, Stamping and Jewelers' Work.

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MANUFACTURERS OF

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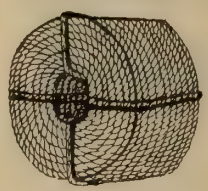
THE INDEPENDENT CORDAGE CO., Limited,

TORONTO.



Highest Award Pan-American Exposition.

MANUFACTURERS OF ALL KINDS OF

SISAL MANILA **ROPE,** Lath Yarn, Shingle Yarn, Hide Cord, Pulp Cord, Clothes Lines **BINDER TWINE**

Transmission Rope a Specialty.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

Steel Frame Churn.

"Maxwell Favorite Churn"

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1902. Steel or Wood Frame as desired.

Lawn Mowers.

High and Low Wheels. from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

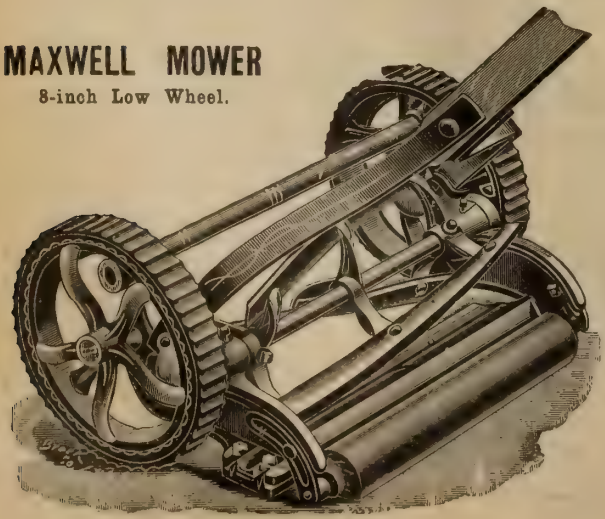
SEND DIRECT TO US.

Wheelbarrows.

In Four different Sizes.

MAXWELL MOWER

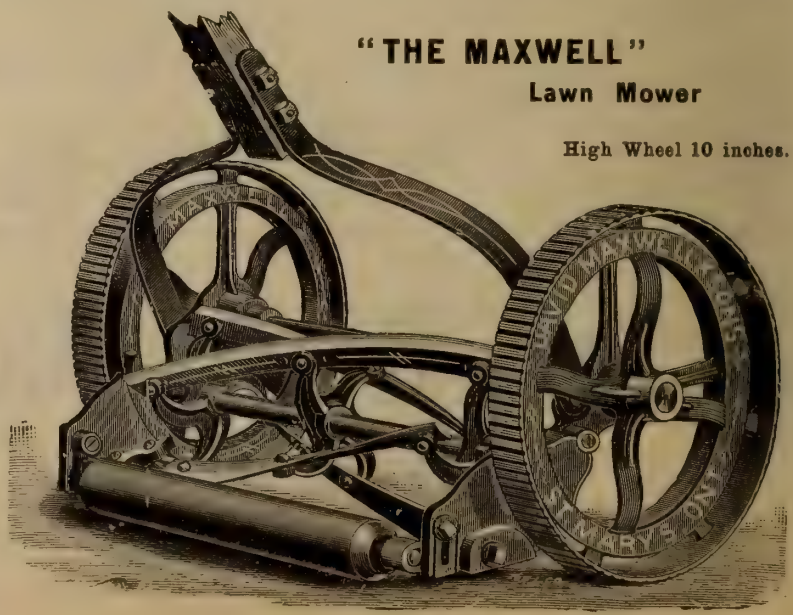
8-inch Low Wheel.



"THE MAXWELL"

Lawn Mower

High Wheel 10 inches.



KNOX HENRY

Heavy Hardware and Metal Broker
Room 32 Canada Life Bldg., MONTREAL.

Samples sent free on application.

HORSE NAILS—"C" Brand Horse – Nails
Canada Horse Nail Co.

"BRASSITE" GOODS — Gunn Castor Co. Limited, Birmingham, Eng.

WILLIAM ABBOTT, Agent,

Representing Manufacturers,

Steel Beams, Channels, Angles, etc.
Bar Iron and Steel, Plates, Tubes, etc.
Brass and Copper Rods, Sheets, Pipes.

CAST STEEL FOR ALL PURPOSES.

13 St. John Street, MONTREAL.

1,000 PRINTED ENVELOPES

For $1.00.

We do good printing cheap—500 Noteheads, 500 Envelopes and 500 Statements for $2.50.

Snaps in Stationery of all kinds.

WEESE & CO., Jobbers,
54 Yonge Street, - Toronto.

THE C. G. YOUNG CO.

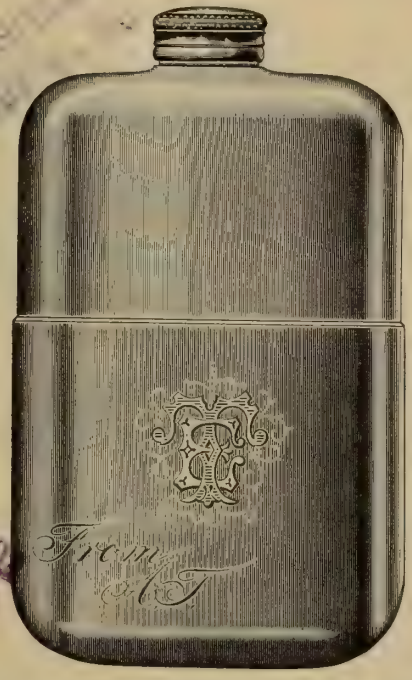
RUBBER STAMPS

AND SUPPLIES

No. 1 Adelaide Street East - Toronto

The TORONTO SILVER PLATE CO., Limited

Manufacturers of Sterling Silver and Electro Silver Plate.



Our **Fishing Flask,** made in 2 and 3 gill and quart size.

We make everything in Silverware, to use a Hardware expression, from a needle to an anchor, and guarantee the quality of everything stamped with our name and trade marks

Why buy imported goods when you can buy Canadian goods made by Canadian workmen, paid by Canadian capital, equally as good, if not better, and for less money?

FACTORIES AND SALESROOMS, - - - TORONTO, CANADA.

E. G. GOODERHAM, MANAGING DIRECTOR.

Luxfer Prisms!

The best investment for Improving Business Premises.

Why

do up-to-date business men install **Luxfer Prisms** in their store fronts or any place they are short of light?

Interior Rice Lewis & Son, Toronto.
Prisms in Front Windows.

Because

to get the best results they must have the best goods. Thus obtaining **good clear white light** which makes it easy to **show and sell goods.**

WRITE US.

Luxfer Prism Co., Limited

100 King Street West, - - TORONTO.

INDELIBLO PAINT

MIXES WITH COLD WATER

comes in dry powder only. 5 lbs. will make a gallon of paint. Sells all the way from 5c. up to 10c., according to color. Waterproof, washable, sanitary, fireproof. No smell. No mess. The colors are rich and durable. The white is the purest in tone. Splendid for large buildings, factories, breweries, elevators, also shafts and alleyways. Ask for color card and complete price list. Money in it.

Agents:

A. RAMSAY & SON, - - - MONTREAL
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McLENNAN, McFEELY & CO., - - VANCOUVER

BURMAN & SONS' CELEBRATED CLIPPERS

Established 1871. BIRMINGHAM, ENG. for Horsemen and Barbers.

NO. 297.

NO. 3—POWER CLIPPER, with "Wrist Joint."

As supplied to { The Czar of Russia. The King of Denmark. Earl Roberts, Etc., Etc.

THE "WARWICK" CLIPPER.
Cuts over three teeth.
As supplied to His Majesty's War Department.

Having bought the good-will, machinery and stock of Wm. Bown, Limietd, we shall in future supply the Celebrated "Newmarket" Clipper, marked exactly as before, with the addition of "Made by Burman & Sons, Limited, Birmingham" on the handles. Largest makers of Horse Clippers in the world.

SEND FOR PRICE LIST AND TERMS.

To be obtained from all the principal Jobbers throughout the Dominion.

Australasian Hardware and Machinery.

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

SUBSCRIPTION $1.25 PER ANNUM,

post free to any part of the world.

PUBLISHING OFFICES:
Melbourne - Fink's Buildings.
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Specimen Copies on application.

CANADA FOUNDRY CO. LIMITED.

WE LEAD

IN THE MANUFACTURE OF:

Cold Pressed Nuts,
Square and Hexagon,
Finished and Semi-Finished,
Cap Screws,
Set Screws,
Thumb Screws, Bolts,
Special Milled Work, etc.

CANADA FOUNDRY COMPANY.
LIMITED.

14-16 King St. East, TORONTO.

NIXON AND WINTERBOTTOM, Ltd.

MANUFACTURERS.

PYRAMID WORKS, SHEFFIELD, ENGLAND.

Registered Trade Mark

Registered Trade Mark.

TABLE CUTLERY BUTCHERS' KNIVES & STEELS FARRIERS' KNIVES	ESTABLISHED 1861 TELEGRAMS "PYRAMIDS, SHEFFIELD."	BREAD KNIVES PUTTY, PALLETTE, SHOE & POTATO KNIVES

CASE CARVERS A SPECIALTY

Canadian Agents: W. L. HALDIMAND & SONS, St. Dizier Street, MONTREAL.

ESTABLISHED 1750

THE EDINBURGH ROPERIE & SAILCLOTH Co Ltd

LEITH SCOTLAND

TELEGRAPHIC ADDRESS ROPERIE

MANUFACTURERS OF EVERY DESCRIPTION OF

CORDAGE & CANVAS

MANILA ROPE
SISAL ROPE
NEW ZEALAND ROPE
RUSSIAN ROPE
JUTE ROPE
FISHING LINES
NETTING TWINES
PARCEL TWINES
SPUNYARNS & PACKINGS
BAILING ROPES & CORDS

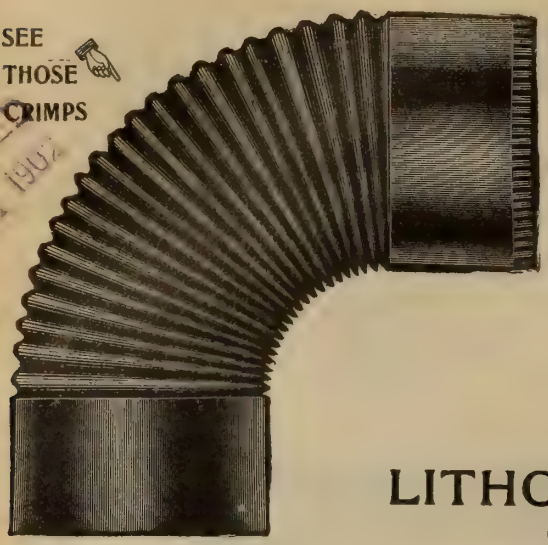
TRADE MARK E R Co 1750

SAILCLOTH
STEAMER CLOTHS
AWNINGS
TENT CLOTHS
DUCKS
PRESSING CLOTHS
TARPAULINGS
CHEMICAL WATERPROOF
SEAMING TWINES
ROPING TWINES

BUYERS OWN SAMPLES MATCHED AT LOWEST TRADE TERMS

ADDRESS ALL COMMUNICATIONS TO OUR CANADIAN OFFICE AND STORES,

THE EDINBURGH ROPERIE & SAILCLOTH CO'Y, Limited, · · 9 St. Peter Street, MONTREAL.

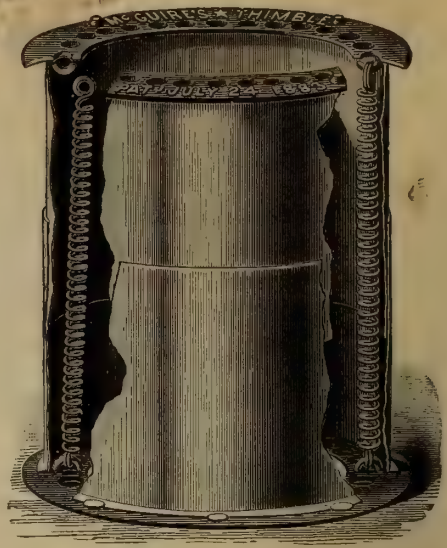


One-Piece Stove Pipe Elbows.
3 sizes. The strongest made.

KEMP'S
Stove
—AND—
Furnace
Supplies

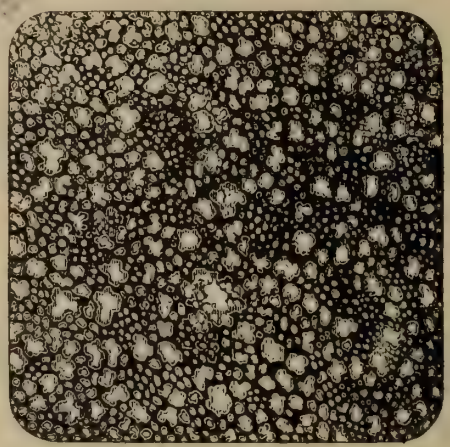
are unexcelled in quality and workmanship.

LITHOGRAPHED
One-Piece
STOVE BOARDS.



Stove Pipe Extension Thimbles.
Will fit any Wall or Ceiling.

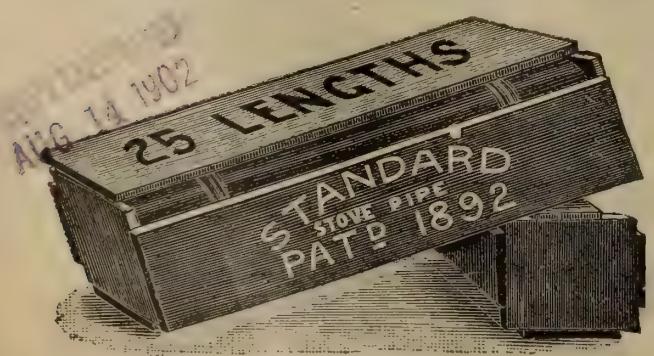
FURNACE ELBOWS
in
TIN, GALVANIZED
and
BLACK SHEET STEEL.
COAL HODS.

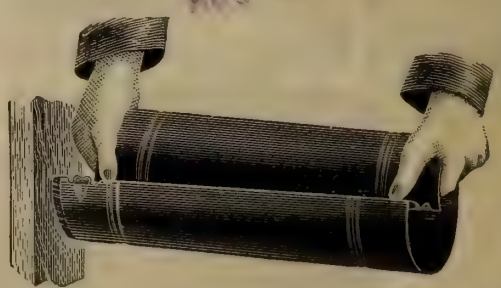


STOVE SHOVELS.
COAL SIEVES.
FLUE STOPPERS.
STOVE PIPE COLLARS.
STOVE PIPE DAMPERS.

Kemp's Standard Stove Pipe (Nestable)

Easily put together, requiring neither rivets or tools.
Uniform in size, securing a perfect fit. . . . . .





We carry in stock a full line of Metals, comprising Canada Plate, Galvanized Iron and Black Steel Sheets, also Tinplate, etc., and would be pleased to quote for shipment from **Stock or for Import.**

KEMP MANUFACTURING CO., TORONTO, CAN.

PROFITS IN THE RETAIL STOVE TRADE.

A General Complaint Regarding Their Inadequacy

IN CONNECTION with the growing sentiment among retail stove dealers that sufficient profits were not realized by retailers, HARDWARE AND METAL obtained the opinions of the following representative retail dealers of Toronto :

HANDLING EXPENSES.

Mr. McDonald, of McDonald & Willson, 187 Yonge street, said : "In the stove business I find the expense of handling stoves out of proportion to the volume of business to be done. For handling, at least two men and one horse are required. The ratio of profit is not sufficient to carry on a stove business by itself. We have here a satisfactory business ; but I can assure you we couldn't do business on Yonge street with a business handling stoves exclusively. To my knowledge, this is a condition of affairs that obtains everywhere in Canada and the United States. Stoves are usually sold in conjunction with other lines of goods. I think this is a necessity. At the same time. so far as I can learn, the ratio of profit is not so good here as in other lines. In my opinion the retailers don't get the fair proportion of the profit on a stove. As I said, the cost of handling is excessive. No, I could not suggest a remedy off-hand."

COMPLAINTS ABOUT THE MANUFACTURERS.

Mr. Scott, of Milne's Jewel Stove Store, 4 Queen street east, when visited by HARDWARE AND METAL made this statement : "Unless we carried on another business here in connection with the stove business, we would have to close up shop. In fact, the profits are so small in that line, it simply would not pay us to continue. I find that the manufacturer will sell stoves to private parties for less than we can secure them from the wholesale manufacturer. If the manufacturer would not sell, the retail store would be able to make a fair profit. Two cases of this kind, both in connection with personal friends of my own, came under my notice within the last week. The men are getting more money per week to-day than the owners of small retail stores.

"I firmly believe that if the retail men would amalgamate and refuse to take old stoves in exchange, in the same way that departmental stores do, our profits would be better. They get full profits for their wares ; we suffer loss on the old stoves."

AMISS IN THEIR FIGURING.

Mr. David Millar, manager of The Gurney Oxford Stove and Furnace Co., 231 Yonge street, thus expressed himself : "There is positively no doubt of this. The profits to be realized handling stoves are certainly very discouraging. No, I can't exactly tell the cause of this, unless it be keenness of competition. What I believe to be an important factor in the unsatisfactory business of stoves is that dealers do not, in figuring on the price for sale, take into consideration all the elements of the cost. Thus, when they get their stove they figure on 25 per cent., but fail to reckon on the important feature of the cost of delivery or setting up. I'll show you an average case. Suppose I pay $19 for a stove. I'll reckon on 25 per cent. profit. Then I'll mark the price $23 75. But I have yet to pay for taper pipe 8c.; cartage, 75c.; fitting up, 90c. Mind you, I haven't considered the time spent by the boy in fixing mica, or the cost of storing the stove in my shop. My profit is about $2.50 or $3. But that isn't the worst of the case. The departmental store will step in and sell this stove for $21.50, while we are making little enough by selling at $23.50. Our profits range from 12½ to 15 per cent. instead of from 20 to 25 per cent. at least.

OLD STOVES.

"No, I don't object to handling second-hand stoves. If we get a poor second-hand stove, and they generally are poor, we just hand them over to the junk men for old iron and no great trouble is occasioned us. If we get a good one we can make twice as much on it as we can on regular stoves, at the same time giving our customers first-class goods. We know that profit on ranges and heating stoves is not sufficient. It wouldn't pay us to handle them outside of jobbing work and other lines. Yet, I feel that ranges and heating stoves furnish us with a bulky system of expensive advertising.

"We must also compete with shops where the dealer lets his boy or wife look after the business, and he does the jobbing or fitting up. They are often content, and are often under the necessity of getting rid of stock, and they sell at a very narrow margin. Again, their expenses are very low. We must be very careful or this will give our place the name of selling high-priced articles.

THE REMEDY.

"There is, so far as I can see, only one remedy. There should be an association of stove dealers to set the price. The dealer should calculate on all the factors that go to make up the cost, the expenses of delivering and setting up as well as the money consideration paid for the stove itself. After that he should reckon on a good margin of 25 per cent. I think it will ultimately come to this, but every person is afraid to take the initiative."

DEPARTMENTAL STORE COMPETITION.

Mr. S. J. Greer, of 108 Queen street east, when seen by HARDWARE AND METAL, said in part : "Yes, we have some things to complain about. The departmental stores very often sell at too low a margin. I know cases where they sell gas stoves which cost $13 for $14. A great deal of our profit is minimized by the expense of setting up and delivery. I am informed, and I think the sources of my information are quite reliable, that the departmental stores often have their stoves shipped directly from the manufacturer, and do not need to have them set up. As to second-hand stoves, the poorer class we sell to the junkmen ; the rest are all right, and can be handled with advantage. I believe it is impossible for any man alive to pay rent and expenses and make a living by handling stoves alone. All of us are compelled to do jobbing work. The remedy for the present difficulties I think is, briefly, this : The association of stove dealers will have to advocate positively to refuse to buy from any manufacturer who sells retail."

A DISCORDANT NOTE.

To all the harmony of these utterances HARDWARE AND METAL heard one discordant note. It was from a gentleman in charge of a large stove business on Queen street. The gentleman wished his name withheld, but his sentiments were given with considerable emphasis:

"Such nonsense ! I don't believe a word of it. Certainly it is not true. If the deal-

ers are not making a profit, they had better quit the business. Carry it on with other lines! Well, any kind of business that will not stand on its own ground you had better get out of as soon as possible. I firmly believe that stove dealers make a fair rate of profit, and while we carry other lines it is not because we do not make our stoves pay and give our customers satisfaction too. That is what I think of it, but don't you dare use my name."

HARDWARE STORE STOVE RELIGION.

A small hardware store and tinshop in Central Ohio displays this sign :

We set up
STOVES AND STOVEPIPES
with Expedition, Neatness, Dispatch, and the proper tools, and
WITHOUT PROFANITY.
Patronize your tinner
And don't be a sinner.

AN AMATEUR who sets up a stove will swear even if he has been a deacon for fifteen years.

"Thou Shalt Not Swear."

A NEW COOK STOVE.

The accompanying cut shows the Coronation Wood Cook Stove just put on the market by The Ottawa Furnace and Foundry Co., Limited, who claim that it is one of the most perfect cook stoves ever produced, having all the latest improvements, with an entirely new and beautiful design. The Coronation is made in three sizes, Nos. 9 21, 9-23, 9-25, with either cast or steel ovens.

The Ottawa Furnace Co.'s New Stove.

The Ottawa Furnace and Foundry Co., Limited, have just completed the patterns of a new wood furnace of the most approved style, and with this, in addition to their already well-known line of National Furnaces, they expect to do a large business this season. Catalogues and price lists will be sent to the trade on application.

WESTERN STOVE PRICES ADVANCE.

The Western Association of Stove Manufacturers, of the United States, met in Chicago on July 8, the result of the conference being an advance of 5 per cent. in the prices of all stoves. The reason assigned for the advance is the sharp advance in the prices of pig iron and other raw material. There was a strong disposition, according to The Metal Worker, to advance prices 10 per cent., but it was thought best to pursue a conservative course, especially as the crop outlook is as yet uncertain. In view of the further advance in pig iron during the past few days, however, it would not be surprising if another 5 per cent. advance were made within the near future.

WHEELER & BAIN'S FURNACES.

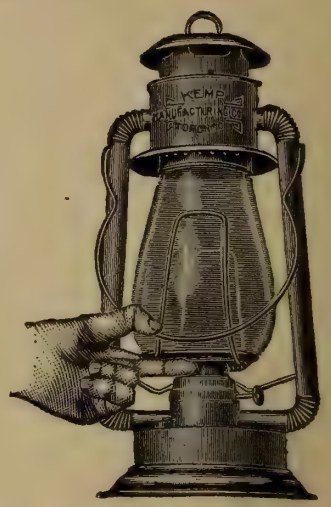
Wheeler & Bain, one of Toronto's old established firms, manufacture a full line of "Success" warm air furnaces; and their aim is to make a first-class article in the furnace line rather than a low-priced flimsy affair that will be dear at any price. Some of their furnaces have been in constant use for 18 years, and are still in good condition. These furnaces are made very heavy in the firepots, and with heavy sheet steel dome and radiators. From their peculiar construction they give the maximum of heat with the minimum consumption of fuel, and will soon pay for themselves by the saving effected in fuel.

This firm also manufacture the "Success" feed cooker, something that every farmer should have, as with it he can cook all his food for cattle, hogs, chickens, etc., and effect a great saving of feed. It is made in five sizes, 50, 75, 100, 125 and 150 gallons capacity. As these feed cookers are sold at reasonable prices to the trade you can handle them to good advantage and have a quick sale.

Wheeler & Bain also manufacture a full line of galvanized iron eavetroughs, corrugated and round conductor pipes, corrugated galvanized sheets, skylights, cornices, etc. Cuts of their furnace and feed cooker will be found on another page.

COLD BLAST LANTERN.

AN excellent article is being placed on the market by The Kemp Manufacturing Co. in the shape of a cold blast lantern. It is made combination, either lift or hinge. Its perfect



safety is insured by a broad base which renders the lantern solid and not easily upset. The oil well is a special feature, made as it is of extra heavy material and with a concave bottom to greatly increase its capacity. The tubes are made in one piece with seams on the inside, thus making the lantern present a neat appearance. The globe is fully protected. The tubes on either side combine with the wires that surround it to place it out of danger. A simple device is used to hold up the globe. By dropping the handle underneath it is held in place. All the lanterns are made with the greatest care and in the strongest manner possible. Each lantern has a guarantee placed on it in a most conspicuous place.

AN ENGLISH METHOD OF HEATING CARS.

The Northwestern Railway Co. of England, says The Scientific American, have equipped some of their trains with a system of heating to which the much abused term "unique" may well be applied. Two concentric cylinders are employed, the annular space between which communicates with a steam pipe extending from the locomotive boiler. The inner cylinder contains acetate of soda—a compound remarkable for its property of liquifying when heated and of cooling very slowly. The radiators thus constituted are incased in asbestos lined boxes having hinged doors. By opening or closing the door of a box the heat is turned on or off.

We could live without Literature, Science and Arts;
We could live without Knowledge and what it imparts;
We could live without Coachmen, Horses and Carriages;
We could live without Relatives contracted by Marriages;
We could live without Music, or reading of Books,
But where are the men who could live without Cooks?

JUL 18 1902

We make a full line of Ranges, Cook and Heating Stoves.

If you have not our Catalogue of the "Good Cheer" line, send for it.
We can meet your requirements in Stoves of all classes.

The Jas. Stewart Mfg. Co., Limited,

WOODSTOCK, ONT.

THE J. H. ASHDOWN HARDWARE CO., LIMITED,
Winnipeg, Man.

Sole Representatives Manitoba and N. W. Territories.

DOUBLE-HEATING AIR-TIGHT STOVE.

THE attention of the many readers of HARDWARE AND METAL is directed to the announcement of The D. Moore Company, Limited, Hamilton, manufacturers of "Treasure" Stoves and Ranges, (page 19). This company, in anticipation of their usual annual increase in output, have this Spring made further extensive warehouse additions to their plant, thus placing them in a position to handle promptly all orders for their popular line of "Treasure" stoves and ranges. The stock carried by this company is larger than in any previous season and includes many new and exclusive patterns which should materially assist to increase the coming

Air-Tight Stove.—Patent applied for.

season's business of handlers of this company's many lines. The "Art Treasure" double-heating base burner, advertised in this issue, is this company's latest production in the line of high-class heaters. Its construction introduces many new and original features with the idea of producing the greatest possible quantity of heat with the least consumption of fuel. They have also added some desirable goods to their "Air Tight" and "Hot Blast" lines, noticeably a double-heating air-tight, with cast iron top, construction of which has been patented. This stove was being tested at the time of writing. It takes its cold air from the floor and is a wonder in heat production. Their new "Hot Blast" for 1902 is a handsome and substantial structure, with a heavy cast iron bottom. This stove is built with an air blast, and completely consumes all gases which in ordinary hot blasts escape into the chimney. This construction adds at least one-half to its heating capacity.

This company's lines of ranges, coal cooks, wood cooks and "Oaks" are always leaders in their class. This company issue handsome descriptive booklets and printed matter of all their principal lines, which they are pleased to mail to dealers or their friends on application.

HEATING A RESIDENCE WITH STEAM.

In solving the problem of heating, the question of ventilation has also received the attention to which it is entitled, and the most modern systems provide a pure atmosphere, as well as a comfortable temperature, says Metal Worker. Favor is shown those systems which supply continuously an inflow of pure, warm air, and their use has revealed the necessity of providing some method of exhausting the air in a building to make room for it. The open fireplaces, which have been regarded as luxurious for a number of years, are now being used to create an outflow or exhaust current by means of heat supplied from a fire or otherwise. By removing the foul air the efficiency of the heating system is increased by facilitating the inflow of fresh, pure air.

MAXIMUM FURNACE PRICES.

Furnaces are used in houses in Canada up to value of $2,000, $3 000 and $5,000; in United States houses worth even $25,000 have furnaces.

IRON WORKS CHANGE HANDS.

J. J. Cunningham and four other gentlemen of Toronto have purchased the iron works at Wingham for $8,530. The new company will manufacture a full line of furnaces, stoves and ranges. Mr. Cunningham has been mechanical superintendent of the Gurney stove works for the past ten years.

STOVE BOARDS.

The Kemp Manufacturing Company are handling a splendid line of stove boards. They are made in one piece and are lined with wood. The two thicknesses of lumber are arranged crosswise, thus preventing the boards from shrinking or the tin from bulging. A special excellence to be noted is that the tin is put on the wood lining in such a manner as not to require nails or tacks. In this way the boards are left perfectly smooth and can be easily cleaned. They can also be shifted on the carpet without catching. These stove boards are made in six handsome colors of mosaic tile design.

James Bremner, general merchant, Hartsmere and McArthurr's Mills, Ont., has sold out at McArthur's Mills to W. L. Wannamaker.

GAS AND OIL STOVE TRADE IN THE STATES.

OBSERVERS have been impressed with the increase in the demand for gas and oil stoves since the inauguration of the coal strike. The rise in the price of coal has prepared the minds of the public in general to receive with more interest information about other kinds of cooking apparatus than the universally used coal stove. Many of the older and more conservative citizens, who have heretofore shown little or no interest in the new-fangled cooking devices used by their neighbors, are now inclined to listen attentively to the explanations of a gas range, a gasoline stove or a blue flame oil cooking apparatus given at the store which they have taken the trouble to visit for the purpose of securing information. Those dealers who for a number of years have carried such goods in stock are now reaping the reward of their enterprise. This should suggest to all dealers in stoves and house-furnishing goods that something more than a mere display of gas and oil stoves in the store is necessary to reap the full benefit of the conditions which the coal strike has brought about. Most of the manufacturers of what has heretofore been termed "summer cooking apparatus" are willing to furnish circulars explaining the advantages possessed by their goods. The dealer who takes advantage of this opportunity to secure circulars and have them distributed at the houses of prospective purchasers will be making an effort that should materially increase his sales.

If the distribution is made by someone who can intelligently explain the goods, and particularly if the visits are made in the forenoon, when the kitchen is in use, the effect will be greater, and it is also possible that orders for repairs for the coal stoves in use could be secured, which would help to defray the expenses of the canvass. A special effort to increase their trade in the line indicated has evidently been made by dealers in different sections, and as a result the manufacturers and jobbers of gas, gasoline and oil stoves have been well occupied.—The Metal Worker.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

HANDY FURNACE RULES AND CALCULATIONS.

HARDWARE AND METAL is indebted to Mr. Jas. A. Harding for furnace rules and calculations. He says that in making the calculation for the sizes of warm air pipes it is unavoidable that two of the factors employed be assumed, viz., the maximum temperature of the heated air and the maximum velocity of air through the pipes.

"As the lesser is always contained within the greater, in all conditions of weather less severe than the said extreme, the fire will be regulated to provide for the desired temperature in the house with a lower temperature of the heated air, and, consequently, less velocity of air through the pipes.

"From a hygienic standpoint, I think it desirable that the temperature of the heated air should not exceed 140 deg. F. at the register, and at this temperature the net working velocity for the whole calibre of a warm-air pipe, allowance being made for friction, will not exceed an average of 3 ft. per second—equal to 10,800 ft. per hour—which figure I will use for convenience.

"For establishing a general rule, it is necessary to deal with averages in this matter, inasmuch as a positive and constant flow of warm air through pipes, induced by force of gravity and unaided by mechanical means, is menaced by an endless variety of conditions inherent in a dwelling house, any one of which is sufficient to seriously retard or entirely prevent circulation.

"What these conditions are and how to provide for them constitute the elements of furnace heating which are solvable by experience only, and not susceptible of being reduced to formulæ. This latter statement does not imply that a rule for determining the size of suitable warm air pipes cannot be evolved. It simply means that after the machine is well built and entirely completed a furnace doctor may be required to set it going as intended.

"In pipes leading to rooms where suitable provisions for ventilation have been made the flow of air will be generally constant. But as the majority of rooms in dwelling houses are not provided with means of ventilation, and many such rooms are isolated, their space confined by closing the doors and the rooms subject to wind pressure from exposure to high winds, it is obvious that the size of the warm air pipe becomes, in many cases, the least important detail of the provisions for heating.

"For example, the dining-room: Its glass surface is 96 sq. ft.; exposed wall surface, 184 sq. ft.; cubic space, 2,933 ft. I compute the incidental ingress of cold air to a first-storey room of an ordinary dwelling to be twice its contents per hour. In the present case it will equal $2,933 \times 2 = 5,866$ cubic ft. The total equivalent glass surface of this room, or heat units required to warm it to 70 deg. F. in zero weather, will be $96 + \frac{184}{4} + \frac{5866}{55} \times 70$ deg. $= 17\,430$. These 17,430 heat units are to be supplied to the room by means of heated air introduced at a temperature of 140 deg. F.

"The outdoor temperature being 0 deg. F., each cubic foot of air at 140 deg. will contain $\frac{140}{55} = 2\,5$ heat units; and the total volume of air at 140 deg. required per hour will be $\frac{17,430}{2.5} = 6,972$ cubic feet. The velocity of air in the pipe being 10,800 ft. per hour, the calibre or cross-sectional area of the pipe should be $\frac{6,972}{10,800}$ square feet, which equals 93 square inches, or a pipe of 11 in. in diameter.

"We thus establish a rule for determining the size of a warm air pipe as follows, viz.: Multiply the total glass surface equivalent of the room by the difference in temperature (indoors and out) and divide the product by 2.5. Divide the quotient thus obtained by 10,800, and the result will be the area of the warm air pipe in square feet or fractional parts thereof.

"With regard to the size of register, it is simply neccessary to provide for a free area of opening a trifle in excess of the pipe area, in order to make due allowance for the friction incident to the passage of air through it. The free area of a register will average two-thirds its dimensions, and if the full area of its opening is one-half larger than the area of the pipe, it is sufficient."

A Money-Making Specialty.

THE SHERWIN-WILLIAMS BUGGY PAINT for painting and varnishing at one operation Carriages, Wagons, Sleighs, Carts, Porch, Lawn and Kitchen Furniture, Farm Implements, Boats, Machinery, etc., is a good money-maker.

It pleases the user and does good work every time. It comes in eight splendid shades, and is one of the best selling paint specialties a dealer could have on his shelves. Write to-day for prices and further information.

STOVE LININGS.

Jones Bros., the well-known manufacturers of stove linings, at Bracondale, near Toronto, are actively preparing for the Fall campaign by strengthening their stock in all lines. These include stove linings, open-grate backs, furnace bricks, range bricks, fire clay, stove cement, etc. This firm's linings are known as the "Maple Leaf" brand, and only goods of first-class quality are allowed to go out from their kilns. In addition to a large stock of standard lines ready for immediate shipment, they are in a position to manufacture any special patterns desired on the shortest possible notice. Stove dealers will do well to look over their stock of linings preparatory to the fall trade, as this is the time for filling up the gap. A post card addressed to Jones Bros., Bracondale P.O., will bring their new fall catalogue, just issued, to you.

CONSOLIDATION VS. SURVIVAL OF THE FITTEST.

IF, in fine residences, the steam and hot water installations were designed and executed with the average intelligence which dominates the ordinary setter of the average hot air furnace, their glory would soon depart, writes W. R. M. in Metal Worker. No other system could survive the general treatment administered to the hot air furnace system by manifold joints between combustion chamber and hot air chamber; by overestimating the capacity by the dealer; by hasty and careless packing of joints by the setter and by the fervent ejaculations of disapproval by the householders, with other happenings and incidentals too numerous to mention, all of which contribute to bring the present system of furnace work into disrepute. The very fact that under these conditions the furnace survives at all marks the "survival of the fittest."

Of course there are furnaces and furnaces. Many of them are installed with the rare skill and painstaking effort only acquired by years of practical experience and the results of this experience are shown in the successive improvements made in some heaters by the progressive manufacturers. But the mass of the furnace trade may be assumed to pass through less careful, less skillful hands, and in the deal and shuffle the prestige of the "Ichabod No. 80," the salvation of the corporal of industry who sells it, and the reputation of the manufacturer are in danger.

How are we to remedy this state of anarchy and meet the condition squarely? Coming down to fixed principles it would seem that consolidation of interests would prove for the economical inauguration of systematic reform, as well as for the economical administration of affairs. The furnishing of uniform patterns at small cost to individual manufacturers would be of immense advantage. The ideal furnace should be uniform and interchangeable in its parts; and, like the telephone, for instance, it should be distributed to agents from a central point. Or, duplicate iron patterns could be awarded to those entitled to use them.

The ideal furnace of the twentieth century should be practically a new creation, one avoiding the joints between the combustion and air chambers, and so complete in its details that the heating surface for each room may be determined separately, and allotted and operated with the same exactness, as are the radiators of direct and indirect steam and hot water installations.

It should also operate separate air circuits and through every room.

IVER JOHNSON 1871——1902

For 31 years this name has stood for
EXPERIENCE AND EXCELLENCE.

The most convincing evidence of this assertion that can be produced is the

Iver Johnson Top Snap Single Gun

A gun that the trade prefers and the public demand.

WHY?

Send for our new catalog just published and we will tell you more about it.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Office: 99 Chambers St. FITCHBURG, MASS.

THE BATTY STOVE & HARDWARE CO.

. . . Successors to . . .

The Toronto Branch of THE COPP BROS. CO., Limited.

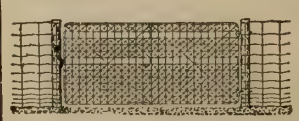
—WHOLESALE DEALERS IN—

Mantels, Grates, Tiles, etc. Coal Grates. Gas Grates. Gas Logs.

HOT-AIR REGISTERS A SPECIALTY.

Stove repairs for the Copp Bros'. make of Stoves and Furnaces.

New Address—76 York St., TORONTO.



PAGE METAL GATES are so low in price no one can afford to use wooden ones. Light, and yet strong enough to support a heavy man on the end while he swings around the circle without causing them to sag. They are neat in appearance, will last a lifetime. Will not sag nor get rickety. They are supplied with latches which allow them to be opened either way and are self acting. The only good metal gate that is low enough in price for General farm purposes. We also make Farm and Ornamental Fence, Poultry Netting, Nails and Staples. The Page Wire Fence Co., Limited, Walkerville, Ont.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels.
Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made.

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

THE BELLEVILLE BUSINESS COLLEGE, LIMITED

BELLEVILLE, ONTARIO.

Send for handsome Catalogue fully describing all Courses taught.

J. Frith Jeffers, M.A., Principal.

FILES. WE ARE NOT IN THE TRUST. **RASPS.**

Quality of our goods guaranteed and our discounts very liberal. A trial order solicited. Write for discounts.

99 Niagara St., TORONTO FILE CO.

CANADIAN GOODS FOR CANADIANS.

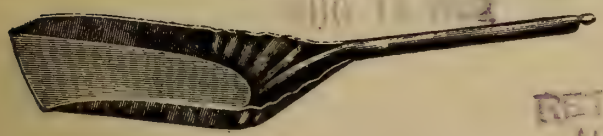
H. S. HOWLAND, SONS & CO., LIMITED.

WHOLESALE ONLY

37-39 Front Street West, **Toronto.**

ONLY WHOLESALE

Stove Furniture, Etc.

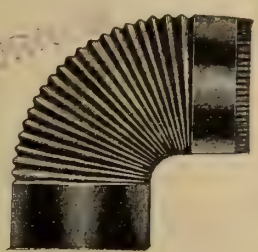


Fire Shovels, Long and Short Handles.

Stove Lifters, Coppered and Nickeled.

Pokers, Straight and Bent Point.

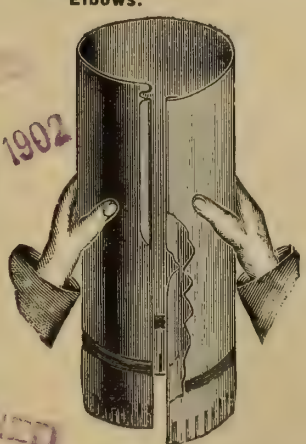
Low, Straight and Bellied Cast Pots.



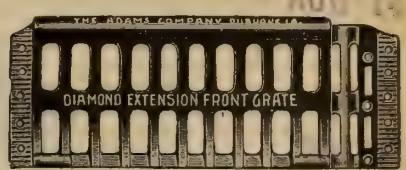
Elbows.

Cast, Tin, Copper, Copper Nickeled Kettles.

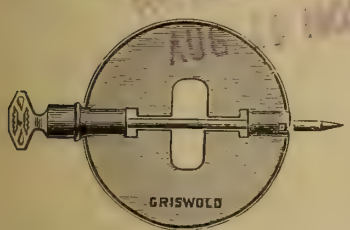
Steel Fry Pans.



Stove Pipes.



"Diamond" Extension Front Grates.

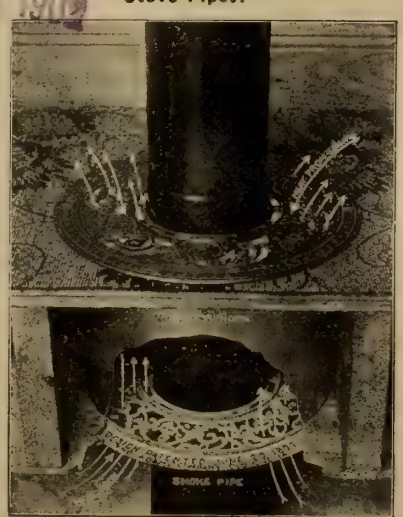


"Erie," "Uncle Sam," "Diamond" Dampers.

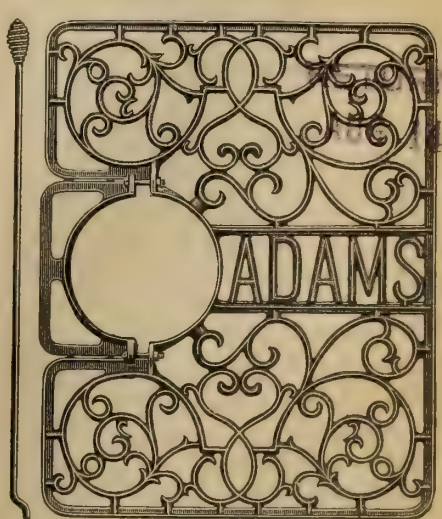
CLOSED

"Diamond" Fire Backs.

Stove Boards.



The Adams Registers.



Stove Pipe Shelves,

FOR OTHER LINES SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO., LIMITED, Toronto.

WE SHIP PROMPTLY

Graham Nails are the Best.

Factory: Dufferin Street, Toronto.

OUR PRICES ARE RIGHT

McCLARY'S NEW STOVES AND FURNACES.

THE McClary Manufacturing Co., of London, Ont., report that they have made a number of changes in their last year's stoves, ranges and furnaces, and and have also added several entirely new lines.

THE "CORNWALL'S" SUCCESS.

Last year, The McClary Co. made a number of changes in the "Cornwall," and brought it out as their leading steel range. Since then, they have advertised it very extensively with the most gratifying results, and report that its sales this year are greatly in excess of last year of even date.

"KOOTENAY" STEEL RANGE.

The "Kootenay" has always been one of the best-selling steel ranges made by The McClary Co., and to make it a still better seller they have given it an entirely new dress, including nickel edges, nickel teapot shelves, medallions, shakers, knobs, etc. The "Kootenay" is built on nearly the same lines as the "Cornwall," and embodies all of its best features, such as the ventilated oven, deep firebox fitted with clinkerless duplex grates and heavy sectional cast-iron linings, asbestos-lined oven, sectional top, etc., but is made of lighter steel, and is therefore cheaper.

CAST IRON LEADER.

The "Famous Active" range needs no introduction, it being well known to the trade that this range is McClary's leader. The "Famous Active" is one of the most widely advertised ranges in Canada, and is, therefore, well known to the Canadian people. Since it was first put on the market the sales of the "Famous Active" have each year trebled those of the preceding year.

"LE ROY" STEEL RANGE.

This range was brought out two years ago to fill a long-standing need in the more unsettled parts of Canada for a light cooking range that will stand a lot of rough usage, do good work and sell at a reasonable price. And its success, which was assured from its introduction, was so pronounced last year that the McClary people decided to add another size, No. 9, to this line. No. 9 differs from Nos. 7 and 8 in having a hearth-plate and being a larger size.

A NEW HOT BLAST HEATER.

The "Excelsior" is another line of hot blast heaters which the McClary Co. are showing this year. A rich nickel dress, combined with an extra fine finish, makes the "Excelsior" one of the most handsome heaters in its class. It has a centre down draft with register in top and is especially made for coal or coke. Although only placed on the market this year by the McClary Co., this heater has already shown itself to be a good seller.

A NEW BOX STOVE.

The "Beechwood" is a new box stove, this being its first year on the market. It has a large feed door and swing top which will admit rough chunks of wood. The design is handsome, while the carving is especially rich.

"TORTOISE"—NEW HEATER.

This also is a new line and is described as being a "slow but sure" heater. It has a firebrick lining on bottom and sides while the body is made of heavy steel plate and the top and bottom are cast iron. It is a direct draft surface burner, and made in four sizes for hard coal only.

A NEW HEATER.

The "Belle Oak" is another new heater which the McClary Co. have brought out this year. It has an artistic design, a polished sheet steel body, rich nickel dress, screw drafts, is made in four sizes, burns coal or wood, and is sold at a very moderate price.

A NEW COOK STOVE.

The "Defiant" is an entirely new line made to take the place of the "Sergeant," which stove the McClary people have ceased to make. This new cook stove has a roomy fire box, with heavy sectional cast iron linings and flat-shaking grate, and the ash pan is very large. Although a cheap stove, it has a handsome design, and is well ornamented.

In addition to those already mentioned, The McClary Manufacturing Company have several other new lines this year, and also report changes in a number of last year's, among the latter being the "Boss" cone heater, in which the feed door has been considerably enlarged. The "Famous" gas range has come in for several improvements, and two additional sizes, Nos. 500 and 600, have been added to their No. 100 series of air-tight heaters, while the bodies of all their air-tights have been made deeper.

The "Farmers' Boiler" is an entirely new line of cookers. Is made of steel plate, in three sizes, and can be supplied with or without cover. The "Excelsior" is also a new line of feed cookers which the McClary Company are showing this year. This cooker is made in one size, and is similar in design to their "Famous Evaporator."

THE "SUNSHINE'S" SUCCESS.

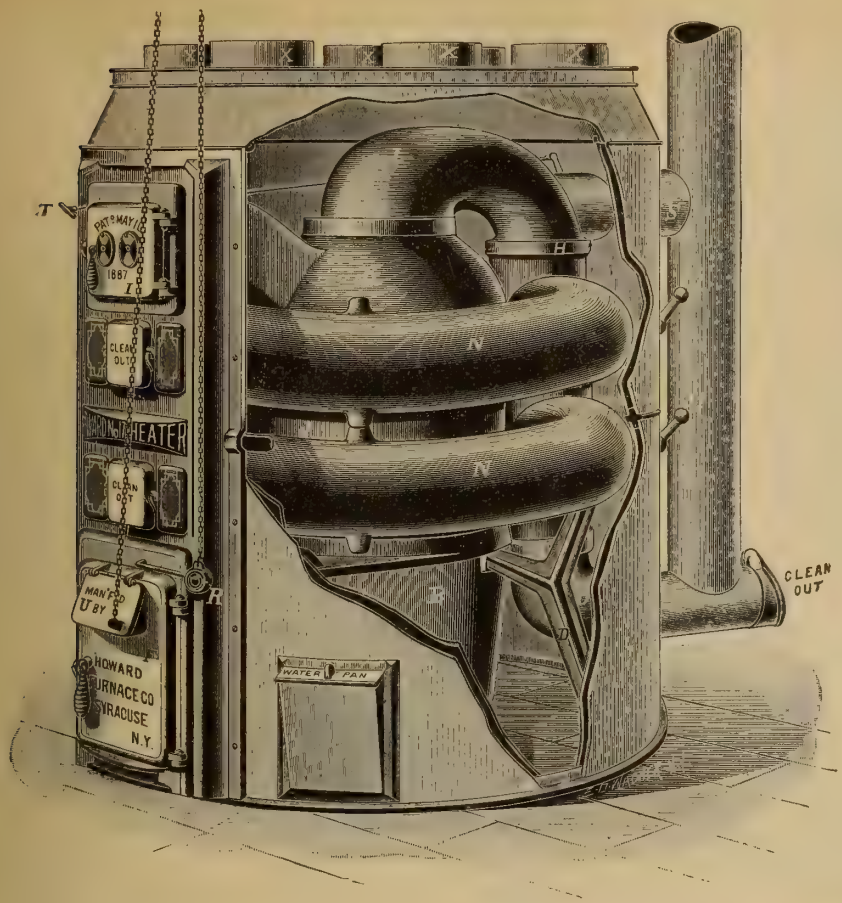
Last year this furnace was quite new on the market, having been put out for the first time in the fall of 1900. But, although a new heater, the McClary Co. soon demonstrated that it was no experiment, but rather the result of a level-headed use of the experience gained from over 50 years of furnace-building. This year No. 600 has been added, which is a larger size than those of last year. This additional size makes the "Sunshine" line complete, and provides a size for any building, large or small. Since its introduction the "Sunshine" has been extensively advertised in all parts of Canada, and this, together with the excellent satisfaction reported from all those in use, has made it one of the best known and most successful warm-air furnaces on the market, and should result in an enormous sale this year.

"MAGNET" WOOD FURNACE.

The "Magnet" has come in for several changes this year, among them being the enlargement of the fire box in a number of sizes and also an improvement in the construction of the radiator. This furnace has always enjoyed a good reputation and a large sale and is considered by the trade to be second to none as a wood furnace. It is a well-known fact that the McClary Manufacturing Company, of London, were obliged to cancel many thousands of dollars worth of orders last year, owing to the unusually heavy demand for their "Famous" lines. Being asked if they will be able to meet the demand this year the answer comes that the present indications point to a much heavier business than in 1901, and that they are operating both their Hamilton (late Copp stove works) and London foundries to their full capacities with the hope of being able to fill all orders, but state that they cannot give very strong assurances of filling all orders unless placed for early date shipment.

ADJUSTABLE STOVE TOP.

A Chicago woman has patented an adjustable stove top to put a sad iron in and heat it at a moment's notice. The new top guarantees against draughts, the bane of the laundress who has to melt behind closed windows to keep her irons at the proper temperature. The top is of sheet iron. It fits over an ordinary gas stove burner, and it has a sliding cover to fit around the flat iron handles, leaving them out in the cool air while the body of the iron is sizzling underneath. The top not only heats irons, but it bakes potatoes, cooks squash to a turn, and browns biscuits. In fact, it does all the cooking that any one indulging in light housekeeping could desire. All this is accomplished by means of asbestos plates over the blaze, the number of plates employed being according to the amount of heat required for the different materials.



The Improved Celebrated

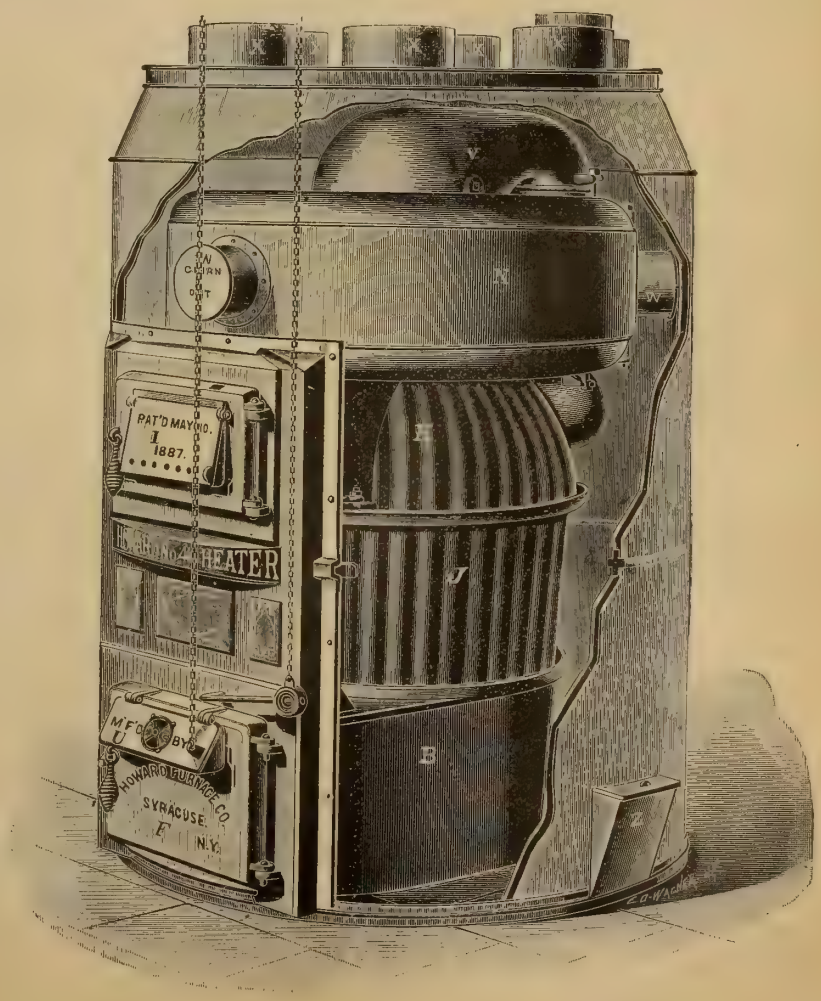
Howard

Warm Air and Combination Heaters.

Noted for long fire travel and perfect combustion. . .

Will give more heat with a given amount of coal than any heater on the market. . . . . .

Handle the best and save trouble.



Manufactured by

I.E. Shantz & Co.

BERLIN.

Features and Facts Regarding the Stove and Furnace Trade.

TO be able to meet the special needs of individual localities and of particular persons demands a heavy and varied stock ; but it also commands success. The Dominion of Canada will no longer be satisfied with one or two lines of heating or cooking stoves. Conditions and circumstances vary in sections closely situated. The demand of particular regions is governed and created by the quantity and nature of fuel in the district, by the character of the climate, and, more than anything beside, by the financial condition of the people. Each apparatus must have some distinct feature adapted to the prevailing conditions of a district. Manufacturers must supply innumerable styles and sizes of stoves and cooking and heating apparatus to suit every variation in climate, every kind of fuel, every size of house, and at prices to meet the purchasing power of every class of people.

Quoth a large wholesaler to HARDWARE AND METAL : "The retail man who carries the largest display and the best variety will get the largest percentage of business. What applies to other lines applies to stoves. Stoves need to be kept clean and attractive. Some dealers don't seem to think it necessary to dust off stoves. This I consider a great mistake."

TASTE IN THE STOVE TRADE.

Even with stoves taste is necessary. The very difficulty of making an attractive display is the very reason for the success of the dealer whose wares present a bright, inviting appearance. Always have the stoves neat and shining, with a specially good one in the window. Furniture and fixtures show the stove to good advantage. Colored mica with a lamp inside or a gas jet, if obtainable, will give a splendid representation of a stove in operation. The cheery, bright aspect will command inspection. Inspection is potential sale.

A BUSY SEASON.

This season will be an exceptionally good one. Manufacturers will sell more stoves than they will be able to supply. Increases in trade are largely due to the development and prosperity of New Ontario and the Northwest. It is safe to say that most of the manufacturers will sell 100 per cent. more goods in the Northwest than were sold two years ago. The vice-president of one of the largest Canadian firms says that his firm could sell the entire output in the Northwest. There is every indication that the demand will grow each year as the country prospers.

"What is your policy in the matter of advertising?" was the question put to a prominent wholesaler and a successful retailer. Replied the wholesaler : "To reach the general public the best way is to advertise heavily in newspapers ; to secure the retailers, trade journals are the best." The retailer replied : "Sell good goods ; keep your word; live up to your guarantee."

STEEL RANGES.

Ranges are becoming more popular ; steel ranges are growing in favor. Their peculiar features are the facts that they confine the heat through the use of asbestos sheets and are less liable to breakage. The difference in expense is not so great as it was a few years ago.

Furnaces have displaced hase burners in towns and cities. Even among farmers they are becoming more popular ; they are more economical. Their convenience and the possibility of heating the house all over are largely increasing their sales.

There is a growing feeling in the trade that the furnace business is done

TOO CHEAP

in Canada. The keen competition among manufacturers resu'ts in inferior jobs being put in at inferior prices. In United States cities there is a growing demand for first class warm-air furnace work. The jobs command good prices and the results obtained are first class. In Canada there doesn't seem to be an appreciation for really first-class work. In the United States houses worth $10,000 to $25,000 are putting in warm-air furnaces. Manufacturers should struggle to raise quality of work, not to cut prices down. Larger profits would accrue and results would be more satisfactory to the manufacturer, dealer and user. An increased sale of a superior article would follow. The tendency in cheap work is to put in small furnaces and overcrowd them with work.

The hot-water combination trade is growing for buildings of scattered construction.

A NEAT DISPLAY.

I noticed a neat display of stoves on Queen street, Toronto, last week. A large handsome stove occupied the centre of a large window ; while around it were placed such articles of interest as a radiator, gas water-heater, gasoline stoves, stove polish and stove brushes. The whole was mounted on neat oilcloth, while bright display cards announced, "Gas water-heater ; enough water for a bath in 15 minutes." Another showcard, leaning against the radiator, proclaimed in words of neat design, "We give estimates for hot-air combination and hot-air heating." Still another card drew attention, "A bargain ; 3-burner gas stove $7.50." Business means money, and a proper display of goods produces the required business.

A LARGE NEW MOULDING SHOP.

The McClary Manufacturing Co., London, have purchased in that city the whole block of land inclosed by William, Nelson and Adelaide streets and the river, and a large parcel of land east of Adelaide. Within the block mentioned they will construct a series of buildings, wherein something over 400 men will be employed. This will rival in extent their immense establishment on King, Wellington and York streets.

To carry out the proposed arrangements Trafalgar street will be closed. The plant will comprise a moulding shop, mounting shop, power house and storage, a polishing shop and other smaller buildings. The fonndry will be about the largest in Canada —200 x 230 ft. The mounting shop will be 75 x 300 ft., and the other buildings will be of proportionate dimensions. The plans have already been prepared, and the buildings will be thoroughly modern in construction and equipment.

The new plant is directly across the road from the rolling mills that are to be erected by John White & Sons, and both places will be on the new belt line that is to connect with the London and Port Stanley Railroad, by means of which the new enterprise will be brought into close touch with outside markets. The McClary Co. intend to build also a sub-switch that will run from the belt line right into the heart of their new establishment.

The Best Selling Range Ever Made.

Popular with dealers in every part of the country because it is so enthusiastically praised by every buyer.

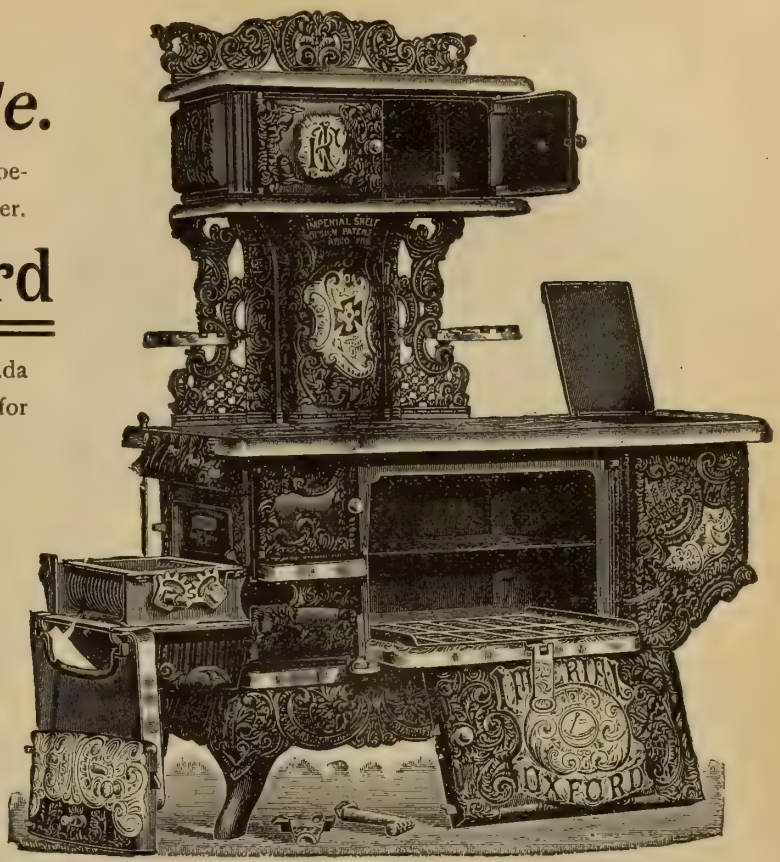
Our Imperial Oxford

has won its laurels—it is the favorite range of Canada—widely advertised and everywhere appreciated for its practical superiority.

Are you familiar with its
Diffusive Flue Construction
Front Draw-Out Grate
Draw-Out Oven Rack
and other talking points

?

If there's any range business in your locality you'll get it by handling the Imperial Oxford. Fullest details if you write



THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

"ART" TREASURE

New for Season 1902.

A Merchant Should Buy

from a firm who will give him the most value in the same quantity of goods.

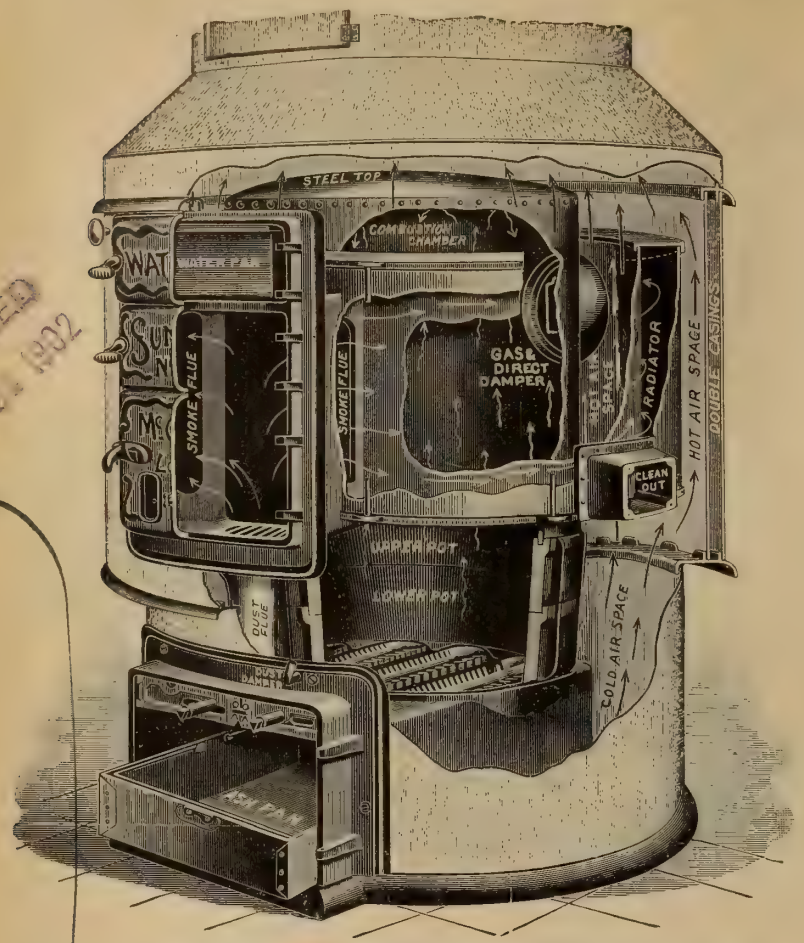
Try the TREASURE LINE of STOVES and RANGES for 1902.

THE PRICES ARE RIGHT.

Your customer will be your friend and his friend will be your customer.

The D. MOORE COMPANY LIMITED

Agencies:
WINNIPEG VANCOUVER HAMILTON.



Sectional cut shows Grate Surface, Direct and Gas Dampers, Fire-pot, All-steel Dome, Space between Radiator and Dome, Galvanized Casing, with one large Pipe off top, as used in Churches, etc.

"Sunshine" Furnace

The Best known and most successful warm-air, coal and wood furnace on the market.

Made in four sizes and two styles.

We have many unsolicited letters testifying to the success of the "Sunshine."

Write for catalogue and complete information.

"Famous Magnet" Furnace

17 styles and sizes. Portable or Brick Settings.

For the smallest house or largest public building. Has no equal as a wood furnace.

Will give more heat from the same amount of fuel, and requires less attention than any other furnace of its kind.

Full particulars and advertising matter supplied free.

THE McCLARY MANUF

Head Offices and Works: London, Ont. Foundries: London and
Branch Warehouses: Toronto, Montreal,

"Everything for

WITH RESERVOIR AND HIGH CLOSET.

"Cornwall" Steel Range

For Coal, Coke or Wood.

Decidedly the most handsome and best equipped steel range on the market.

Has a rich nickle dress which contrasts beautifully with the highly polished steel body.

The most extensively advertised, and therefore the best known steel range in Canada.

"Famous Active" Range

Made in six styles and seven sizes. For Coal or Wood.

Has more good talking points, is better known and therefore a faster seller than any of its rivals.

It would pay you to place a sample of this Range on your floor.

ACTURING COMPANY

Hamilton, Ont. Tinware Factories: London, and Montreal, P.Q.
Winnipeg, Vancouver, St. John, N.B.

the Tinshop."

LAMP GOODS FOR FALL OF 1902

FOR GAS.

We have something new in our **Rochester Cluster Gas Light,** consisting of four incandescent gas burners. This light will give a greater brilliancy than the electric arc light at half the cost. It is made for both inside and outside lighting, and is unsurpassed for use in the store or public building.

We are still agents for the famous **Leader Incandescent Lamps and Mantles.** These goods are equal to, if not better than, any upon the market, and we can sell them at manufacturers' prices. All grades of Mantles kept in stock.

FOR OIL.

We have some very dainty and beautifully-decorated designs in Parlor Lamps suitable for Christmas trade.

The famous **Rochester Lamp** can only be purchased in Canada from us. This light needs no comment as it is universally acknowledged to be far superior to any other lamp for public buildings or private use.

We have also a full assortment of bedroom, kitchen and general purpose lamps, etc.

ASK FOR PRICES. WE HAVE EVERYTHING IN LAMP GOODS.

The Rochester Lamp Co. of Canada

24 Front Street West, Toronto.

If you want a specially good Axe at a medium price as a leader,

SEND FOR A SAMPLE BOX

Seybold's 500 Hand-made Axe

This Axe has been **TESTED** and **TRIED** and has **PROVED** to be a special favorite with CHOPPERS.

Give our special "GOLDEN STAR" Cross Cut Saw a trial.
It will give satisfaction.
It will be a good leader.

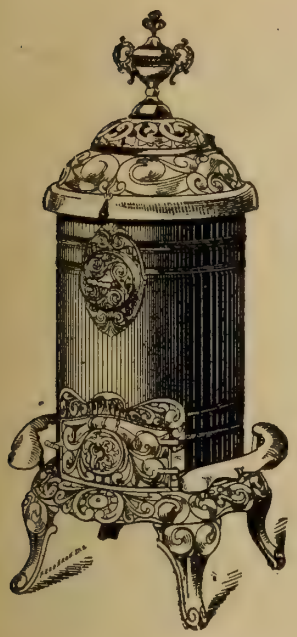
Seybold's GOLDEN STAR Cross Cut Saws

When in a hurry use our long distance telephone.

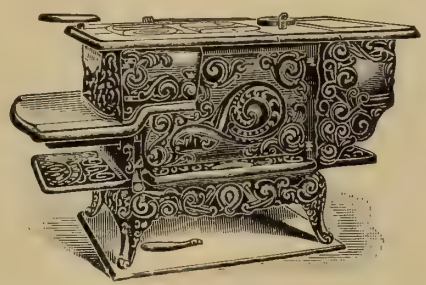
THE SEYBOLD AND SONS CO.

478 ST. PAUL ST. **MONTREAL** 77 D'YOUVILLE SQ.

FAVORITE STOVES and RANGES



Three Sizes, With and Without Ovens.



FAVORITE Stoves and Ranges

are built to suit the
Canadian trade.

OUR LINES ARE MODERN
THE DESIGNS ATTRACTIVE
OUR PRICES ARE RIGHT

Every Stove and Range we make is guaranteed to give satisfaction.

UNIVERSAL STEEL RANGE

Findlay Bros.

Carleton Place, Ont.

HORACE WILSON, Winnipeg,
Agent for MANITOBA and N.W.T.

Three Sizes, With and Without Ovens.

TRIUMPH STEAM HEATER.

THE accompanying engravings represent the "Triumph" steam heater manufactured by The Dominion Radiator Co., Limited, Toronto. In presenting this sectional steam heater to the trade The Dominion Radiator Co. claim that the best construction that can be devised by competent engineering and mechanical ability has been combined in same, and that it will be found to possess more practical and desirable features than any other boiler now upon the market, and they ask a thorough examination with reference to construction, economy and capacity.

The "Triumph" heater is made in three series, viz., No. 300, No. 500 and No. 700, representing a capacity of from 200 to 4,000 sq. ft. when used separately, and they can be twined together for larger work.

One of the chief features in the construction of this heater is the application of the screw joint, which made a world-wide reputation for the Safford radiator, manufactured by the same company. The sections are made of the best cast iron, and are connected to cast iron drums by wrought iron nipples. The construction is such that it admits of 90 per cent. direct fire surface, and only enough flue surface to absorb the heat from the waste gases and smoke before passing off into the chimney.

Special attention is also directed to the rocking grate which is shaken by a lever, and can be operated with perfect ease. All ashes and clinkers are ground up and removed from the fire, so that the grate need never be dumped to clear out the clinkers. Any grate bar can be removed through the fire door and another one readily substituted.

Provision is also made for a positive interior circulation in each section independently, making it a complete heating apparatus in itself, and rendering it impossible to fluctuate, prime or foam, no matter how carelessly the piping of the apparatus may be installed. Perfect circulation at any pressure is insured by the arrangement and size of the water and steam passages. The fire box is large and roomy, and the large feed door will be found very satisfactory in operation. The heater has a large amount of fire surface, and more effective fire travel than is usually found in boilers of this construction, and it will also operate successfully with either coal or wood.

The manufacturers claim that the "Triumph" is the only boiler made for house heating which adds flue surface and fire surface in exact proportion to grate surface, when the size of the boiler is increased.

The gases and particles of combustion pass from the rear to the front of the boiler through the lower tier of flues, and then to the rear through the upper tier, thus sufficiently heating every part of each section. Then they are carried by means of a smoke box, bolted on the back down to the bottom of the boiler, and thence to the smoke pipe connection. The value and economy of the down draft principle will be readily appreciated. The hot gases impinging upon all the surfaces add greatly to the available heating power of the boiler, and the flues are so constructed that every inch is efficient and all the effective heat of the gases is absorbed.

The construction of the "Triumph" heater is absolutely correct from a mechanical standpoint, adapted for all low pressure warming purposes, and possessing every improvement and attachment which insures absolute safety, perfect reliability, and economy in the consumption of fuel.

DIED OF HEART FAILURE.

Mr. P. J. Murphy, representative for the Fairbanks' Co. in the Maritime Provinces, died suddenly of heart failure at Lunenburg, N.S., on Tuesday, July 8.

The deceased gentleman had been connected for some time with the above firm, and was one of the most valued members of the travelling staff. Mr. Murphy had not been feeling quite himself for some days, and had been under the doctor's care.

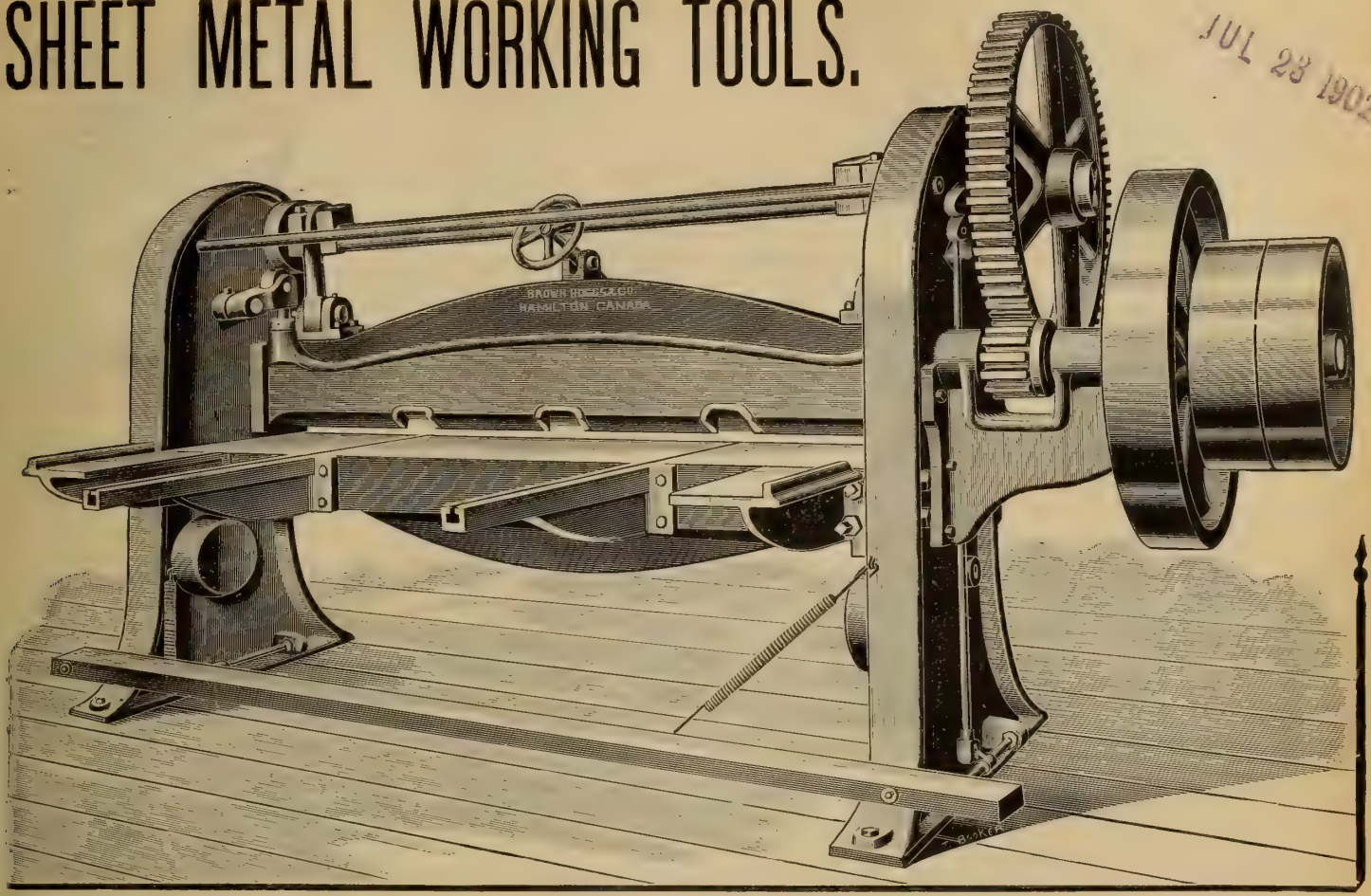
Immediately upon the receipt of the news at the Montreal office, Mr. John E. Botterell left for Lunenburg to bring the remains back to Orillia. Mr. Murphy leaves an aged mother, three brothers and one sister.

TIMELY HARDWARE TOPICS.

The Hardware Section of the Toronto Branch of the Retail Merchants' Association of Canada held a meeting in their rooms on Bay street, Toronto, on Thursday evening, July 17, and selected a number of topics for discussion at the convention of the Association to be held in Toronto, September 9 and 10. Some of these subjects will be: "What Profit Shall the Retailer Place on His Goods?" "What Percentage Shall be Added to the Cost to Cover Expense?" and "The Unsatisfactory Condition of the Graniteware Business."

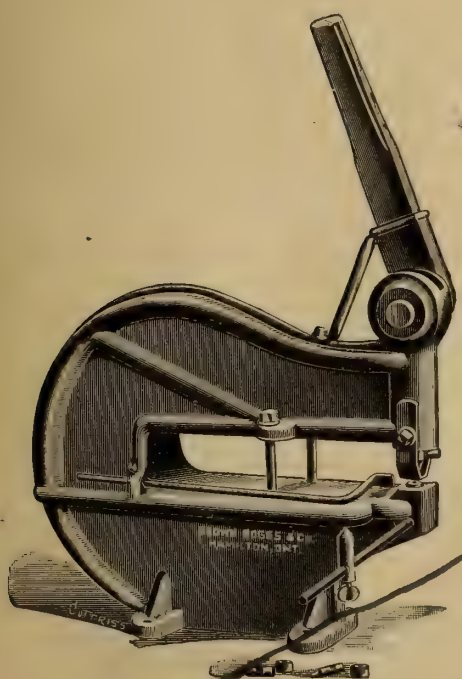
SHEET METAL WORKING TOOLS.

JUL 23 1902



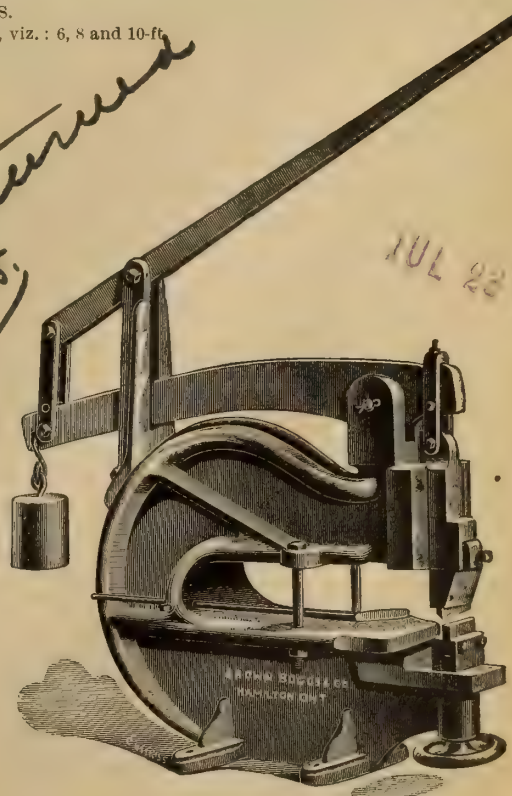
No. 960—POWER SQUARING SHEARS.
Will cut No. 12 Gauge Iron and lighter. Made in 3 sizes, viz.: 6, 8 and 10-ft.

JUL 23 1902



No. 78—DEEP THROAT HAND LEVER PUNCHING PRESS.

JUL 23 1902



No. 23—INSIDE CUTTING SHEARS, with Reversible Knives.

BROWN, BOGGS & CO., HAMILTON, ONT.

THE GURNEY FOUNDRY CO.'S PICNIC.

THERE is a tradition that when the annual excursion of The Gurney Foundry Co., Limited, is held the Fates always smile upon it, and that the Weather Clerk is always generous. At any rate, good weather is commonly known as "Gurney weather" around the establishment of The Gurney Foundry Co.

On Friday, July 11, the company's annual excursion was held to Niagara Falls, and the weather was of the "Gurney" brand, sure enough. There was just sufficient ripple on Lake Ontario to make the water dance and glisten in the sunshine, and the air was balmy and bracing. It was, in fact, an ideal day for an excursion of the kind.

The steamer Garden City had nearly 700 people on board when she left the Yonge street wharf shortly after 8 o'clock. These were all made up of the members of the firm, its employes and their friends. Mr. Edward Gurney was on board and took a fatherly interest in everything and everybody. And as he had given even more supervision of the arrangements for the excursion his concern for the welfare of his employes and their friends was even keener than usual. He had able lieutenants in his son, Mr. Cromwell Gurney, and Mr. T. B. Alcock, the secretary of the company, to say nothing of the heads of the various departments.

The excursionists were landed at Port Dalhousie after a pleasant sail of two hours and a half. There electric cars were in waiting and the Falls were reached about noon, after a most delightful ride through that part of the country which is so famous for its orchards and gardens and its historical recollections.

Luncheon over, the excursionists were soon scattered abroad visiting the many points of interest which are to be found at the famous resort. The homeward journey began at 5.30 p.m., and Toronto was reached shortly after 9.30 o'clock.

Everybody voted that it was the most successful of the many excursions the Gurney Company have held. And when the boat touched the wharf the excursionists expressed their satsifaction by crowding around Mr. Gurney and singing "He's a Jolly Good Fellow," and finishing up with loud and prolonged cheers.

PERSONAL MENTION.

Mr. E. C. S. Hunt, of The Hoyt Metal Co., of St. Louis, Mo., was in Toronto on July 12 making arrangements for the erection of a factory. The company has already factories at St. Petersburg, Russia ; Arlington, N.J., as well as St. Louis, and is now recognizing the importance of the Canadian trade.

Mr. George Morrisette, a well-known hardwareman, of Three Rivers, Que., paid a business visit to Toronto this week and was registered at the Queen's.

Messrs. S. R. Kennedy, Chas. Smallpiece, W. R. Tait and M. Morrell, western representatives of Lewis Bros. & Co., are spending a few days in Montreal.

Mr. J. D. H. Brown, of Moore & Brown, hardware dealers, Sault Ste. Marie, Ont., has been visiting in Toronto and London during the past week, attending the funeral of his father-in-law at the latter city.

Mr. Wm. Vallance, of Wood, Vallance & Co., wholesale hardware merchants, Hamilton, Ont., has left for the Old Country on a business trip. He is not expected back until about September.

Mr. Briggs, of The Hart Emery Wheel Co., Limited, Hamilton, is to take up his residence in London, Eng., where he will manage the branch of their business, which has grown much beyond expectations.

THE CANADIAN MANUFACTURERS' ASSOCIATION.

AT the annual meeting of the Canadian Manufacturers' Association, Toronto branch, July 15, it was shown that the branch had achieved all the ends aimed at except the attempt to get the city council to pay the estimates of the Technical School Board in full. The manufacturers discussed a scheme to educate Canadians to the importance of using goods "made in Canada."

The report of the retiring chairman, Mr. J. O. Thorn, showed that the Toronto branch had increased to 272 members and had during the year dealt with questions which included the Royal arch, Technical School representation, inspection of elevators, Exhibition buildings, beautifying the city, exemptions on plant, electric power from Niagara, Temiscamingue Railway and removal of garbage from factories.

The chairman viewed with regret the dilatory and unbusinesslike action of the authorities having in hand the new Exhibition buildings.

The most important part of the report of the representatives on the Technical School Board, presented by Mr. A. W. Thomas, in the absence of Mr. Harold Van der Linde, was that referring to the lack of knowledge of the most elementary subjects in pupils coming to the Technical School. The report on education also stated in part :

"At present there is no kind of cooperation between the Public and High Schools, on the one hand, and the Toronto Technical School on the other. It appears to your representatives that a rational scheme for the amalgamation of the educational boards of the city is worthy your best consideration. It appears to be only an ordinary commonsense business proposition that the conduct of these three grades of schools by one board instead of three would not only conduce to continuity, which is a prime necessity in education, but would also greatly increase the efficiency of the schools regarded as working machines, and might also effect great economies both in cash and energy."

The action of the city council in cutting down the grant to the school 25 per cent. met with severe criticism.

The election of officers resulted as follows.

Chairman, W. P. Gundy, W. J. Gage & Co.; vice-chairman, C. N. Candee, Gutta Percha and Rubber Co.

Executive Committee — R. J. Christie, Christie, Brown & Co.; J. H. Paterson, Toronto Hardware Manufacturing Co.; J. T. Sheridan, Pease Furnace Co.; D. T. McIntosh, McIntosh Granite and Marble Co.; Robert Crean, Robert Crean & Co.; F. B. Fetherstonhaugh, F. B. Fetherstonhaugh & Co.; J P. Murray, Toronto Carpet Manufacturing Co.; Wm. Stone, Toronto Lithographing Co.; J. H. Housser, Massey-Harris Co.; A. W. Thomas, Copp, Clark Co.

Past presidents of the Association and past chairmen of the local branch are also members ex-officio.

Representatives to the Techinal School Board—Harold Van der Linde, A. W. Thomas, Gerhard Heintzman, F. J. Small.

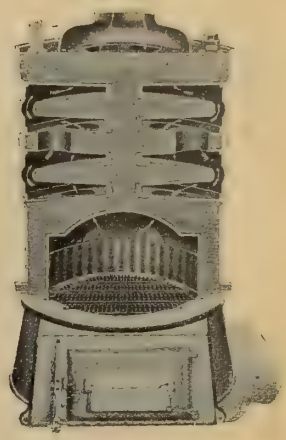
Representatives on Industrial Exhibition Board, to be elected at Halifax—W. K. McNaught, W. K. George, George Booth, J. O. Thorn, H. G. Nicholls, J. R. Shaw, W. B. Rogers, T. C. Moffatt, jr., J. T. Sheridan, T. A. Russell, R. B. Andrew and F. Stanley.

The following were nominated for members of the council of the Canadian Manufacturers' Association to be balloted for at the annual meeting at Halifax — J. P. Murray, Wm. Stone, J. O. Thorn, R. J. Christie, J. H. Housser, T. A. Russell, C. N. Candee, W. P. Gundy, Frederic Nicholls, S. M. Wickett, Thomas Roden, J. H. Paterson, A. W. Thomas, Geo. H. Hees, P. H. Burton, Gerhard Heintzman, R. Millichamp, Frederick A Ritchie.

SITUATION WANTED.

EXPERIENCED YOUNG MAN, STRICTLY temperate, desires position with Hardware or Sporting Goods house. Box 95, HARDWARE AND METAL, Toronto. (29)

Thoroughly Reliable.



These two words state briefly
our claim in regard to the

Pease "Economy"

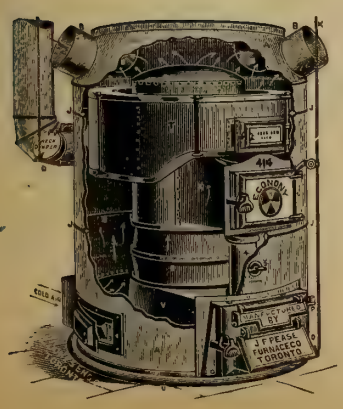
line of Heating Apparatus. The full measure of this claim has been proved by the testimony of many years of eminently successful results.

The "Economy" line of Heaters covers the whole range of heating requirements as does no other line. Every improvement that ingenuity can suggest or experience has evolved has been embodied in them. They are to-day the Standard of Excellence in high-grade Heating Apparatus.

No dealer who has taken the agency for these Heaters has ever been known to regret his choice, or has failed to satisfy his customers. First-class Heaters will not only increase your profits, but will also bring you profitable business in other lines.

We have unexcelled facilities for making prompt shipments, and we are sure that we can help you to increase your business.

Why not write for prices to-day ?

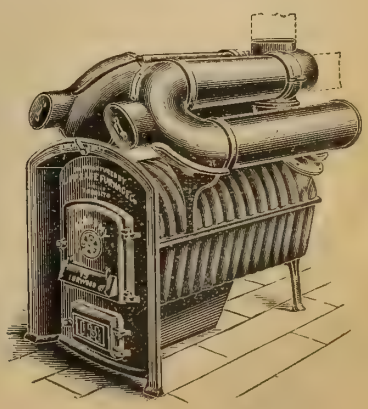


J. F. Pease Furnace Co., Limited

HEATING AND VENTILATING
ENGINEERS,

189-193 QUEEN ST. E.

TORONTO



BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE creditors of Gorman & McDonnell, general merchants, Douglas, Ont., held a meeting on July 15.

Omer Beaulieu, general merchant, New Carlisle, Que., has assigned.

Goulet & Co., sawmillers, etc., Shawenegan Falls, Que., have assigned.

A. H. Pare, general merchant, Point De Maskinonge, Que., has assigned.

The Dominion Sporting Goods Co., Montreal, has filed an assignment.

A sheriff is in possession of the premises of J. T. Orr, tinware dealer, Victoria, B.C.

V. E. Paradis has been appointed curator of A. Cloutier, general merchant, St. Fabien, Que.

R. T. Stone & Co., general merchants, Melancthon, Ont., have assigned to Wm. Gray.

Riordan Bros., traders, Montreal, have filed an assignment, and their creditors met on July 17.

P. Boucher, general merchant, St. Damase, Que., has compromised at 55c. on the dollar, cash.

The creditors of George Scully, harnessmaker, Ingersoll, Ont., had a meeting on July 15 ; they meet again on July 22.

Achille Gagnon & Co., manufacturers of electric light, tinners, etc., Victoriaville, Que., have as their curator Alex. Desmarteau.

PARTNERSHIPS FORMED AND DISSOLVED.

Fieldman & Milmet, hardware and furniture dealers, Winnipeg, have admitted as partner F. Huffman.

H. Lovell & Sons, lumber merchants and sawmillers, Coaticook, Que., have dissolved, and a new partnership has been registered.

Johnston & Stewart, manufacturers' agents, Winnipeg, have dissolved ; W. Johnston continues with L. J. Ostrander under the style of W. Johnston & Co.

SALES MADE AND PENDING.

The assets of A. Prevost & Co., general merchant, St. Agathe Des Monts, Que., have been sold.

There will be a sheriff's sale of the property of G. F. Fenton, grocer, etc., Halifax, N.S., on July 29.

The stock of (the estate of) Wm. Coxall, hardware merchant, grocer and dry goods dealer, Colborne, Ont., is advertised for sale by tender.

CHANGES.

Echenberg Bros. junk dealers, Sherbrooke, Que., have registered.

J. Henry, harnessmaker, etc., Vancouver, is succeeded by Carl & Glover.

Ringwood & Wilson, lumber merchants, Lenore, Man., are commencing.

A. Desmarais & Fils, tanners, St. Joseph De St. Hyacinthe, Que., have registered.

Woodley & Sharpe, lumber merchants, Moose Jaw, N.W.T., have opened a branch at Caron.

The book debts of Smith & Lariviere, lumber merchants, St. Anne Du Sault, Que., have been sold.

FIRES.

Thomas Craig, blacksmith, Extension, B.C., has sustained loss by fire.

E. B. Salyerds, manufacturer of brushes, Preston, Ont., was burned out ; insured.

John Hallam, hides and wool merchant, Toronto, has sustained damage by fire and water ; insured.

DEATHS.

D. C. Corbitt, of D. C. Corbitt & Son, general merchants, Didsbury, N.W.T., is dead.

James P. Mitchell, of J. P. Mitchell & Co., general and lumber merchants, Mill Village, N.S., is dead.

NEW ADVERTISING NOVELTIES.

Some attractive advertising is now circulated in Canada by the "Globe" metal polish people, Raimes & Co., of No. 164 Duane street, New York. Their goods have a large sale throughout the world. It is put up in attractive tins, and the popular sizes for retailers are the 5 and 10c. tins. It will keep good in any climate, is always clean to handle, and is a remarkably good seller when once introduced. This polish has met with a large sale here during the short time it has been on the Canadian market, and the company are glad to forward a supply of advertising matter to all retailers on application.

PAINT FACTORY BURNED.

The paint factory established in a building on Wellington street, Montreal, by Henderson & Potts, proprietors of The Nova Scotia Paint Works, was destroyed by fire on Friday morning, July 11, to the extent of $25,000, which, however, was fully covered by insurance.

It is thought that the fire was due to spontaneous combustion, occurring in the department where the putty was manufactured. On this floor were stored dry powders and other materials for mixing paints. A certain quantity of oil was also placed here, though the big tanks were in the celler, which, fortunitely the fire did not reach. The fire worked up through the various floors, and finally broke out on the roof, and being fed by the oils and paints threatened to spread to the other buildings, of which there are a number in the district.

After half an hour's hard work the firemen succeeded in getting the flames under control. The firm are insured for the following amounts, in the companies named :

Liverpool and London and Globe	$5,000
National	5,000
Northern	5,000
Western	5,000
Royal	2,500
British America	2,500
Caledonia	2,500
Guardian	2,500
Ætna	2,500
Hartford	2,500
Phœnix of Hartford	2,000
Norwich Union	1,000
Total	$38,000

ELECTRIC RAILWAY TO BE BUILT.

An electric railway may shortly be built between Windsor and St. Thomas. An American civil engineer is inspecting the topography of the country for a syndicate. It is proposed to have the line parallel the system of the Michigan Central and the Lake Erie & Detroit Railway, through a rich and populous district, the residents of which have now to haul their produce a long way to the railway stations. Just who is behind the movement for the new road the civil engineer refuses to say.

GLASS

We import and manufacture every description of

Window and Fancy Glass.

Write for our new Catalogue.

Hobbs Manufacturing Co. Limited

LONDON, CANADA.

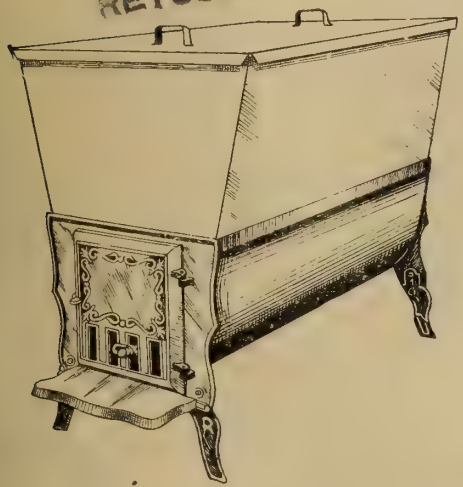
A minute or two and your shave is through. The "**New Gem**" safety Razor is guaranteed to always shave any growth of beard. Catalogues mailed free from these Canadian agents: **Montreal** Caverhill, Learmont & Co.; **Quebec**—Chinic Hardware Co.; **Berlin**—Jno. Fennell & Son; **Hamilton**—Wood, Vallance & Co.; **St. John, N.B.**—Kerr & Robertson; **Halifax, N.S.**—A. M. Bell & Co.; **Winnipeg, Man.**—J. H. Ashdown Hardware Co.; **Vancouver, B.C.**—McLennan, McFeely & Co.; **Victoria, B.C.**—M. & H. A. Fo ; or direct from makers, **The Gem Cutlery Co.** 34 Reade St., **N. Y.C.**; 9 London St., E.C., **London**; 9 Pickhuben St., **Hamburg, Germany.**

Wheeler & Bain, Toronto

—MANUFACTURERS OF—

NOV 19 1902
RETURNED

"SUCCESS"



HOT-AIR FURNACES

The most durable, economical and best heaters made anywhere.

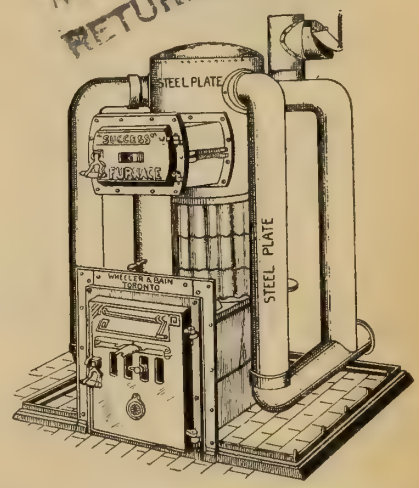
FARMERS' FEED BOILERS

50, 75, 100, 125 and 150 gallons capacity.

It will boil 150 gallons of feed in 30 minutes.

WRITE FOR PRICES.

NOV 19 1902
RETURNED



Galvanized Iron Eavetroughs, Corrugated Galvanized Sheets, and Corrugated Conductor Pipes.

SHEET METAL WORKING TOOLS

OF ANY DESCRIPTION.

Canners' Processing and Can-Making Machinery.

Evaporating Machinery.

"D. C." and "A. C." Arc Lamps and Riggings, etc., etc.

Manufactured by

BROWN, BOGGS & CO., HAMILTON, CANADA.

1902 CATALOGUE JUST OUT. HAVE YOU RECEIVED ONE ?

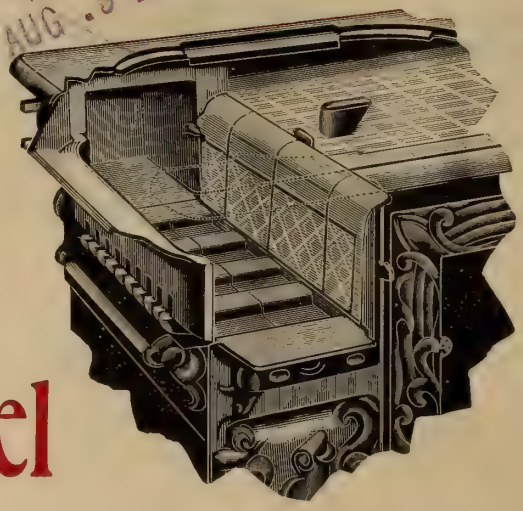
STOVES 19

JEWEL

TRADE MARK.

INTERCHANGEABLE FIREBOX

For ALL **Gypsy** and **Crown Jewel Ranges**



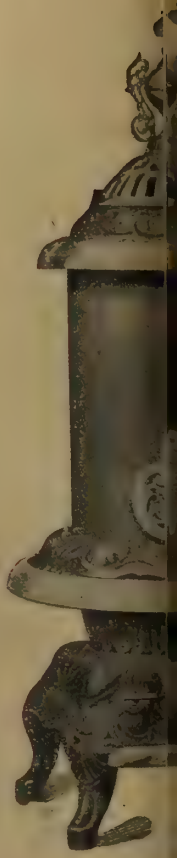
will burn Wood 26 inches in length.

THE LATEST

"ALL STEEL"

constructions, embodying every desirable and

Thoroughly Tested FEATURE



RETORT JE

Will BURN COAL

TESTING H

NOTE SIZE OF THIS TOP

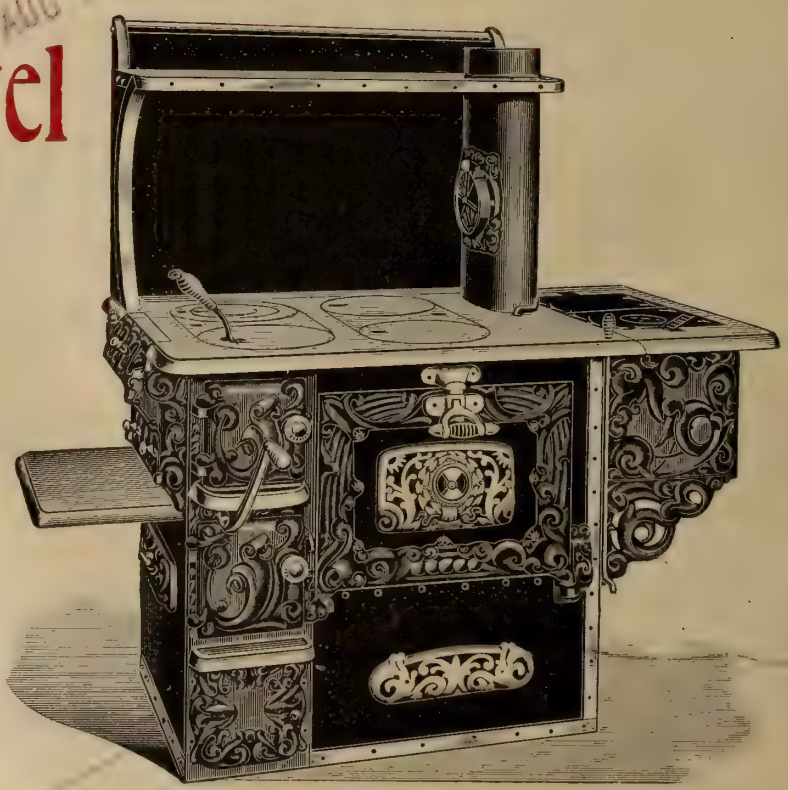
Gypsy Jewel

4-hole Stove Range

ALL STEEL

Made in **6** Styles, with either Leg Base or Cabinet Base (as shown), fitted with **DUPLEX** Grate for Coal, or for Wood, as shown above.

Oven, 18 x 20 x 13 inches.



JEWEL

TRADE MARK.

MANUFACTURED only by

The BURROW, STEWAR

Hamilto

AUG .5 1902

AUG 5 1902

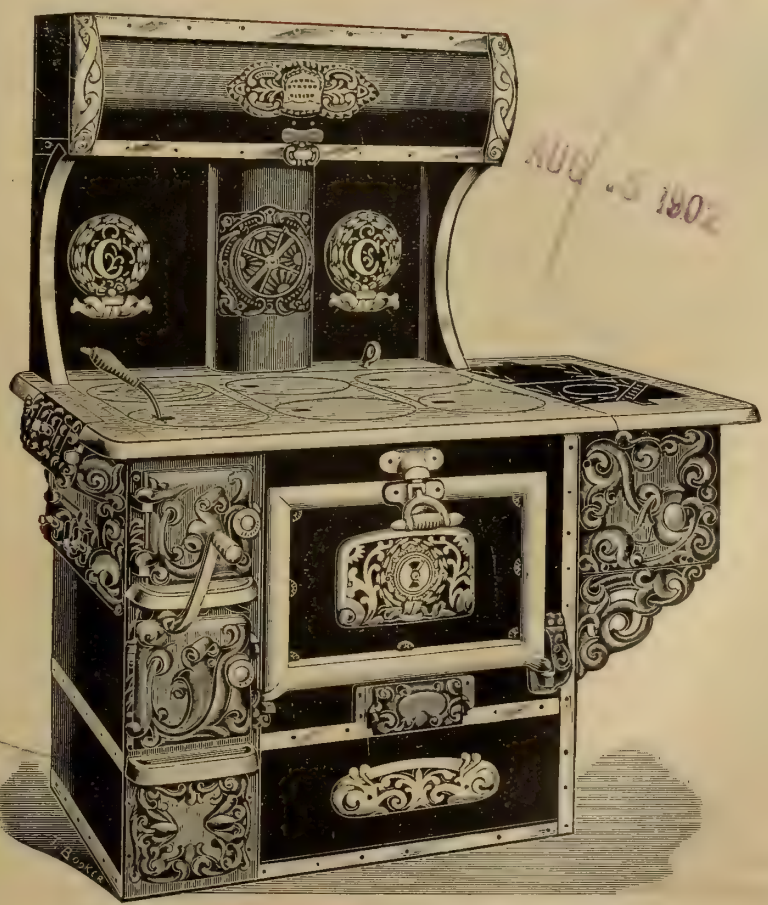
02 RANGES

MADE IN

4 SIZES

12-inch FIREPOT
14 " "
16 " "
18 " "

NOTE THE SWINGING KEY PLATE,
Advantageous for **BROILING, TOASTING,** ETC.



JEWEL
TRADE MARK.

Crown Jewel Range

ALL STEEL

Made in **3** sizes

12 STYLES

with Leg Base or Cabinet Base as shown.

6 HOLES

Nos. 8.18
8.20
9.20

Sizes of **OVENS:**
18 x 20 x 13 inches
20 x 20 x 13 inches
WITH or WITHOUT
THERMOMETER

EL HEATER

d or soft), or Coke.

OF OVEN.

FITTED with **DUPLEX** GRATE for Coal Burning,
or the Interchangeable FIREBOX for Wood.

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TRADE MARK.

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Hardware and Metal

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Montreal.

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FEATURES OF THE COPPER MARKET.

QUITE a little interest is being taken in the copper market these days. This is due largely to the fact that there is a good deal of speculation as to the future. The market, while dull, is fairly steady as to price.

One of the principal features of the market is the large increase in the exports of copper from the United States. During the month of June they were 14,027 tons against 9,842 for the same month a year ago. For the six months the exports from the United States aggregated 97,960 tons compared with 50,027 tons, during the same period in 1901. This shows an increase of 95 per cent. The production, on the other hand, according to the latest figures, also shows an increase, the quantity in the United States and other countries being 24,942 tons in June, compared with 30,923 tons the same month a year ago. The production for the six months was 192,984 tons, an increase of 8 per cent., compared with the same period last year. It is perhaps worthy of note that the increase in the stock of copper last year amounted to nearly 70,000 tons.

While the market is quiet at the moment the consumption is comparatively large. In the United States it is exceedingly so, and on this account a steady upward movement is eventually anticipated. At present the coal miners' strike is somewhat of a disturbing element on account of the threatened scarcity of coal, and particularly for the mines on Lake Superior. Besides this, there is undoubtedly two opposing parties contending for the control of the market in the United States, and this is naturally giving some uncertainty to the situation.

MOULDING MACHINES AND THE UNION.

ONE of the most important items of business transacted by the International Iron Moulders' Union, which has been in session in Toronto during the past two weeks, was that in regard to moulding machines. As our readers are doubtless aware, the union has hitherto set its face against these machines, notwithstanding the light of history showing the futility of such action.

The first inkling of the turn in the tide in the attitude of the union was given early last week when the president said it was time the union men withdrew their opposition to these machines. These remarks of the president were afterwards considered by a committee, and on Wednesday last a report was submitted to the Convention dealing with this question. The report recommended that it be an instruction to the incoming officers to proceed to organize wherever possible all competent machine operators, radiator moulders, and all other classified specialist moulders, granting them a separate charter or affiliating them with local unions already in existence. The report was adopted by a large majority.

It is evident that what brought the union around to its present attitude was more a sense of self preservation than a lessening in the opposition to the machines, realizing that in their opposition to the machines they were creating a strong and dangerous opposition to their own welfare among the men who operate the machines.

It is, however, a matter for congratulation that the opposition from such an important body as the International Union has been discontinued. It will certainly be more satisfactory to the men themselves, to say nothing of the interests of their employers.

THE STEEL TRUST'S FINANCES.

THE suit which has been brought in the United States against the Steel Corporation to prevent the proposed $200,000,000 bond conversion, has brought out information which enables one to gain a clearer idea of the financial strength of this, the greatest of all commercial organizations. The information comes through an answer which President Schwab has filed in the suit in question.

The plaintiffs in the case claim that the corporation's assets do not equal the amount of its preferred stock.

In his answer President Schwab says that the assets will amount to more than the entire stock, bonds, common and preferred, or more than $1,400,000,000, while the earnings for the fiscal year he places at the enormous sum of $140,000,000.

THREATENED TINPLATE STRIKE.

There is some danger that the amicable relations which have existed for some time between the tinplate mills in Wales and their employes will be broken on account of the question of wages.

The men demand that in "Canadas" all plates up to 29 gauge shall be paid for on the basis of 112 lb., and those on and above 30 gauge on the area of 31,500. The employers at a recent meeting accepted the suggestion as to "Canadas," but refused to entertain the other proposals.

In addition to these, there are a number of other points at issue. A rather ill-advised action on the part of the men has not at all helped matters. Some three years ago a conciliation board was formed whereby the question of wages was dealt with annually. This conciliation board appears to have worked well up to the present, but recently the men of one of the mills presented notices for an increase in wages without having consulted the board, which was contrary to custom.

The Welsh tinplate industry has had so many ups and downs during the last few years that it is to be hoped the present difficulty will not result in an open rupture.

BUSINESS MEN AND THE PUBLIC SCHOOLS.

AT the annual meeting of the Toronto branch of the Canadian Manufacturers' Association, on Tuesday last, the subject of writing, arithmetic and spelling in the public schools of Toronto came in for discussion. The subject was introduced by one of the reports, which adversely criticized the public school system in these particulars.

This is not a new question to the business men of Toronto. For a long time it has been recognized that the pupils from the public schools were decidedly inefficient in the three essentials to education.

Wholesale men have time and again informed us that they could very rarely secure a boy from the public schools who was proficient enough, particularly in writing, to be taken into the office. It is evident, therefore, that the Manufacturers' Association has not taken the subject in hand any too soon, and it is to be hoped that good results will soon be apparent. The trouble appears to be not really the inefficiency of the teachers, but the system, which endeavors to crowd too much into the young minds of pupils. If the real purpose of the public school system is anything, it is to ground children in such essentials as writing, reading and arithmetic, but, as conditions exist to-day, these are not obtained. The pupils are given a smattering of many subjects, but are really proficient in none.

A good many, tired of this condition of affairs, are sending their children to voluntary schools, over which they have more direct control and in which the essentials to education are more thoroughly taught. While these voluntary schools are increasing, our public school population is, on the other hand, decreasing. This is shown by the Government returns.

But it is the few and not the many who can afford to send their children to the voluntary schools. And it is obvious that those who cannot are compelled to send their offsprings out into the world lacking in those qualifications which are so essential to success in life.

In Toronto one fourth of the ordinary tax rate is on public school account. It is obvious, therefore, with this high proportion, that inefficiency is being bought at a pretty high price.

It is time that business men took a more practical and live interest in the public school affairs, and it is to be hoped the action of the Canadian Manufacturers' Association will induce them to do so.

SUPREMACY IN THE IRON INDUSTRY.

THE Board of Commissioners sent to the United States last year by the British Iron Trade Association has just issued its report. This statement of opinion from British manufacturers has been awaited with great interest, especially because of the enormous increase in the production of United States iron and steel, which has been going on contemporaneously with a decrease in the output of both the British and German iron industries. A few figures will sufficiently demonstrate this condition of the rival nations.

Pig iron was produced in Britain to the amount of 7,761,830 gross tons in 1901, a decrease of 1,197,861 tons compared with the production of the preceding year. Bessemer steel ingots showed a loss of 138,751 tons over the same period, while open-hearth steel ingots alone witnessed an increase of 141,741 tons over the 3,156,050 tons produced in 1900. German reports on the production of pig-iron show a decrease from 8,520,541 metric tons in 1900 to 7,860,893 metric tons in 1901. Steel ingots and castings witnessed a loss of 251,647 tons, from the 6,645,869 tons of 1900. The combined output of pig iron of the two countries falls 379,861 tons short of the 15,878,354 tons produced by the United States in 1901.

United States statistics covering the ten years from 1890 to 1900 bear witness to an enormous increase in every line of iron and steel production. The capital vested in the industries was only $405,771,786 in 1890. In 1900 it had reached nearly $600,000,000. But it must be remembered that the present steel combine had not then been formed. Its capital alone stands at a billion dollars.

The value of the products has increased during the 10 years by over 74 per cent., and in 1900 it stood at $835,759,034. The number of blast furnaces and forges both show decreases, but in the case of the former the value of the product witnesses a decided increase. Rolling mills and steel works have increased in number from 395 438, and capital and production have almost doubled. A notable increase is to be found in the iron and steel shipbuilding industry. Only 17 institutions were in operation in 1890, compared with 44 in 1900. A capital of slightly over $7,000,000 has been raised to $60 000,000, and the value of the product has been increased by nearly 290 per cent. over its value of $12,929 953 in 1890.

These are wonderful figures to be confronted with, but the British commission's report is optimistic. The gist of it is that, while it recognizes the great advances in the United States, it yet believes that the remedy for the ills of the British iron industry lies with the British manufacturers themselves. That is, United States supremacy will only be inevitable if they fail to take immediate advantage of the modern processes which will enable them to keep up an effective competition.

GOOD OUTLOOK FOR STOVE TRADE

The Gurney Foundry Co , Limited, is so well represented through Canada and by its corresponding company in the United States that it is perhaps as well qualified to speak of the present status of business as any concern in Canada. Its officers speak in qualified terms of the present and future of business in Canada and the United States. They seem to hold the opinion that there is a prospect of good times lasting longer in Canada than the United States, as, although in the past, conditions here have been dependent on the United States, there are at present relations in Canada which did not exist before this year. The enormous emigration from the United States into Canada is spoken of as one of these factors, while the growth in Canada of Clergue and Sydney enterprises suggests another factor.

The Gurney Company contemplate building immediately another foundry with double the output of the present one. Toronto Junction has been chosen as the site, and seven or eight acres will be required for the purpose. The building will be of the most modern foundry construction, the idea being to move heavy material and goods by machinery, and all upon one level. The officers of the company feel sure that for the next three or four years the demand will meet the supply in all branches of manufacture.

THE PREFERENTIAL TARIFF QUESTION.

By ROBERT MUNRO, President of the Canadian Manufacturers' Association.

THERE is much more general agreement on this subject than we are apt to infer from the varied opinions expressed in its discussion. It is no question of party politics. There can be no doubt that the people of Canada, as a whole, are favorable to giving British possessions every tariff advantage that is possible, consistent with our general financial system and the maintenance of our industries.

There is a remnant of our people who would refuse to consider our industries in the question at all. These do not consider that the investment of Canadian capital in manufacturing industries amounts to probably $500,000,000, and that at least one-third of our population is dependent on these. There is also a further consideration. These industries were largely induced by the measure of protection the tariff incidentally afforded, and, as a community, we cannot afford to so alter our fiscal conditions as to prevent this enormous investment yielding some return, nor can we afford to materially reduce the number for which these industries find employment.

The Pro-British view of the tariff looks to increased trade between Canada and other British possessions. Of this view Canada is the author. Its development will probably be intercolonial before it becomes Imperial. We may expect a return of preferences from the other colonies before reciprocal preferential trade is adopted by Great Britain. Our fellow-Britons in Australia, New Zealand, South Africa, West Indies, etc., are thinking hard on the question. We may surely arrange to help out the discussion with them in detail, and it cannot prove fruitless. A general agreement among the colonies is the great lever which will move Great Britain. This intercolonial agreement is just what many of our British people would delight to see in operation. The discussion of the principle will help to bring the financial systems of the colonies into similar lines, and as one colony gradually increases its consumption of the products of the other, the preferential tariff will be a matter of less and less difficulty.

But the Pro-British view has another very important feature. It seeks to retain British trade for Britons. In carrying out this view it has no favors to confer on foreign nations. Nor has it any prejudice against dealing with them on a fair "tariff for tariff" basis. While one part of our creed is to give a preference to British possessions, another is to give to every other country as fair terms as they give us, but we object to give more than this. If they tax our farm products and our manufactures we also tax theirs. We want to trade with the wide world on a business basis. We want to trade with our fellow Britons on a preferential basis, and we expect them to recognize us as Britons also.

This view is worthy of Canada. There is nothing in it that is not businesslike, straightforward, fair and just.

Now, what would be the outcome of this Pro-British policy if carried out from these two viewpoints?

Based on the existing tariffs of Germany, United States and other countries, the principle of tariff for tariff would so restrict our trade with these countries that a large additional volume of trade would be available between us and Great Britain and her colonies. One effect would be a higher Canadian tariff on a large number of items, which is not, in itself, desirable, but it would be necessary to equalize with foreign tariffs. The other effects would be that not only would a larger amount of trade be available between us and Britain, but that a greater percentage of preference could be given to Britain.

I am not forgetful that some few industries have suffered severely from the preference now given. These industries were established on a tariff which appeared to offer a return on their investment, but the abatement of one-third upset their calculations, and in some cases changed profit into loss. These are the exception, however, and call to be dealt with exceptionally, but generally the increased aggregate business that would result from fair trade with foreign nations and the special increases incident thereto would adjust matters. I have tried to deal with principles. Let me give only one illustration in detail.

Our agriculturists are very heavy sufferers in this regard. There is approximately $20,000,000 lost to Canada every year to pay United States farmers for produce for which they will not take produce in return, but are paid in gold. Every dollar of this is lost to our Canadian farmers.

The pro-British principle of "tariff for tariff" to foreigners and reciprocal preferential between British possessions is the principle that will do justice to Canada and her people.

SCHOOL OF MINES FOR NOVA SCOTIA.

Under a recent date Mr. R. Drummond, M.L.C., of The Maritime Mining Record, writes: "The Province is now ripe and ready for a school of mines or some such institution which will supply the hundreds of young men and middle-aged—who have secured certificates of competency as managers, underground managers, and overseers at the excellent schools of their kind—established by the local Government, more advanced technical instruction than comes within the scope properly of the schools now established. Many mining men recognize that the time has come when the instruction given at our mining schools must be supplemented by something higher if our young men who have chosen mining as a profession are to hold their own with the men of Germany or the United States. Those interested in mining pursuits and the development of the vast mineral wealth of this Province, are, I am inclined to believe, desirous that a school of mines be established.

"If the school is to be for all the people, and not a favored section, some scheme should be hinted at whereby part, at least, of the expense of attendance in Halifax be remitted—or, as in the case of the Agricultural School, pupils should, in some way, be given opportunity to earn their board. I have also an idea that every candidate who secures a certificate as manager from the mining examiners, should have his expenses in Halifax paid—call it a scholarship. The Government ought to provide these scholarships or bursaries."

MIDSUMMER 1902

To the . . .

Hardware Trade:

The index of our business barometer has for the last five months pointed to **STEADY PRESSURE.**

The volume of business done is unprecedented in the history of our Company, and we desire to thank our clients most heartily for their increased support.

We have all felt the growing time. Our belief is that Canada will have a long lease of it, and our factory arrangements will be based on this belief.

Our 1902 Specialties have been found just what were wanted.

For the Summer and Fall trade we have made arrangements to increase the supply of **PAINTERS' PERFECT WHITE LEAD,** which has had an excellent run ever since its introduction.

The **MAGNETIC OIL** sold faster than we could tank and strain it, but from this forward there will not be any complaints of shortage. It has become a favorite in all parts of the Dominion.

Our **PERMANENT REDS** are prepared from first to last in our own factory—no middle profit is given away—we are that much ahead of all competitors. You are buying from first hands.

Our **VARNISH DEPARTMENT** grows most rapidly, partly from the expansion in other manufacturing industries. Our test system gives absolute security, and we guarantee every sealed can bearing our name.

You must all have been pleased and helped by our 1902 Catalogue. We commend its continued study as an educator. The men who are expert in our business study it most.

Yours, very truly,

THE **CANADA PAINT COMPANY,** LIMITED

MONTREAL, CANADA. *Robt. Munro, Managing Director.*

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, July 18, 1902.

HARDWARE.

A GOOD demand during the past week has been experienced for the general list of hardware articles, this trade being less affected by the change in seasons, and in weather, than is usually the case, and much less than in other classes of trade. All building materials and harvest tools have been moving briskly. Common wrenches, it is expected, will be advanced in price within the next few days, owing to the scarcity of the raw material, which has been making itself felt more keenly during the past week or so. Curry combs have been advanced 10 per cent., and are now from 30 and 10 per cent. to 35 per cent. off.

SCYTHES.—In this line the business done during the past season has been remarkably good, and at the present there is still a brisk movement. Prices have not been altered. Quotations are as follows : Lance, No. 80, $5.50 ; Hurd's Clipper, $6.50 ; concave, $7.50 ; Sibley, $8.50 ; Cradle scythes, cast steel, $8.50 ; silver steel, $9.50 ; "Harvest King," $10.50. Bush scythes, $6.50.

BARB WIRE.—There has been no improvement in this market, and trade continues somewhat quiet. The price of barb wire is $3 per 100-lb. keg, f.o.b. Montreal.

GALVANIZED WIRE.—A few good orders are reported this week, but business, generally, is very quiet. We quote : Nos. 6, 7 and 8 gauge, $3.45 ; No. 9, $2.80 ; No. 10, $3.55 ; No. 11, $3.65 ; No. 12, $2.95 ; No. 13, $3.05 ; No. 14, $4.05 ; No. 15, $4.55 ; No. 16, $4.80 ; No. 17, $5.20 ; No. 18, $5.45.

SMOOTH STEEL WIRE.—There is a moderate inquiry but nothing special is doing. No quotable change has been made, bright and annealed still selling on a base of $2.60 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are as follows : Coppered wire, 60c.; tinned wire, $2 ; oiling, 10c.; spring wire, $1.25 ; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—We have still to report a quiet market in fine wire. The discount remains at 22½ per cent.

BRASS AND COPPER WIRE. Little improvement is shown in this trade. The market is quiet and discount unchanged at 60 per cent.

FENCE STAPLES.—There is a fair inquiry for staples. The price of galvanized is $3.25 per 100-lb. keg, and of bright staples, $2.90 per 100-lb. keg ; 25 and 50-lb. packages, 25c. extra.

WIRE NAILS.—Business is fairly good in this line. Nothing of importance has occurred, and the price is unchanged, small lots selling at $2.55 and carlots at $2.50, f.o.b. Montreal, London, Hamilton, Toronto, Gananoque, Brantford, Windsor, Ont., St. John and Halifax.

CUT NAILS.—Trade continues along about as usual with nothing special to report. The price is $2.45 per keg, in small lots, and in carlots, $2.37½ per keg.

HORSE NAILS.—The market is not active. The discounts are unchanged as follows: "C" brand, 50 and 7½ per cent. off ; "M" brand, for "Oval" and "New City" heads, 60 per cent. off, and for "New Countersunk" heads, 66 2-3 per cent. off. "Monarch" horse nails are also discounted at 66 2-3 per cent.

HORSESHOES.—Business is quiet, and our quotations are as follows : Iron shoes, light and medium pattern, No. 2 and larger, $3.50 ; No. 1 and smaller, $3.75 ; snow shoes, No. 2 and larger, $3.75 ; No. 1 and smaller, $4.00 ; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, $3.60 ; No. 1 and smaller, $3.85 ; feather-weight, all sizes, $4.85 ; toe weight, steel shoes, all sizes, $5.95 f.o.b. Montreal ; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS.—The demand for screws is keeping up very well, and there is a fairly active market this week. Discounts are : Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—There is no quotable change to report this week. The market is rather quiet, except in hayfork rope, which is moving out well. Our quotations are as follows : Manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, 11c. Prices on binder twine are as follows : Blue Ribbon, 650 feet to the pound, 15c.; Redcat, 600 feet to the pound, 14c. ; Tiger, 550 feet to the pound, 13c. ; Standard, 500 feet to the pound, 11½c.; sisal, 500 feet to the pound. 11½c. Prices are subject to a rebate of ¼c. in carload lots.

RIVETS AND BURRS.—No further change has been made in the discounts of rivets and burrs. The market is not particularly active. Quotations follow : Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off ; copper rivets, with the usual proportion of burrs, 45 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

BOLTS.—Business continues fairly satisfactory. No quotable change has occurred, and we quote the discounts as follows : Norway carriage bolts, 55 per cent.; common, 50 per cent.; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 per cent.; coach screws, 66 2-3 per cent.; sleigh shoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent. ; stove bolts, 67½ per cent. Nuts, square, 3¼ per lb. off list ; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

BUILDING PAPER.—Jobbers report a good demand for all lines of building paper, and the volume of business doing is large. Our qdotations are as follows : Tarred felt, $1.70 per 100 lb.; 2-ply, ready roofing, 85c. per roll ; 3- ply, $1.10 per roll ; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll ; tar sheathing, 45c. per roll ; dry fibre, 50c. per roll; tarred fibre, 60c. per roll ; O K and I X L, 65c. per roll ; heavy straw sheathing, $30 per ton ; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—The demand for this is very good and the price remains at $1.37½ per 100 square feet.

POULTRY NETTING.—A fair business is doing, but the demand is falling off. Canadian or English netting is discounted as follows : 2 x 2 mesh, 19 wire, 50 and 10 per cent. ; 2 x 2 mesh, heavier wire, 50 per cent. Canadian list used.

HARVEST TOOLS.—Trade continues brisk on all lines. Discount, 60 per cent.

FIREBRICKS.—There is not much doing in firebricks. English sell at $16 to $22 per 1,000, and Scotch at $17 to $22 per 1,000.

CEMENT.—The market is quiet. Our quotations are : Canadian cement, $1.90 to $2.25 ; German, $2.20 to $2.30 ; English, $2.15 to $2.25 ; Belgian, $1.70 to $1.95 per bbl. ex-wharf, and American, $2.10 to $2.20 ex-cars.

METALS.

The volume of business in metals keeps up well, considering the falling off in other lines. Should the cargo of the wrecked steamer Monteagle prove to be too badly damaged for use, there will likely be considerable shortage in supplies felt for a while. This will particularly affect Canada plates, black sheet iron, galvanized iron and tinplates. But even with the further supplies which are now on the way here some scarcity is bound to be felt in the heavier metals for fall. The hardware trade are not too heavily stocked with these goods and were awaiting the arrival of the wrecked steamer for some time, as the goods were wanted immediately. It is stated that it will be impossible to repeat some orders at the same figures and that better prices will be asked for goods arriving later. At present it is not possible to tell to what extent the cargo is damaged, but it is feared, to judge by the condition of the vessel, that the loss will be considerable. The prices of metals on the local market have been steady during the week. Old Country reports state that Canada plates are dearer.

PIG IRON.—There is no change in this market. Canadian pig iron is quoted at $18.50 to $19 and Summerlee, $21.50 to $22.

BAR IRON.—Business continues fairly active. Merchants' bar is worth $2 and horseshoe iron, $2.20.

BLACK SHEETS.—The demand is fair and improving. We quote: 28 gauge, $2.65;

ENGLISH
GERMAN
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CANADIAN
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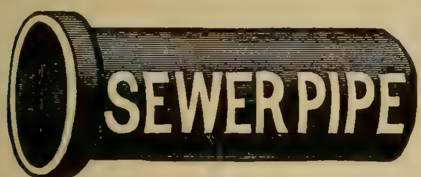

Double Strength Culvert Pipe
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Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is r quired; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents

Drummond, McCall & Co.
MONTREAL, QUE.
or to
Canada Iron Furnace Co. Limited
MIDLAND, ONT.

26 gauge, $2.60 ; 20 to 24 gauge, $2.50, and 8 to 20 gauge, $2.50.

GALVANIZED IRON.—Trade is growing more active in this line. Prices have not changed. We quote: No. 28, Queen's Head, $4.40 ; Apollo, 10¾ oz., $4.40 ; Fleur de Lis, $4.15 ; Comet, $4.25 ; "Bell" brand, $4.30. For less than case lots 10c. extra is charged.

INGOT COPPER.—We quote 14c.

INGOT TIN.—Straits sell at, 33½c., with a moderate inquiry.

PIG LEAD.—There has been no improvement in the market. The price is $3.25.

LEAD PIPE.—Business in lead pipe has been somewhat better than last week, but the market is not particularly active. The price of composition and waste is 8c. and of ordinary, 7c. The discount is still 37½ per cent.

IRON PIPE.—An active trade is still done in this market. No quotable change has been made, and we quote as follows: Black pipe, ⅛, $3 ; ¼, $2.40 ; ⅜, $2.65 ; ½, $3 ; ¾, $3.70 ; 1-in., $5.25 ; 1¼, $7.40 ; 1½, $8.90 ; 2-in., $12.40. Galvanized, ¼, $3.20 ; ⅜, $3.45 ; ½, $4 ; ¾, $5.05 ; 1-in., $7.25 ; 1¼, $10.10 ; 1½, $12.15 ; 2-in., $16.70. Extra heavy pipe, plain ends, are quoted, per 100 ft., as follows: Black, ½, $4.35 ; ¾, $5.30 ; 1-in., $7.60 ; 1¼, $10.60 ; 1½, $12.70 ; 2-in., $17.45. Galvanized, ½, $5.35 ; ¾, $6.70 ; 1-in., $9.60 ; 1¼, $13.30 ; 1½, $15.95 ; 2-in., $21.75. For threads and couplings 5 per cent. is added.

TINPLATES.—There is a good demand. Charcoals sell at $4.75 to $5.25 per box ; cokes, at $4.25 per box.

CANADA PLATES.—The inquiry for Canada plates is very good, but stocks in jobbers' hands are diminishing rapidly and some scarcity is expected for a while. Quotations are as follows: 52's, $2.70 to $2.80 ; 60's, $2.85 to $2.90 ; 75's, $2.80 to $2.85 ; full polished, $3.75, and galvanized, $4.25 to $4.35 ; galvanized, 60's, $4.45 to $4.55.

STEEL.—There is no change. The market is active. We quote as follows: Sleighshoe, $2.10 ; tire, $2.20 ; bar, $2.05; spring, $2.85 ; reeled machinery, $2.75 ; toecalk, $2.70.

SHEET STEEL.—The demand for this has not materially improved and the volume of business is small. We quote Nos. 10 to 20, $2.50 ; 3-16, $2.50 ; ¼, 5-16, and ⅜, $2.40.

TOOL STEEL.—A small amount of business has been done during the week at unchanged prices. We quote: Black Diamond, 8c.; Sanderson's, 8 to 12c., according to grade ; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Clover's, 8 to 15c.; "Air Hardening," 30 to 50c.

TERNE PLATES.—The market for terne plates is quiet and featureless. We quote $7.50.

COIL CHAIN.—In this line trade is not very active though there is a firm tone to the market and higher prices have been quoted by some dealers. We quote as follows: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼-inch, 7¼c. per lb.; 5-16, $5 ; 5-16 exact, $5.25 ; ⅜, $4.25 ; 7-16, $4.05 ; ½, $3.95 ; 9-16, $3.85 ; ⅝, $3.55 ; ¾, $3.50 ; ⅞, $3.45 ; 1-inch, $3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC.—The market is still quiet and the price unchanged from $5.85 to $6.25.

A. C. LESLIE & CO.

HEADQUARTERS FOR

Sanderson's Tool Steel
Merchant Bar Steel
Bar, Band and Hoop Iron
Steel Sheets and Plates
Structural Steel, etc., etc.

Import orders for wholesale buyers only.

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ARE
STANDARD PUMPS

Only the best is good enough for our customers and we don't ask too much for them either.

Your jobber sells them, or if not, he does not sell the best.

We have a Catalogue for you.

THE R. McDOUGALL CO., Limited,
GALT, ONT.

Pig Iron

We offer to arrive:

No. 1 Eglinton
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ADAM HOPE & CO.
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NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN
OPEN HEARTH STEEL.

A Good Thing

when once tried is sure to make a strong appeal to your customers and meet with corresponding appreciation.

This is demonstrated by the increasing demand for

Elastilite Varnish,
Chijap Floor Lac,
Maple Leaf Varnish Stain
and Coach Enamels.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co.
LIMITED
Toronto, Ont., Canada.

Canadian Agents for Buehne's "Red, White and Blue" Brand Steel Wool.

Don't tell a customer you are out of "Ark Brand" Paint.

See to it that you always have a supply.

Do not wait for our travellers if you find yourself running short of

"Ark Brand" Paint

but write to us mentioning our traveller's name.

You have our color cards—if not, we will send them on application—and you will have your orders by mail filled promptly.

Write to-day and arrange for the agency for your town.

THE FRANCIS-FROST CO. Limited
TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler.

ANTIMONY.—There is little doing. The price remains at 10c.

ZINC SPELTER.—This is quoted at 5c. Trade is still very quiet.

SOLDER.—There is no change in this market, which continues active. Bar solder sells for 18c. and wire solder, 20c.

PAINTS AND OILS.

The feature of the paint and oil market during the past week has been the further decline in linseed oil of 2c. and the drop of 2c. in turpentine. The reason in both cases is on account of the larger supplies, more than sufficient for the demand. The market is fairly well supplied now and the inquiry is not as active as it was a few weeks ago. There is also a falling off in orders for the general list of painters' materials, and though manufacturers do not appear to be at all slack, yet the usual quiet time is setting in. Stocks of dry white lead and zinc and paris green are reported very light. Varnishes are still moving well. We quote :

WHITE LEAD.—Best brands, Government standard, $5.87½ ; No. 1, $5.50 ; No. 2, $5.12½ ; No. 3, $4.75 ; No. 4, $4.37½ all f.o.b. Montreal.

DRY WHITE LEAD.—$5.25 in casks ; kegs, $5.50.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100 lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote : Bulk, in bbls., $1.90 per 100 lb.; bulk, in less quantity, $2.05 ; bladders, in bbls., $2.25 ; bladders, in 100 or 200-lb. kegs or boxes, $2.40 ; in tins, $2.55 to $2.65 ; in less than 100-lb. lots, $3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50 ; in 100-lb. kegs, $4.75 ; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25 ; kegs, $4.50, and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c. ; less quantities, 5½c.; flake litharge, casks, $5.25 ; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 80c.; boiled, 83c. In 5 to 9 bbls., 1c. less. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gal. advance.

TURPENTINE.—Single barrels, 70c.; 2 to 4 barrels, 69c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45 ; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.45 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PARIS GREEN.—Petroleum, bbls., 16¾c. per lb.; arsenic kegs, 17c.; 50 and 100-lb. drums, 17½c.; 25-lb. drums, 18c.; 1-lb. packages, 18½c.; ½-lb. packages, 20½c.; 1-lb. tins, 19½c.; ½-lb. tins, 21½c. f.o.b. Montreal. Terms : 3 per cent. 30 days, or four months from date of delivery.

SCRAP METALS.

The market this week is quiet and without feature. All lines of metals are dull. There has, however, been no quotable change, and prices are as follows : Heavy copper and wire, 10½c. per lb.; light copper, 8c.; heavy red brass, 10½c.; heavy yellow, 9c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2¼c.; iron No. 1, wrought, $15 ; No. 2, $7 per ton ; machinery scrap, $16 ; stove plate, $12 ; malleable and steel, $5 ; mixed country rags, 60 to 70c. per 100 lb. ; old rubbers, 6 to 6¼c. per lb.

GLASS.

There is little demand for glass on this market, and trade continues quiet. We now quote : First break, 50 feet, $2.10 ; second, $2.20 for 50 feet ; first break, 100 feet, $4 ; second break, $4.20 ; third break, $4.70 ; fourth break, $4.95.

HIDES.

The only change to report in this market is in lambskins, which are quoted at an advance of 5c. Other lines are steady. We quote : No. 1 hides, 10c. ; No. 2, 9c.; No. 3, 8c. Calfskins, 12c. ; lambskins, 30c.

MONTREAL NOTES

No. 1 lambskins are 5c. higher.

Currycombs have advanced 10 per cent.

ONTARIO MARKETS

Toronto, July 18, 1902.

HARDWARE.

FOR JULY the hardware business is being well sustained. The rains in June of this year seem to have kept back the crops and retarded trade, leaving some of the business that last year was done in June to be done in July this season. Harvest tools are meeting with a good sorting-up demand, and the trade in builders' hardware this year is heavier than last year. Inquiries and encouraging reports keep coming in from the lumber regions, specifications are being forwarded, and some contracts already have been closed. There is a better demand for eavetroughing this year than last, and quite a few orders in stoves and ranges are being booked for shipment in the fall. Jobbers claim that this fall there will be a scarcity of stoves, as the factories have not yet been able to make their output equal to the demand. The prices of currycombs have been advanced 10 per cent. The manufacturers claim that they had to make these changes on account of the increased cost of labor and material.

BARB WIRE.—There is a fair demand for barb wire, and as there is a scarcity of stocks on hand, jobbers can hardly wait for their supplies to be shipped from Cleveland to fill their orders. Barb wire, in carlots, is quoted at $2.65, and for less than carlots, $2.77½ f.o.b. Cleveland. From stock, Toronto, the price is $3.00.

GALVANIZED WIRE.—There are a number of small orders being received in this line. Quotations are: Nos. 6, 7 and 8, $3.50 to $3.85 per 100 lb., according to quantity; No. 9, $2.85 to $3.15; No. 10, $3.60 to $3.95; No. 11, $3.70 to $4.10; No. 12, $3 to $3.30; No. 13, $3.10 to $3.40; No. 14, $4.10 to $4.50; No. 15, $4.60 to $5.50; No. 16, $4.85 to $5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at $2.52½ in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE.—The volume of trade in this line continues fair and prices are unchanged. We quote the base price as follows: $2.60 per 100 lb. Oiling, 10c.; coppering, 60c., and tinning, $2 per 100 lb. extra. Delivery points Toronto, Hamilton, London and Montreal, with freights equalized on those points.

FINE STEEL WIRE.—The demand continues fair and prices are steady. The discount remains unchanged at 22½ per cent.

WIRE NAILS.—The demand for these continues to be well sustained, and some of the manufacturers are unable to fill their orders. The smaller sizes are the scarcest. We quote $2.55 for less than carlots and $2.50 for carlots. The delivery points are: Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—The situation in cut nails is unchanged. The base price is quoted at $2.45 per keg and $2.37½ for carlots.

HORSE NAILS.—The steadiness in these noted last week continues. The discounts are: "C" brand, oval head, 50 and 7½ per cent.; on "M" brand, 50, 10 and 5 per cent.; "Monarch," 60 2-3 per cent. Countersunk head, 60 per cent.

HORSESHOES.—There is a fair trade in these being done at unchanged prices: Iron shoes, No. 2 and larger, light, medium and heavy, $3.60; snow shoes, $3.85; light steel shoes, $3.70; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.85; snow shoes, $4; light steel shoes, $3.95; featherweight (all sizes), $4.95.

SCREWS.—The demand for screws is keeping up very well, and, if anything, is better than last week. The difficulty experienced in having the orders filled by the manufacturers is as great as ever. The discounts are: Flat head bright, 87½ and 10 per cent.; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze, 70 per cent.

RIVETS AND BURRS.—There continues to be a scarcity of these in the hands of the jobbers and the demand is about the same as last week. The discounts are now as follows: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—Jobbers in this line are busy, but they find it difficult to replenish their stocks. Manufacturers claim they are much put about for want of workmen. We quote: Carriage bolts, common ($1.00 list), 50 per cent.; carriage bolts, full square ($2.40 list), 55 per cent.; carriage bolts, Norway iron ($3 list), 55 per cent.; machine bolts, all sizes, 50 and 5 per cent.; coach screws, cone points, 66 2-3 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SCREEN DOORS AND WINDOWS.—There is a good demand for screen doors and windows, and stocks are well assorted. Quotations are: Common doors, two or three panel, f.o.b. factory points as follows: Walnut, stained, 3-inch style, $6.80 per dozen; stained, yellow, $7; natural color, oil finish, $8.15; 4-inch style, 20c. extra per dozen. Windows: No. 0, $1.60; No. 1, $1.70; No. 2, $1.95; No. 3, $2.10; No. 4, $2.50 per dozen.

GREEN WIRE CLOTH.—There keeps up quite a sorting-up trade in this line. We quote $1.37½ per 100 square feet.

SPADES AND SHOVELS.—There is a fair amount of business doing in spades and shovels. Discount, 40 and 5 per cent.

ROPE.—There is the usual amount of trade doing in this line at unchanged prices. We quote: Pure manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, single, 11c., double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per dozen.

BINDER TWINE.—There have been no changes in prices as yet, and the demand is commencing to improve. We quote: "Blue Ribbon," 650 ft., 15c.; "Red Cap," 600 ft., 14c.; "Tiger," 580 ft., 13c.; sisal, 500 ft., 11½c.

HARVEST TOOLS.—Trade in this line is without new features, and the amount of business doing is fair. Discount, 60 per cent.

EAVETROUGH, ETC.—The busy season in this line is now on and jobbers say the volume of trade doing this season is in excess of that of the same period last year. The prices are firm and unchanged. We quote: Eavetrough, $3.10 per 100 square feet, for 10-inch, and conductor pipe at $4 for 3-inch, and $5.25 for 4-inch.

BUILDING PAPER.—Business in this line keeps up well. Quotations are as follows: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll.

LAWN MOWERS.—The season for these is nearly over. A few orders are still being given to manufacturers for small lots, and the discounts are as follows: 50 per cent. on high-wheeled lawn mowers, "Star" mowers, 9-in. wheels, $2.25 to $3; "Daisy" mowers, 7-in. wheels, $2.25 to $2.50.

HARVEST WHIPS.—A fair amount of business is doing in harvest whips.

POULTRY NETTING.—This line is meeting with a moderate demand at unchanged prices.

IMPROVED BUILDING MATERIALS.

All the newest and most effective ideas are embodied in our metallic goods.

The points that make for convenience in handling—for long duration—for most efficient service.

The points that make fully satisfied customers. Isn't it to your own interest to sell the goods that never require an after apology or explanation? Consult our catalogue for full information about our metallic

CEILINGS, CORNICES, LATHING,
SHINGLES, SKY LIGHTS, CORRUGATED IRON,
SIDINGS, VENTILATORS, FINIALS.

And other goods for all kinds of architectural purposes.

The Metallic Roofing Co., Limited,

Wholesale Manufacturers,

TORONTO, MONTREAL, WINNIPEG.

TINWARE AND ENAMELLED WARE.—The amount of business doing in tinware is somewhat less than it was. In enamelled ware there is a great call for preserving kettles.

SPORTING GOODS.—Quite a few guns are being forwarded to different points in the Province. Loaded shells are also active.

CEMENT.—Trade is a little quieter this week than before in cement, but the market continues strong with no further advance. Buyers are holding back a little, owing to this firmness and the fact that at present they are provided with sufficient stocks of cement to supply their wants for some time to come.. We quote: Canadian Portland, $2.25 to $2.85, and Canadian hydraulic, $1.35 to $1.60 per bbl.

METALS.

Business in metals continues steady without any large buying movement, and the market conditions are similar to those of last week. In the United States copper was slightly depressed, and as many consumers are expecting the prices to ease off, they seem to be acting on this belief and restricting purchases. Tin, both in London, Eng., and the Republic, is firm. The United States pig iron market is quiet and strong, and production is going on at a rapid rate.

PIG IRON.—In the United States pig iron is quiet and firm, with a small amount of trade doing. The local market continues strong. We quote on track, Toronto: No. 1 foundry, $21, and No. 2, $20.50.

STEEL BOILER PLATES.—These continue strong and active. We quote $1.80 for carload lots, on track, Toronto.

STEEL BEAMS.—A fair amount of business continues at unchanged prices. We quote $2.75 for steel beams, from stock, and $2 per 100 lb. for carload lots on track.

STEEL RAILS.—Our quotations for steel rails are $30 per ton for steam railway rails, and $35 per ton for electric railway rails.

TOOL STEEL.—A steady market continues locally in tool steel, and our quotations are as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 8 to 15c.; ditto, "Air Hardening," 30 to 50c.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's Special, 15 to 20c.

MILD STEEL.—This continues in fair demand.

SPRING STEEL.—A fair amount of business continues to be done locally in spring steel.

BOILER TUBES.—The values of these are steadily maintained on the local market.

BAR IRON.—There is a scarcity of bar iron on the local market with a good demand. The United States markets are firmer and quiet, with some business doing for the last half of this and the first quarter of next year, but sellers are not seeking business. We quote: $1.95 to $2.05 base. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS.—The demand is still active and the prices are unchanged. We quote: Common, $3.15 for 28 gauge, and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—There is at present a good demand for these. We quote: All dull, $3; half-polished, $3.10, and all bright, $3.75.

GALVANIZED SHEETS.—The local market continues in about the same condition as last week. We quote in casiots, as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 29 gauge, Bell brand, $4.20 for 28 gauge.

TIN.—The outside markets for tin are firm. The local demand has dropped off. We quote $32 to $33 per 100 lb.

TINPLATES.—A fair amount of business is being done. We quote: Charcoal, $4.75 to $5 per box, and cokes, $4.25 per box.

COPPER.—Some inquiry has been made for ingot copper. We quote: Ingot copper, $14 per 100 lb., and sheet copper, $22 to $23.

BRASS.—This metal continues unchanged with a good demand. The discount is 15 per cent.

PIG LEAD.—This metal has become quiet on the local market during the week. Pig lead is quoted at $3.50 to $3.75, and bar, $5.

IRON PIPE.—The local trade has improved with the settlement of the plumbers' strike, and a large amount of business is now doing. Quotations are per 100 ft.: ¼-in., $2.40; ⅜-in., $2.65; ½-in., $2.85; ¾-in., $3.65; 1-in., $5.20; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; galvanized, 1-in., $7.20. Trade discount 4 per cent.

ZINC SPELTER.—This line continues in fair demand. We quote $5 to $6.

ZINC SHEETS.—Trade is steady. We quote: Cask lots, $6 to $6.25, and part casks, $6.25 to $6.50.

SOLDER.—Trade in solder continues brisk, and prices are unchanged.

ANTIMONY.—There is some local business doing in antimony. We quote $19.50 per 100 lb.

PAINTS AND OILS.

The market this week is without new features. The declines in linseed oil and turpentine have been maintained. The stocks of the latter on hand are light, and fancy prices are being paid for small lots of one or two barrels. The market for spirits of turpentine in the South continues to weaken and prices have declined some since last week. The weakness there was caused by unexpectedly large receipts of spirits at various ports in the South. On the local market there is not much demand for raw and boiled linseed oil, owing to the buyers refusing to purchase ahead. Trade in red leads and white leads ground in pure linseed oil shows a slight falling off. A number of sorting up orders keep the ready-mixed paints active. The trade in zinc whites this season is exceptionally good. Putty is commencing to move nicely and castor oil is quiet. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, $5 87½; No. 1, $5.50; No. 2, $5.12½; No. 3, $4.75; No. 4, $4 37½ in packages of 25 lb. and upwards; ½c. per lb. extra will be charged for 12½ lb. packages; genuine dry white lead in casks, $5.12½.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
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Wellington Mills, London, England.
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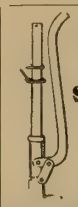
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Steel Carriage and Wagon Jacks,
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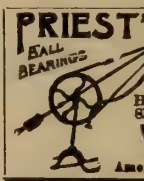

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ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

NEWMAN'S PATENT
INVINCIBLE FLOOR SPRINGS
Combine all the qualities desirable in a Door Closer They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.
MADE SOLELY BY
W. NEWMAN & SONS, Birmingham.

Oneida Community Goods
HALTERS, COW TIES SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT.

An Experience.
One of the largest operators on the North Shore after one year's experience of CROWN JEWEL AXES in his shanties is so satisfied he will not consider buying any other.

Dundas Axe Works, Dundas, Ont.
W. L. Haldimand, Jr., Montreal Agent.

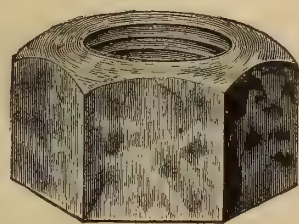
GLOBE BRAND FILES AND RASPS

Which are being manufactured at our Dominion Works are **WARRANTED.** Made from selected Cast Steel by experienced workmen. We can supply any Shape, Size or Cut in this brand at very lowest prices (Quality considered). For sale by the following Wholesale Hardware Merchants :

Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Rice Lewis & Son, Toronto.
Aikenhead Hardware Co., Limited, Toronto.

Thos. Birkett & Sons, Ottawa.
Hobbs Hardware Co., London.
D. H. Howden & Co., London.
E. G. Prior & Co., Victoria, B.C.

WALTER GROSE, SELLING AGENT, **Montreal.** **NICHOLSON FILE CO., Port Hope, Ont.**



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Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

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THE CELEBRATED

National Cutlery Co. Shears

Acknowledged the best and fully warranted.
Not connected with any Shear Combination.

Tailors' Shears,
Trimmers,
Ladies' Scissors,
Barbers' Shears,
Tinners' Snips.

DECATUR, BULL & CO., Sales Agents, MONTREAL.

RED LEAD—Genuine, in casks of 560 lb., $5 to $5.12½; ditto, in kegs of 100 lb., $5.50; No. 1, in casks of 560 lb., $4; ditto, kegs of 100 lb., $4 50.

LITHARGE—Genuine, 6 to 6½c.

ORANGE MINERAL—Genuine, 7½ to 8c.

WHITE ZINC—Genuine, French V.M., in casks, $6 to $6 25; Lehigh, in casks, $6.

SHINGLE STAIN—In 5-gal. lots, 60c. to $1.20 per gal.

BENZINE—In barrel lots, 17c. per gal.; less quantities, 25c. per gal.

PARIS WHITE—90c. to $1 per 100 lb.

WHITING—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC—In cases, 35c.; in less than cases, 40c. per lb.

LIQUID SHELLAC—Pure orange, in bbls., $2.25 to $2.35; white, $2.35 to $2.45 per gal.; in less quantities, 10c. extra.

PUTTY—Bladders, in bbls., $2 25; bladders, in 100 lb. kegs, $2 40; bulk in bbls., $1.90; bulk, less than bbls. and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2 90.

PLASTER PARIS—New Brunswick, $1.90 per bbl.

PUMICE STONE—Powdered, $2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS—Pure, $1.20 to $1.40 per gal.; No. 1, $1.10 per gal.

CASTOR OIL—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL—Raw, 1 to 2 barrels, 82c.; boiled, 85c.; 3 to 5 barrels, raw, 81c.; boiled, 84c.; 6 to 9 barrels, raw, 77c.; boiled, 82c., delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil, sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE—Single barrels, 71c.; 2 to 4 barrels, 70c., delivered. Toronto, Hamilton and London 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

There is a fair demand for glass, but a scarcity in some sizes. We quote: Under 26 in., $4.45; 26 to 40 in., $4 65; 41 to 50 in., $5.10; 51 to 60 in., $5.35; 61 to 70 in., $5 75; 71 to 80, $6.25; 81 to 85, $7; 86 to 90, $7.75; Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days. Discount off pane price list, 33⅓ per cent.

OLD MATERIAL.

Trade in old material, though not so heavy as it was, is still fairly well maintained. Prices are unchanged. We quote as follows: Heavy copper and wire, 10¼c. per lb.; light copper, 8c. per lb.; heavy red brass, 10c.; heavy yellow brass, 8 to 8½c.; light brass, 5c.; lead, 2¼c.; scrap zinc, 2¼ to 2½c.; iron, No. 1 wrought, $14 per net ton; No. 2 wrought, $6; machinery cast scrap, $14; stove plate, $10; malleable and steel, $6; old rubbers, 6c. per lb., and country mixed rags, 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES—In hides little business is being done and the prices are steady. We quote: No. 1 green, 7½c.; No. 2 green, 6½c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8 to 8¼c.

SKINS—The prices of shearlings have advanced 5c. Other lines are unchanged. Our quotations are now as follows: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; lambskins, 30c.; shearlings, 25c.

WOOL — The market continues dull and featureless. The prices are weak at 13c. for fleece wool and 7c. per lb. for unwashed.

TALLOW — The demand is good and prices are firm and unchanged. We quote: 6¼ to 6½c. per lb. for tallow.

COAL.

Nothing new has come to light in the coal market, and no settlement has yet apparently been arrived at by the striking men and their employers. Should this condition of affairs continue much longer very high prices will have to be paid for coal during the winter. At International bridges our quotations are as follows: Soft coal, $3 to $4 per ton.

PETROLEUM.

There is a fair demand for petroleum and the market continues unchanged. We quote as follows: Pratt's Astral, 17 to 17½c. in bulk (barrels extra); American water white, 17½ to 18c. in barrels; Photogene, 17 to 17½c.; Sarnia water white, 16½ to 17c. in barrels; Sarnia prime white, 15 to 15½c. in barrels.

MARKET NOTES.

Currycombs have been advanced 10 per cent.

HEATING AND PLUMBING

BUILDING PERMITS IN TORONTO.

THE following permits were taken out during the last week in Toronto: G. McKenzie, for one-storey addition on Walmer Road, near Lowther, for $150; Edward Blake, for one-storey frame and roughcast dwelling at 169 Hamilton street, for $200; Hooper and Becket, two wooden verandahs at 520-522 Ontario street, for $250; Massey-Harris Co., for one-storey brick addition for bolt and nut department, King street west, near Strachan avenue, for $1,100; Jas. T. Ardell, for two-storey brick front and foundation, roughcast sides and back, at 328 Carlton street, for $1,200; Gilbert Sanders, for two-storey addition to dwelling at 31-33 Wood street, for $450; Mrs. Clarkson and Mrs. Millichamp, for two-storey and attic pair semi-detached brick dwellings, Barton avenue, near Howland avenue, for $5,000; Thos. Swanton, for two-storey detached brick-veneered dwelling, 45 Lewis street, for $1,250; Alexander Brown Milling and Elevator Co., Limited, for repairs to building, Esplanade street east, near Princess street, for $420; Maxwell Drury, for brick dwelling at 81 Simpson ave., for $1,800; J. Casey, verandah at 207 Jarvis street, for $200; Stewart Hartshorn & Co., for addition to factory at 131 Eastern ave., for $300; J. J. Settell, for new store front at 629 Spadina ave., for $150; Alex. McCurdy, for two-storey and attic brick and stone dwelling, detached, for $2,000; Menzie Manufacturing Co., for three-storey brick factory and smoke stack, 75 feet high, 28 ft. base, at 41-43 Pacific ave., for $7,000; Sanderson Pearcy, for one-storey brick varnish factory, Booth ave., near Eastern ave., for $5,000; Leonard Geo. Cross, for pair two storey brick cellar roughcast dwellings at 612-614 Gerrard street east, for $700; H. M. Deeth, for pair semi-detached brick dwellings, Concord ave., for $4,300; Thos. Robinson, for two-storey dwelling, brick front, roughcast sides and back, 558 Delaware ave., for $1,600; The Ramage Process Co., Limited, for alterations to factory, brick, at 12-14 Alice street, for $500; Thos. McIlwain, for two-storey and attic pair of semi-detached dwellings, Close ave., for $6,000; Macpherson estate, for two storey and attic brick dwelling, Cluny ave., near Rosedale Road, for $5,000; Macpherson estate, for two-storey brick dwelling at 23 Crescent Road, for $1,000

BUILDING IN WINNIPEG.

Winnipeg will bid fair to realize the prediction of J. W. Wheeler, vice-president of the Minnesota State Bankers' Association, that Winnipeg in a few years will have a population of 100,000 if building operations can furnish us with a fair criterion. Building Inspector Rogers makes the statement: "Our resources are simply surprising, considering the wet weather we have experienced. The permits for building to date are $222,000 in excess of those of last year to July 1. In other words we have issued permits for $1,328,350 for the period January 1 to July 1.

"The month of June has been an exceptionally busy one for builders, for we issued permits for $542,700. One good feature of the building operations this year is the fact that in nearly every instance in which a permit has been taken out the contractors have commenced work shortly afterwards. With a short spell of good clear weather we look for a big increase in the number of permits issued—77."

REPORTS OF THE ONTARIO CONVENTION.

Secretary W. H. Meredith, of the Provincial Association, is distributing printed reports of the formation convention of the Ontario Association. He reports that a great number of local associations are affiliating themselves with the Provincial Association. The secretary hopes to have a complete report ready for the national convention to be held in Halifax, beginning August 13.

PLUMBING AND HEATING CONTRACTS.

Purdy, Mansell & Co., 46 Adelaide street west, Toronto, have taken during the week contracts for plumbing for the residence of Mr. H. H. Cook, Downing avenue; for the Star Theatre, and also for the Ontario Bank, corner of Yonge and Carlton streets.

J. B. Reeves, 783 Queen street east, Toronto, reports the following contracts: Overhauling and repairing 720-722 Gerrard street east for Gooderham estate; plumbing and lighting a new house on Gerrard street east for T. Bedley; also plumbing and lighting a new house on Simpson avenue for P. C. Drury.

PLUMBING AND HEATING NOTES.

Breton & Presseau, plumbers, Montreal, have dissolved.

Jos. Labell & Cie, plumbers, Montreal, have registered.

H. A. Despocas is curator of Joseph A. Giroux, St. Henri de Montreal.

V. E. Paradis has been appointed curator of Wm. Ford, plumber, Montreal.

The journeymen plumbers and steamfitters, of Montreal, held their annual picnic at Otterburn Park on July 15.

Guest & Co., 86 Church street, Toronto, have placed a 3-inch hydraulic water motor in The Waterous Engine Works, Brantford.

Edward St. George, of St. George, Guilbout, Ouellette & Desjardins, plumbers, Montreal, declares he is no longer a partner, and that the business is continued by the remaining partners.

A contract involving about $50,000 for the construction of a waterworks system in Levis, Que., has been awarded to J. A. Laforest, for some time superintendent of the Montreal waterworks system.

BUILDING PERMITS IN MONTREAL.

BUILDING permits were granted during the week to the following: W. Daniels, for a two-storey dwelling on St. Hubert street, for $1,000; Edwin Hanson, for alterations to dwelling at 1152 Dorchester street, for $1,000; J. Marchand, 92 Sanguinet street, for alterations to house on River Lane, for $1,500; E. Major, for one house, one store and one warehouse, five storeys, on St. Catherine street, for $16,000; Camille Poirier, for one house of three dwellings, three storeys, 27 and 29 St. Adolphus street, for $1,500; Bernier & Freres, 117 and 119 Sanguinet street, one house, two dwellings, two storeys, on Morreau street, for $1,250; F. Fleury, 96 Desey street, one house, three dwellings, on St. Catherine street, for $2,500; Beardmore & Co., 26 St. Peter street, for one warehouse, seven storeys, at 57 St. Peter street, for $30,000; Wire and Cable Co. Guy street, cistern, for $3,550; George W. Stevens, 18 St. Alexis street, alterations at 82-84 St. Francis Xavier street, for $4,000; George R. Hooper, 21 St. Mark street, alterations to three-storey dwelling at corner of Boyle and St. Mark street, for $3,500.

A USEFUL HANDBOOK.

Montreal's inspector of buildings, Alcide Chausse, is compiling a handbook which will be of great value to those engaged in the building industries and kindred industries in Montreal. The work is a volume of 350 pages, printed in English and French, and will contain: The building laws and ordinances, plumbing and sanitary laws, rules and regulations, drainage, and sewerage laws of Montreal; engineers' rules and regulations, and steam boiler inspection laws and ordinances; building and electric glossary of technical terms, and electrical rules and information. A list of the municipal officers and their office hours. Many tables of daily use and application in the trades. It is proposed to have the publication ready for distribution to the trade in about six weeks.

BUILDING PERMITS IN OTTAWA.

During the past week only nine permits were granted at Ottawa, the aggregate value of which was $14,250. The majority of permits were for extensions to residences. The following is the list: D. Skuce, brick-veneered dwelling on Maria street, $800; F. McCullough, addition to brick dwelling, Waller street, $350; R. Strothers, solid brick dwelling, Cambridge street, $3,500; W. C. Hughson, solid brick stables and coach house, Sparks street, $1,500; Charles Living, brick-veneered dwelling, Peter street, for $2,500; J. Wilson, for brick addition to dwelling, Lisgar street, $400; J. Gormully, solid brick addition to dwelling, Daly avenue, $1,200; John Kehoe, solid brick shops, Besscerer street, $2,000; David MacLaren, solid brick addition to house and also stable, Frank street, for $2,000.

WINDOW GLASS

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MACHINERY AND ELECTRICAL SUPPLY DEPARTMENT

NEW TYPE OF STORAGE BATTERY.

IN an article entitled "The Storage Battery and the Motor Car," Thomas A. Edison gives further information as to the new type of storage battery upon which he is working. The tests applied point to the new nickel-iron battery as being in fact the only real storage battery known. A real storage battery must be reversible, lake a dynamo, which converts power into electricity, and vice versa. A storage battery, to deserve the name, should be a perfectly reversible instrument, receiving and giving out power like a dynamo motor, without any deterioration of the mechanism of conversion. The present lead battery in an automobile, Mr. Edison alleges, does not meet this condition. It gradually becomes less and less efficient, and in a few months wholly inoperative. The acid environment prevents a proper mechanical construction, its chemical reactions are of the most capricious character; it must be watched and treated with great care—so great care, indeed, as to make it impracticable for general use. It can be made, as far as mere weight is concerned, of sufficient lightness to meet all the wants of commerce and pleasure; but if made light it rapidly becomes useless.

On the other hand, the nickel-iron storage cell has an ideal environment. Being in an alkaline solution, none of the ingredients is attacked by the solution in any degree. The chemical reactions are also of the most simple and stable character. The conditions permit of a perfect mechanical construction, and, finally, it remains uninjured under any condition which one could imagine, when in the hands of an inexpert. The weight can be made to meet every exigency of commercial vehicle traction, and up to the present time there are no signs of chemical deterioration, even in a battery which has been charged and discharged over 700 times.

Mr. Edison says he has been working for some years on the problem of a true storage battery. The experiments have been continuous for the past three years. The above may be considered the first stage.

Tests on the battery have been going on for over a year and a half; this was the second stage. The construction of chemical works and a manufacturing plant for the cells was the third stage. The manufacture of standard cells from the tools is the fourth stage.

Twenty-one cells made in the factories, weighing 332 lb., were placed in a Baker automobile, the total weight with two men in the vehicle being 1,075 lb. The vehicle made a run, on one charge, of 62 miles over country roads, containing many grades, some as steep as 12 ft. in 100. At the end of this run the vehicle was making 83 per cent. of the original speed. The average speed over the entire distance was 11.2 miles per hour. On a comparatively level country road, a little heavy from recent rain, the same vehicle, on one charge, came to a stop at the 85th mile.

The fifth endurance test of the nickel-iron battery, which is demonstrating that the storage battery is indeed an accomplished act, is now being made with five different models of automobiles, in each of which the new cells have been installed. They are of various weights and construction, and each of them is being run 5,000 miles over country roads, at an average distance of 100 miles per day. If these tests shall show no loss of capacity and no mechanical defect in the battery, and that it is in all respects exactly the same at the end as at the commencement, we can be reasonably assured that at last we have a real storage battery.

Mr. Edison expresses the conviction that the storage battery carriage, by the aid of the new battery, will come ultimately within the reach of the man of moderate means. Driving through the many miles of streets in the suburbs of New York, he has been impressed with the fact that something like 80 per cent. of the residences have no carriage houses. The storage battery carriage, with the new battery, should enable the owners of 40 per cent. of these residences to have a serviceable pleasure vehicle at their beck and call, without hiring a coachman to keep it clean and run it, with no horses to eat their heads off, and no oats and hay to buy. With an initial outlay of from $700 and upward, the storage battery automobile can be used once a week at the cost of a 50c. charge, or twice for $1, and so on, the cost of use being met as it is incurred, and so ceasing to be the bugbear that fixed charges must always be to the householder of moderate income. For safe and successful use the automobile must, however, be made with heavier running gear, on the lines of the later French automobiles. Especially should stability be secured in the wheels and frame; the superstructure may be made gauzy. It seems likely that two general types of electric carriage will be developed, a light buggy type and a heavier touring carriage, the battery varying accordingly. The question of types of automobiles is further discussed, and the conclusion arrived at that the electric carriage of the future, and of the near future, will not only supersede other types of automobiles, but it will be built and run on such practical lines that accidents will soon become things of the past.

THE CONTRACTS ARE AWARDED.

The following contracts were awarded this week for the factory building that is to be erected for The Deering Harvester Co., of Chicago, in Hamilton: Mr. George F. Webb, brickwork; Mr. James Findlay, roofing; Stamp & Co., painting. The contract price amounts to a little over $100,000. A couple of days ago the Hamilton Bridge Company was given the contract for the steel work in connection with the building, the price being between $12,000 and $13 000.

AUTOMOBILE FIRE ENGINE.

An automobile fire engine is being brought out, in which the power that drives the pumps can alternatively be applied to propel the engine through the streets to the place where its services are required. A machine of this type has been in successful use for some two years in Mauritius; but in the present instance a further advance has been made by the adoption of liquid fuel, which seems to present distinct advantages for this kind of work, not only on account of the ease with which it can be manipulated, but also because the amount that can be stored in a given space will yield considerably more power than the same amount of coal. Steam can be raised from cold water in a very few minutes, and if, as is

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No. 10822—No. 3 Raymond Chopper.
No. 14963—Three-Roll Chop Mill.

SAUSAGE MACHINES.
No. 12024B—Buffalo Sausage Stuffer.
No. 12027B—"Simplex" Sausage Machine.
No. 15832—40-lb. Knowles Meat Chopper.
No. 15902—20-lb. " " "

DROP HAMMERS.
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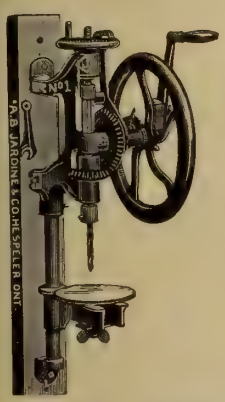

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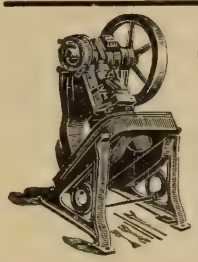

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frequently done, the water in the boiler is kept warm while the engine is standing in the fire station by means of a ring of gas jets, the petroleum burner can get up a full head of steam (120 lb. per square inch) in one minute. The vehicle is controlled from the front by a throttle valve, reversing lever, and foot brake, and, although its 30 horse-power engines enable it to attain a high speed and its weight complete approaches three tons, it can be stopped dead in a few yards.

DO NOT OVERWORK A BATTERY.

The life of the storage battery depends on the amount of work it is required to do within a given time, and the cost of maintenance is governed greatly by the rate of discharge at which it is operated. When the rate of discharge exceeds a given amount for a cell of certain size the chemical action is so great that the plates are soon destroyed or so rapidly deteriorated that they waste away in such a manner that the loose particles and the pieces which break off soon cause a short circuit between the plates that ruins the cell for use until it is removed.

These things are the source of dissatifaction in the use of cells in the hands of those who are not fully informed as to their characteristics, or who think that the rated discharge can be exceeded with impunity, thereby endeavoring to get out of the cell more than it was ever intended to stand. Such reckless usage soon ruins the cell, as the same kind of practice would soon destroy any kind of machinery or any device of mechanical or chemical construction.

MACHINERY AND ELECTRICAL NOTES.

It is reported that 35 machinists are on the way from Scotland to take the places of strikers in the Kingston Locomotive Works.

The McLachlan Gasoline Engine Co., Limited, 201 Queen street, east, Toronto, are sending a 22-ft. boat, fully equipped with canopy, cushions and curtains, to Bay St. Louis, Miss.

The Toronto Electrical Works Company, Adelaide west, Toronto, have sold one of their ¼ horse power machines of their new design to the J. F. Brown Company. The machine will be used to run a sewing machine.

The C.P.R. took formal control of the Hull Electric Railway last Friday. The purchase of the Hull electric line is really a part of the acquisition by the C.P.R. of the Gatineau and Pontiac Railways, which were amalgamated with the electric line. The three lines cost the C.P.R. in the neighborhood of $700,000.

A POWERFUL ENGINE.

ONE of the most powerful engines ever built for driving a dynamo has been completed by an engineering firm of Leeds, Eng., and is to be utilized in connection with the municipal electric lighting plant of that city. It is, as described by Scientific American, of the vertical double-acting triple-expansion type, and every part is inclosed. The three cylinders are at the top of the structure and have respectively diameters of 23 in. (high pressure), 35 in. (intermediate) and 55 in. (low pressure). The length of the stroke is 30 in., the shaft on which the cranks are set at 120 deg. is 12 in. in diameter, while the total height from bedplate to top is 22 ft., and it is designed to make from 200 to 250 revolutions of the crankshaft per minute. Some fine castings have been employed in its construction, notably the bedplate, which measures 21 x 8 ft. and weighs 16 tons. The casing is cast in two pieces and weighs 22 tons, while the low-pressure cylinder weighs 9¼ tons. The total weight of the complete engine is 105 tons. The cylinders are fitted with slide valves, and are self-draining. The forced system of lubrication is employed. The oil is supplied to all the working parts by a pump without valves or packing, driven from the crankshaft, which discharges the oil at a pressure of 10 to 25 lb. per square inch through specially designed oil channels. The oil that escapes from the bearings drains into the crankpit, and is used again. The engine is coupled direct to a dynamo with a normal output of 1,400 kilowatts, but capable of generating 1,540 kilowatts. The steam pressure of the engine is 200 lb. maximum per square inch, developing 2,500 indicated horse-power.

A NEW PLANING MACHINE.

A Cincinnati firm has placed on the market a new and improved planing machine with single cylinder. The planes are 24, 27 and 30 in. wide, and 6 in. thick. Feed is driven from cylinders ; is powerful, steady and uniform, and under instant control of friction clutch convenient to operator. They have a patent sectional feeding-in roll in four sections, with each section centre-geared and gear driving downward. Each section independently raises and lowers for variation in thickness of work. This arrangement allows of the working of stock varying ¼ in. in thickness. The planer has as well four powerfully driven feed rolls, upper feeding out one raising parallel for different thicknesses. Rolls have sectional weights, insuring at all times perfect pressure on material. The bar before cut is sectional to correspond with feeding-in roll; bar after-cut is adjustable by hand-wheel. Bed is substantial and easily raises and lowers. Cylinder is of improved construction for assuring smooth and even work. All adjustments are easily, quickly and accurately made.

MACHINE FOR LAYING BRICK.

F. S. S. Johnson, of Stanbridge, Que., reports a recent invention, which consists of bricklaying by machinery instead of by hand. He says: "The machine, worked by two men and a lad, will lay 400 to 600 bricks per hour. Door and window spaces cause only a slight delay. The machine is suited for all plain work, such as walls, sheds, mills, factories, rows of cottages, piers of bridges, etc. Considerable pressure is put on the bricks, and it is claimed that the work is more firmly done than by hand. The invention will do the work of six or seven skilled bricklayers, and it is believed that a machine adapted to build a factory covering about 60 by 40 feet could be put on the market for $500. The apparatus can be readily worked after a fortnight's instruction."

"SLICK" OIL CANS.

IN this number, HARDWARE AND METAL produces a cut of the "Slick" oil can made by The Kemp Manufacturing Co. This oil can possesses some very special advantages. It can fill a lantern or a lamp in the dark much more easily than an ordinary can is able by day. This oil can entirely obviates any difficulties so frequently met with in the case of an ordinary can, filling a lantern or a lamp with a

metal font. It completely removes the risk of spilling oil, or soiling clothes, or dirtying lamps, as it is impossible with the "Slick" oil can to overflow the article when the tubes extend into the opening. The pump is attached in the simplest and strongest manner possible, and is detached by turning half way around. It is well nigh impossible for it to get out of order with ordinary use,

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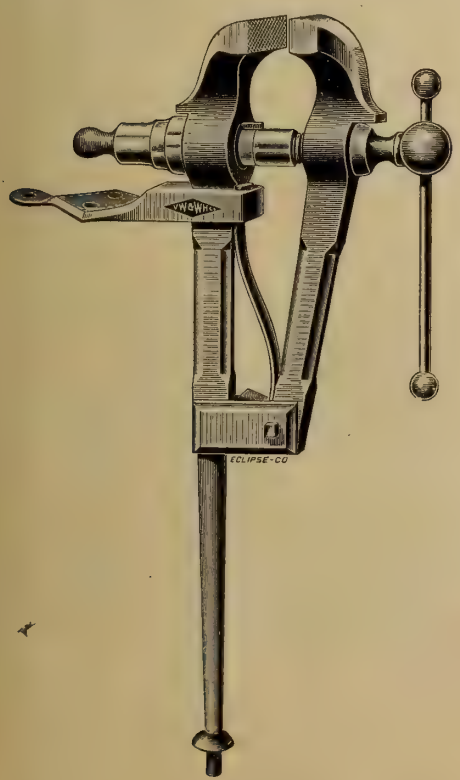
Tel 94. 27 Front St. West, TORONTO.

MONTREAL, QUE.



Winning Favor in Australia

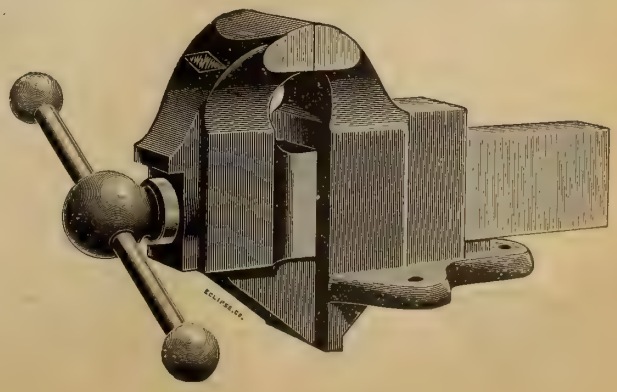
"The engineering merchants here consider your Solid Box Blacksmiths' Vises superior in quality and workmanship to any they have ever handled. They say they are remarkably suitable, and give perfect satisfaction."
[Extract from letter received from our Australian Agents located in Melbourne.]

Our facilities are unexcelled for making

Blacksmiths' and Machinists' Vises

Modern equipment and methods, high-grade material and workmanship are combined in our plant, producing

THE BEST VISES MADE



Lamplough & McNaughton
CANADIAN SALES AGENTS
19 De Bresoles St., Montreal

Manufactured by

THE COLUMBIAN HARDWARE COMPANY
CLEVELAND, OHIO.

NEW CATALOGUE JUST ISSUED—WRITE FOR IT.

THE TRACTOR IN LUMBERING OPERATIONS.

THE roads in the hill country of California, Oregon and Washington, where are located the principal lumbering camps, are in a very crude condition, most of them having no paved surface, while the grades are extremely steep in many instances. Much of the formation is of a red clay, which in wet weather is turned into liquid mud, through which an ordinary wagon can scarcely be forced, although three or four horses or mules may be attached to it. Loose stones falling from the hill sides increase the difficulty of travel over these mountain highways, so that where animal power is used, double and treble the ordinary number of teams are required to "freight" lumber or other material from the woods to the mills or the railroad stations.

For the purpose of substituting steam power for animals, the Holt Brothers, of Stockton, the inventors of the farm tractors, have designed a powerful engine, which accomplishes remarkable results where it has been placed in service. The sizes range from 40 to 60 horse power. The driving wheels have tires comparatively narrow, from 18 to 24 inches in width with corrugated or roughened surface, in order to give them more traction upon the highways. Power is communicated to the driving wheels by roller chains on each side of the truck, which revolve about an axle which is driven by two sprocket wheels, also connected by roller chains with the engine. The tractor is guided or steered by a smaller front wheel, which is connected with a hand wheel by a sprocket chain, so that the motorman can turn it in any direction desired merely by using the strength of one hand. Most of the engines are provided with a steel drum upon the forward end of the truck frame. Upon this is reeled a wire rope or heavy manila cable, kept for the purpose of hauling when the tractor may be detached from the cars of logs or material to be transported.

On a level surface the motor will readily pull a train of trucks loaded with lumber weighing from 200 to 250 tons without difficulty. On the highway it can attain a speed of from 8 to 10 miles an hour, if desired.

It is used, however, in the forests where no highways exist, for transporting logs from the stump lots to the mills or the railroad stations. In this case the logs are usually chained together, sometimes mounted upon rollers, and then attached to the tractor, which pulls them to their destination by the most convenient route. Such is the strength exerted that it can actually be forced through bushes and over young trees 5 and 6 ft. in height, while being able to turn in a circle of 150 ft., it can be guided in and out among the trees. It will haul in this way a dozen large trunks, a single one of which would require the strength of 10 or 12 horses or mules to move ordinarily.

The ordinary highways have such steep ascents that frequently the tractor can reach the summit only by being separated from the trucks or cars which it is drawing. The drum, or cable, is used to haul its load to the top of the hill. The cable is unwound, fastened to the cars or trucks at the bottom, and the tractor converted into a stationary engine, exerting all its power upon the rope. In this way, trips can be made over routes which are literally impassable for waggons. Another great difficulty encountered, especially in California, is sand. This is partly overcome, also, by the broadness of the tires, which prevent the engine, in spite of its weight, from sinking into the surface of the road to such an extent as to become stalled.

The type of tractor, says The Scientific American, used especially in lumbering and mining operations is what is termed the freighting engine, and weighs from 14 to 21 tons when equipped and ready for service. It will consume about 225 lb. of coal per hour when working at its full capacity, or about one ton daily, while its consumption of water is about 300 gals. per hour.

Since the use of oil in industries on the Pacific Coast has extended into Oregon and Washington, some of the tractors have been fitted with apparatus for burning oil in place of coal. It is calculated that one will utilize about 28 gallons of the ordinary oil hourly when in service. The boilers furnished are of two types—corrugated flue and water-leg. In freighting outfits a smaller force of hands is required than in farming operations with the tractor. The larger types have an engineer and fireman if coal is used. The latter may also act as trainman, coupling and uncoupling the cars when necessary, so that really only two men are required to transport the material. As a substitute for horse drills in planting seed, the motor has been very successful, accomplishing 20 to 30 times as much at a time as two or three teams of the heaviest draught horses.

Calculations made of the economy of operating with the tractor show that it will plow and harrow, seed and harvest a certain area at about one-sixth of what it costs when men and horses are used. Lumbermen who have tested it for freighting purposes estimate that the cost is about one-third of the sum expended when teams are employed. In these estimates the fuel and water and repairs are all carefully estimated and deducted.

WHALEN PLANER TOOL.

A new combination planer tool is being put on the United States market. It is formed with an apron and tool block, and is provided with a turret movement that works in the end of the shank. It will cut in any position desired, across a surface, down the sides, and do right or left undercutting. In order to set the turret, the nut in rear is loosened and the thumb nut at the side screwed down. The latter operation withdraws the locking pin, leaving the turret free to be set in any position. The main object of the tool is to do away with the lifting or dragging of large and heavy tools on the return stroke when planing side work or undercutting. It is particularly useful for planing slots in the side of a piece where a side head cannot be used to good advantage.

A GOLDEN WEDDING.

IT has not fallen to the lot of many of our subscribers to have the privilege or the opportunity of attending golden weddings. Mr. S B. Noble, hardware merchant, St. Catharines; C. E. Noble, hardware merchant, Dundalk, and Rev. S G. Noble, of Rural Valley, Pennsylvania, and Mrs. Marshall (sister), Niagara street, Toronto, started on July 15, via C.P.R., to attend the golden wedding of their parents, Mr. and Mrs. Edward Noble, of Oxbow, Assa., N.W.T.

Mr. and Mrs. Noble, senior, were married in 1852 and made their home near the place where the flourishing town of Dundalk is, but which was at that time a howling wilderness. They spent over 40 years clearing up the farm, going to the West nearly 10 years ago. Like most people in a new country they were blessed with a large family, six sons and six daughters, all living and well but one daughter. Of the 11 children living, 7 are in the West. Messrs. A. B. and C. E. Noble, who have been subscribers to HARDWARE AND METAL for many years, know well the trials and hardships that young people in the early days had to endure. They did not have the privilege and opportunity of receiving even a good common school or business education, but what little they got they made good use of. Mr. A. B. Noble carried on a successful business for 20 years at Shelburne, and has by his energy, push and ambition built up a fine business, and has the best store in the Niagara Peninsula. Mr. C. E. Noble has also made a success, and enjoys the reputation of being a good business man.

John Bowman

HARDWARE & COAL CO.

LONDON, ONT.

Our stock of goods for the spring trade is now complete, and we can fill all orders promptly on the following lines :

Wire, Nails, Cordage, Window Glass, White Lead, Paints, Whiting, Churns, Linseed Oil, Spades and Shovels, Screen Doors, Wove Wire, Poultry Netting, Builders' Hardware, Guns and Sporting Goods. Finest stock in the Province of Cutlery.

Prompt Shipment. Prices Right.

DOMINION

Wire Manufacturing Company, Limited

Head Office
MONTREAL
Que.

ESTABLISHED 1880 INCORPORATED 1893 DOMINION TRADE MARK

Branch Office
TORONTO
Ont.

Annealed,
Oiled and Annealed,
Bright,
Bright Spring,
Coppered,
Coppered Spring,
Brass, Brass Spring,
Copper, Tinned and
Galvanized WIRES.

Wire Nails,
Wood Screws.
Jack Chain.
Cotter Pins.
Bright Wire Goods.
Door Pulls.
"Crescent"
Coat and Hat Hooks
Tinned Bottling
Wires.

Fence, Poultry Netting, Bed and Blind Staples.

COPPER AND GALVANIZED WIRE
For Telegraph and Telephone Lines.

IF YOU ARE HANDLING SILVERWARE

you must surely be interested in **STANDARD SILVERWARE,** for it represents **THE BEST** in Canada to-day.

We have a standing offer to take back at par value any imperfect goods bearing our brand. Could anything be fairer than this ?

Beauty of Design and Perfect Quality is our Motto.

It seems early yet to talk about Christmas orders, but already we are beginning to feel the throb in the pulse of this trade and very soon it will be "all rush." Let us advise you to secure the pick of our stock before this rush begins. It doesn't cost any more, and is much more satisfactory all round.

A Big Catalogue full of illustrations and trade news sent free for the asking.

STANDARD SILVER CO., LIMITED

31-43 Hayter Street, TORONTO

MANUFACTURERS' AGENT AND THE JOBBER.*

By Arthur S. Jones, Memphis, Tenn.

MANUFACTURER is defined by Webster as "a person engaged in the business of working raw materials into wares for use."

Agent is defined by the same authority as "one intrusted with the business of another," as an attorney, a minister, a deputy, a factor. In law agent implies a kind of service in which the one serving has some discretion as to the manner of accomplishing the object. Hence the manufacturers' agent is a complex or composite type of representative, and may be either an itinerant salesman or local broker. Now that we have established the character and province of the agent, we must fix his relationship to the manufacturer and the jobber, and the first question we will ask ourselves,

IS HE A NECESSITY?

From the time of the first commercial transaction the travelling man has played an important part in the history of the world, and has been a potent factor in the distribution of manufactured products; first, as the representative of the manufacturer to the jobber, and then the jobber to the retailer, and in Great Britain to-day, under the name or title of factor, he represents the manufacturer direct to the retailer. This condition does not prevail to any extent in this country as yet, but as our country becomes more densely populated, we may expect that it will. You would hardly deny that the manufacturers' agent is a necessity, because the trade conditions prevailing to-day would disprove the assertion. The experiences of the past twenty years have certainly established his value. Throughout this broad land there are distributed manufacturers of more or less importance, each of whom is entitled to certain representation, on the shelves of every jobber engaged in the sale of hardware. In years gone by, when the product of the manufacturer bore to him a profit of from 50 to 75 per cent., and to the jobber of 100 or more per cent., the small manufacturer could well afford to employ his

INDIVIDUAL REPRESENTATIVE

to visit the trade and pay him well for his services; but in the evolution that has taken place in the last decade conditions have so changed and profits have been so reduced that he can no longer afford the necessary outlay of travelling expenses and salary, notwithstanding the fact that the goods he manufactures and offers the trade possess the same merit and are of the same high standard. Naturally, the smaller manufacturer was the first to realize the value of the manufacturers' agent, but it was not long after that the larger and more pretentious ones perceived the necessity of curtailing their expenses, and out of this very necessity, and others equally as important, arose the manufacturers' agent. It is estimated that 65 per cent. of the hardware and other kindred lines manufactured in America is sold through the individual efforts of the

MANUFACTURER' AGENT,

or broker, as he is sometimes called, and, as a further proof of his potency, it is only necessary to assure you that a very considerable proportion of our wares sold in foreign countries are handled through his agency. If these statistics are not misguiding, his worth, then, to the manufacturer is conclusively shown, and it only remains to establish and fix his relation to the jobber.

Our authority defines a jobber as "one who buys of the manufacturer or importer and sells to the retailer."

The success, then, of the jobber is dependent on the amount of profit derived from the sale of his wares. If all manufacturers were in a position to

DICTATE A SCHEDULE

of selling prices, as we find in some lines to-day, the jobber's profit would no longer be governed by his ratio of expenses, but fixed and dictated by a higher power. Many factories now being represented by manufacturers' agents, if they were compelled to pay the travelling expenses and salary of a representative of the same standing, would be forced to either advance prices, reduce the quality of their goods, or, in the extreme, abandon the field entirely. The ultimate result of this would be the pooling of interests. Competition would be strangled—higher prices would prevail—selling schedules be dictated, and the jobber's profit reduced. The manufacturers' agent's success lies in his ability to handle his various accounts and do justice to each.

The successful agent is specially endowed with a knowledge and gift, which not only applies to his salesmanship, but that of his ability to impress those with whom he comes in contact favorably.

In this he is of an advantage to the manufacturer and a convenience to the jobber.

*Paper read before the Southern Hardware Association.

BEGIN AT THE BOTTOM.

A successful business man sent his son to college, and when the young man graduated the father called him into his office, relates Boyce's Hustler, and said: "My son, in a few years I wish you to take my place and continue the business I have established. I think all the world of you, and there is nothing I would not sacrifice for your benefit. The first thing necessary for you in conducting the business is experience. If I could buy experience for you I would gladly pay $100,000. I would not hesitate a minute. But since the world began no man has been entitled to start in at the top. If you are to make a success it is necessary for you to give careful attention to every feature of the business you expect to manage. You must begin at the bottom and spend several weeks in each department of every kind of work so as to learn for yourself how to do the things which you tell others to do. No one is fit to manage until he has himself been managed. Whenever you read about a house continuing in prosperous business through several generations you may be sure that the successive proprietors started in at the bottom and learned how to do the things they afterwards told others to do."

A MERCHANT KNIGHTED.

Sir Robert Boak, as President of the Legislative Council, has done much service for the Province of Nova Scotia, and deserves his knighthood.

Sir Robert was born in Leith, Scotland, on September 19, 1822. His father, Robert Boak, of Shields, in the county of Durham, Eng., on his retirement from the army, became an officer in Her Majesty's Customs in Halifax in 1837, and retained that position until he was superannuated.

The present knight came to Halifax with his father in 1831, and in 1847 became a member of the firm of John Esson & Co., wholesale grocers. In 1854, he retired from that firm and formed the firm of Esson, Boak & Co., and engaged in the West-Indian trade. In 1864 this latter firm was dissolved, and he then continued business in his own name, and under the firm style of Robert Boak & Son, until 1875, when he retired from business. Sir Robert became a member of the Legislative Council in 1872, his commission as M.L.C. being dated February 20; on March 20, 1878, he was appointed president of that body. He was a member of the Government and treasurer of the Province from December 1877 to October 1878.

It will be seen that Sir Robert Boak has been for 30 years a Legislative Councillor, 24 of which he has presided over the second chamber. His services well entitle him to be marked out for the honor of knighthood now conferred.

Locks and Builders' Hardware.

We have a most complete line of all these goods, including the very newest ideas in

Bronze and Brass Knobs, Door Sets and Escutcheons.

LOCKS AND LATCHES OF ALL KINDS.

Any dealer asking for a catalogue will be sent full prices, discount sheets, etc., etc. Drop a card.

ESTABLISHED 1843. INCORPORATED 1893.

THE Gurney-Tilden Co., LIMITED

Hamilton. Toronto. Montreal.

AGENCIES:—ST. JOHN, N. B., VANCOUVER, B. C.

Boeckh's Brushes, Brooms, and Cane's Woodenware.

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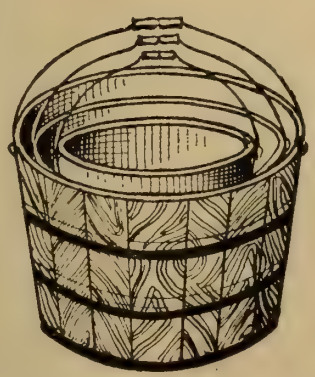
DEALER GRATIFIED



This is always the case with dealers handling our goods, because they never fail to give splendid margins of profits and the most perfect satisfaction. We are now offering better values than ever in

KITCHENWARE Brooms, Brushes, Pails, Tubs, Towel Rollers, Racks, Can Openers, Carpet Whips, Wooden Spoons, Rolling Pins, Potato Mashers, Pastry Boards, Chopping Trays, Bread Boards, Pie Plates, Self-Wringing Mops, Mop Holders, Clothes Wringers, Tub Stands, Washing Machines, Clothes Horses, Etc.

Dealers and consumers know, in purchasing these goods, that they have articles that will cause them no trouble whatever.

If our representative does not visit your town, write us, and we will, if possible, arrange for him to call upon you, or we will send you quotations and full particulars of these goods by mail.

UNITED FACTORIES, Limited,

Head Office: Toronto.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

LONDON WAREHOUSE,
65 Dundas Street.

How to Succeed.

A Business Man's View.

AN address was recently delivered in London, Eng., before a gathering of young men. The speaker was a well-known business man, and his remarks were so interesting and valuable that "Hardware and Metal" takes pleasure in reproducing a few of the most pointed of them:

YOUTH IS YOUR PRESENT GLORIOUS POSSESSION

Value it. It is a time of vision—when we build our castles, and weave our romances, and dream our dreams; but it is also a time of possibility, of special opportunity, of enthusiasm, of quickened and unbounded life, when our characters are formed, and our destinies are determined. For, although I believe "there is a divinity that shapes our ends," I also believe that we ourselves have much to do in shaping our ends and determining our destiny.

And with this consciousness, I want for a few minutes to stand with you upon life's threshold, and to ask the question, "What are you going to make of life? How can you succeed?" For, I take it, we shall be in general agreement when I submit that it should be the resolute determination of every young man to succeed in life. He should early form a lofty and noble purpose, and then pursue it with persevering and courageous tenacity. A drifting, aimless life is a sorry spectacle. A youth without a definite aim is like a ship upon the ocean without rudder or compass, at the mercy of the wild tempestuous sea. It is impossible to overestimate the importance of having

A WELL-DEFINED, NOBLY CONCEIVED AIM

Let our aspirations soar high. We may probably fall short of them, but it is gloriously possible that we may rise above them, and it is absolutely certain that the higher our ideal the higher will be our life.

But supposing we have formed a life purpose, and that it is worthy of our best powers of mind and heart, the question naturally arises: How is success to be attained?

Well, first of all, it is not to be attained by merely desiring it. We do well to fix this in our mind as an unalterable fact. Visions never evolve into fulfillment except as they are translated into the practical details of daily duty. No man ever yet became successful by dreamingly contemplating his ideal.

Nor is success secured by spasmodic effort. Dash and brilliance may captivate and dazzle, and suggest in the minds of some great promise, but observation and experience show that permanent success is not achieved by fitful and capricious endeavor. There is no royal road to success. The road we have to travel is the highway of life, which is the common heritage of all mankind.

So then for our encouragement let us remember that

SUCCESS IS POSSIBLE TO ALL.

There is an open competition for the world's prizes. It is not, however, absolutely certain that we shall attain success. Many worthy and good men fail—we may; but it is nevertheless our duty as well as our right to strive for it, and to do all within our power to secure it.

'Tis not in mortals to command success,
But we'll do more . . . . deserve it.

Let us see that if we do not succeed the fault shall not be ours.

I have closely observed young men for nearly 30 years, and have mixed intimately with them during that period spent in the heart of city life. I have seen men succeed, and I have seen men fail. And in most, if not in all cases, success has been achieved or failure experienced through circumstances largely within the control of the individuals themselves.

First, I would suggest that no man is likely to succeed who does not throw his heart and soul into his work.

HALF-HEARTEDNESS IS FATAL TO SUCCESS.

Said one to me who had attained great proficiency in the art of elocution, "The secret is to lose yourself in the piece that you are rendering." And so it is.

The reason why many young men do not make headway is because they lack spirit and grit. They appear to manifest no interest in what they are doing, and perform their duties in a listless, apathetic way. It is with them, so much work for so much wage. Not how much, but how little they can do. Their thought is rather for the hour of leaving the office or warehouse than to excel in the duties entrusted to them. How can such reasonably expect promotion or advancement? or be surprised when they are passed over and others selected? No, depend upon it, life's prizes are not thus won. We must put our heart and soul into our work if we are to succeed in it.

Self-improvement is another condition of success. We do wisely to acquire all the knowledge we can of the particular work in which we are engaged. There is always room for the man of ideas. So let us cultivate

AN INQUIRING MIND

Be on the alert for information. Not be above being told. Let us take pains, do our best, and be ever seeking to fit ourselves for some higher niche. As a rule, such men are not overlooked. Let us perform our duties faithfully and well, not so much for the purpose of securing success, as for inward satisfaction, and the commendation of our own conscience. The conscientious performance of present duty is a never-failing preparation for some higher sphere.

Further, in the pursuit of success, punctuality must be cultivated and exercised. An unreliable man cannot expect to succeed; he does not deserve to do so. So I would that we should say to one another, "Be punctual. Keep your engagements." It has been well said that "Punctuality is the jewel on which the whole machinery of successful industry may be said to turn." Lord Nelson once remarked that he owed all his success in life to his being ready for every appointment a quarter of an hour beforehand.

But there is a further point I would strongly emphasize, and that is perseverance, without which lasting success is absolutely impossible. Many men of ordinary abilities, by their

PERSEVERING APPLICATION TO DUTY

have risen to honorable and distinguished positions, while others, possessed of exceptional capabilities, through lack of this essential quality have failed to make their mark in life. It is the man who, to use Abraham Lincoln's wise maxim, keeps on "pegging away," that is most likely to achieve success. Do not let us, therefore, be easily discouraged, but rather regard every difficulty as an obstacle to be overcome, and as a stepping-stone to further achievement. Never give up. What appears insurmountable to-day may be comparatively easy to-morrow. Do not make the fatal and disappointing mistake that success is to be attained without effort and difficulty. You cannot pluck the fruit of success without climbing the tree, and the fruit cannot be reached without difficulty oft repeated.

No man can be really successful unless he strives after and cultivates true nobility of character. He may win the world's prizes, and attain brilliant success, according to the world's verdict, but is is the "conscience void of offence toward God and man" that will yield real happiness, and it is the life dominated by Christian principles that is the successful life indeed. My closing word, therefore, is, "Keep your record clean."

Stove Linings.

TO THE TRADE:

Now is the time to look over your stock of **Stove Linings, Open Grate Backs, Furnace Bricks, Range Bricks, Fire Clay, Stove Cement, etc.,** to see that all lines are filled for the Fall trade.

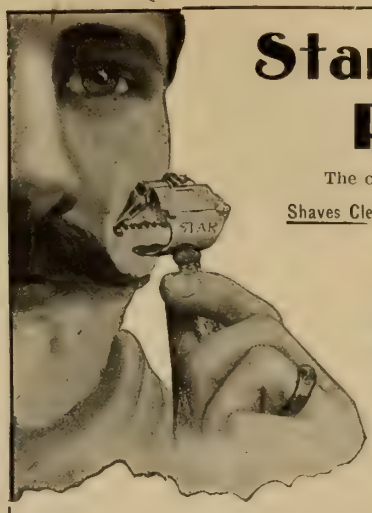
We have a complete stock of all these goods always on hand, and can make any special line to order on shortest notice.

Our New Fall Catalogue giving full particulars may be had for the asking.

JONES BROS.

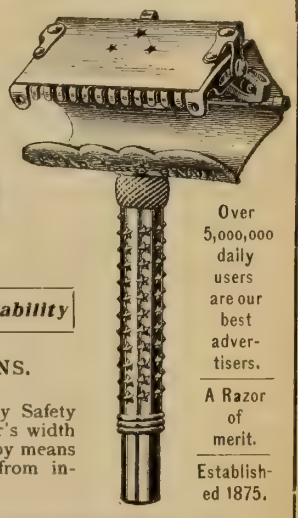
(Near Toronto) **BRACONDALE, P. O.**

Star Safety Razor.



The original and best Safety.

Shaves Clean Saves Time Never Pulls



A Marvel of Simplicity and Durability

BEWARE OF IMITATIONS.

The Three Star Safety is the only Safety Razor that can be adjusted to a hair's width by anybody to suit any face or beard by means of adjusting screws, fully protected from infringers by the U.S. Circuit Court.

Over 5,000,000 daily users are our best advertisers.

A Razor of merit.

Established 1875.

For sale by all leading dealers throughout Canada. Rock bottom prices upon application to

KAMPFE BROS.,

INVENTORS AND MANUFACTURERS,

8 Reade Street - NEW YORK CITY

NEW PROCESS SMOKELESS OIL HEATERS

PRODUCE INTENSE HEAT WITHOUT SMOKE.

THEY ARE SELF EXTINGUISHING.

The flame cannot climb up and smoke after the burner becomes heated, as on the old styles of oil heaters.

THEY ARE SAFE AND SIMPLE AS A LAMP IN CONSTRUCTION,

Are provided with a bail with which they can be carried to any part of the house.

MADE OF SHEET METAL—and are light and durable.

THE FOUNTS ARE REMOVABLE FOR CLEANING AND FILLING.

THEY ARE THE MOST POWERFUL HEATERS.

For Beauty, Simplicity, Convenience and Heating Power, None Excel

THE NEW PROCESS.

THE IMPROVED STANDARD HEATER

Same principle as "New Process," but a cheaper grade.

The Thos. Davidson Mfg. Co., Limited,

MONTREAL.

NOVA SCOTIA MARKETS.

Halifax, July 15, 1902.

DURING the last week there has been considerable falling off in the heavy volume of hardware business which has been done during the former part of the season. A quiet season is not unexpected during July and August, and the hardwaremen are not complaining, though there is only the ordinary light midsummer business to attend to. As in other lines of business the employers and staffs are planning their vacation trips, which will fill in the season until business livens up again.

There has been another reduction of ½c. a lb. on manila and sisal, but as this is the dull season in all kinds of cordage, the change will not be of great benefit, except that the stronger financial firms may do considerable buying. This may not take place yet awhile, as there appears to be a prevailing opinion that there will be still further reductions in the near future.

* * *

The business done in haying tools and farm implements has been excessive this season, but the trade in this line is now about over. Builders' hardware is still in good demand, though a lighter business is being done than a month ago. The hot weather and the approach of flytime induced large sales of wire screens and netting, but the demand is now about supplied. There has also been a good demand in fishing lines, flies, reels and rods, but though the fishing season is only fairly under way, nearly all the sportsmen have renewed their gear for the season and the demand is now only nominal. This has also been a good season for the sale of athletic sporting goods.

* * *

The situation in screws, on account of recent changes, is not quite satisfactory to the hardwaremen. It appears that the Canadian Association, having fixed the price for selling, has called on the Halifax jobbers to add the freight to Halifax. The difference to the trade here will be considerable. For example: A dealer in Amherst buys in Halifax. He has virtually to pay the Montreal price, plus freight to Halifax, and from Halifax to Amherst, whereas formerly he had only the freight of the latter distance to pay. It now appears as if it would be cheaper for him to buy in Montreal, and Halifax will thus be at a disadvantage except in trade east of this point. The situation with reference to horseshoes is somewhat similiar. We understand that the Maritime Association has protested against the changes, but with what result we are unable to learn.

* * *

Linseed oil is somewhat easier, and a reduction of 2c. per gallon is quoted. Turpentine remains firm. There is only a moderate demand for these at present. All kinds of illuminating and machine oils remain unchanged at former quotations.

* * *

A meeting of the Maritime Hardware Association took place at Digby last week when many matters affecting the trade were discussed, only a general statement of which can be obtained for publication. The Maritime Association claims that it is in existence for the purpose of combating the fixing of high prices by the Canadian Association, but they no doubt consider, more or less, the matter of their own selling price. They meet quarterly, and the meetings are generally very largely attended by representative firms in the various Maritime Provinces.

* * *

The exports for last week at this port were very large, and the bulk of value went in a new direction. The amount is $213,858, and is apportioned as follows: France, $139,799; Great Britain, $23,756; United States, $22,367; West Indies, $9,762; Newfoundland, $8,024; Germany, $6,800; Russia, $2,600; Italy, $950. The large amount exported to France is accounted for by a very large shipment of canned lobsters taken by the steamer Manchester Shipper.

R. C. H.

TIN PRODUCTION AND CONSUMPTION.

According to The Engineering and Mining Journal the total world's production of tin in 1901 was 89,878 long tons, as against 80,311 tons in 1900 and 73,886 tons in 1899. As the supply of tin comes chiefly from countries in which no accurate statistics of production are kept, estimates are necessarily based largely upon trade statistics showing the movements and consumption of the metal. The figures below are compiled chiefly from the circular of Messrs. W. T. Sargant & Sons, of London, and from those of Richard & Friewald and of De Monchy & Havelaar, of Rotterdam. These figures give approximately the production of tin for three years past, in long tons of 2,240 lb.:

	1899.	1900	1901.
Straits to Europe and United States	44,501	46,058	50,382
Straits to India and China	1,480	1,800	2,650
Totals, Straits	45,981	47,858	53 032
Australian shipments	3,370	2,975	3,276
Banka, Billiton and Singkep	14 935	18,013	19,400
Bolivian exports	5,000	6,965	9,670
English production	4,500	4 500	4,500
Total production	73,886	80,311	89,878
Estimated deliveries	80,900	79,500	87,700
Surplus	*7,014	811	2,178
Estimated stocks	21,572	21 505	25,620

* Deficit.

In addition to the production given above, there is a small quantity of tin ore found in Germany and a little in the vicinity of Guadalajara in Mexico. In China there is a considerable output, the amount of which cannot be estimated with any accuracy. Although it is not a producer, the United States is the largest consumer of tin. During 1901 the total imports of the metal into this country—which are practically the consumption—were 33,286 long tons, or 37 per cent. of the world's production. The tin which comes here is chiefly Straits tin, part being imported directly, though a considerable share is received by way of British ports. Some Banka tin also comes here, chiefly by way of Holland. Great Britain is the second largest consumer of tin, while Germany is the third. Holland, while it transacts a large trade in tin, consumes only a small quantity, most of the metal received from the East by the Dutch ports being sold and reexported.

HOT AS BLAZES!

That is what our forging room feels like these days. But we have to keep at it, hot or cold, to supply the demand for "C" horse nails

We have completed on the 30th ult., another half-year's business, and we are now in a position to state, larger than the same period last year. The people know a good thing in Canada, and they show their appreciation of our nail by buying more of them every year, and at a better price than any of the other fellows can get. Of course, they say their nails are **"just as good,"** but why don't other folks say so, and pay them the same price?

Our "C" nails are worth more than any other horse nail in Canada—bar none. We intend to keep them in the front—no dropping to the rear rank.

Don't be one of those fellows who buy "cheap" nails, and worst of all those blind "Yankee seconds." Fight shy of any nail offered you on which the maker is ashamed to put his name. **"There's a nigger in the fence"** even although he is a **"Black Prince."** Our name is on every box we sell of "C" brand, and it affords a guarantee to the buyer, backed up by 37 years' experience in making horse nails exclusively, that you are going to have the best. Good day!

Canada Horse Nail Company

MONTREAL,

THAT OLD RUSTED STOCK

Why don't you get it together and have it made like new?

WE REPLATE, REPOLISH

all kinds of Metal Goods in Gold, Silver, Copper, Brass and Nickel.

Don't put it off any longer. Get the old stock fixed up for your trade.

WRITE US FOR PRICES.

MOORE & ORR, Electro Platers

81 Adelaide St. W., - - **TORONTO.**

Lockerby & McComb

AGENTS IN CANADA

FOR THE

Celebrated P. & B.
Cold Storage Lining

AND

. . Ruberoid Roofing . .

P.S.--Prices on Application.

65 Shannon Street, MONTREAL.

FRANK MILLER'S

HARNESS PREPARATIONS.

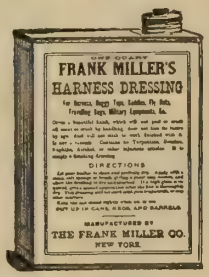
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant jet-black gloss which will not peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness. Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, thus adding life.

The highest quality of oil on the market.

Wrapping Papers.

—Our Kind
—The Good
—Kind.

Every merchant wants to please his customers. You will do this if you do up your parcels in good Wrapping Papers — the kind that will wear—from these mills.

—None better.
—See that you
—have them.

CANADA PAPER CO., Limited

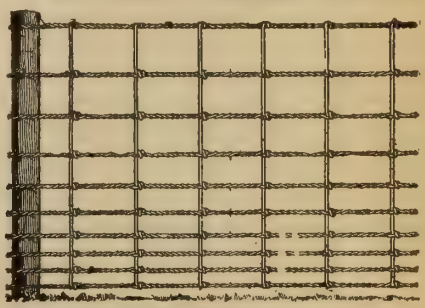
TORONTO and MONTREAL.

The Oshawa Wire Fence Co.

OSHAWA, ONT. Limited

Manufacturers of...

Woven Wire Fencing, Gates, Etc.
Also Dealers in Galvanized Fence Wire.

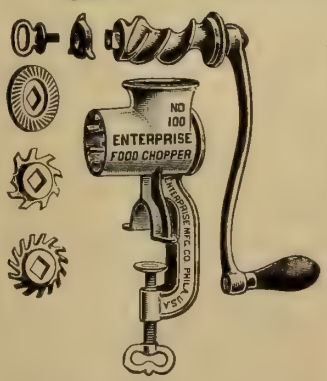


Agents wanted. Send for catalogue and prices

ENTERPRISE on an article is a Guarantee of QUALITY

ENTERPRISE

FOOD CHOPPERS



Four Knives with each Machine

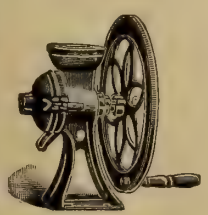
No. 100, *chops 2 lbs. per minute,* **$1.50**
No. 300, *chops 3 lbs. per minute,* **$2.25**

Sell every Day in Year

GUARANTEED TO CHOP RAW MEAT

Illustrated Catalogue FREE *Order through your Jobber*

Bone, Shell & Corn Mill



No. 750, $7.50

Meat Juice Extractor

No. 21, $2.50

Cherry Stoners

5 Sizes & Styles

No. 1, $7.50 doz.

Rapid Grinding & Pulverizing Mills

45 Sizes & Styles for Hand & Power, $1.25 to 300.00

No. 2½, $4.75

New York Branch, 10 Warren Street

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch, 105 Front Street

CATALOGUES, BOOKLETS, ETC.

GLASS CATALOGUE FOR HARDWAREMEN.

THE Hobbs Manufacturing Co., Limited, of London, Ont., have just issued a new catalogue of all kinds of glass for building purposes, which contains a large number of designs of leaded glass, sandcut, electro-glazed and all other kinds of fancy glass.

This company has recently made conconsiderable changes with the object of increasing its facilities for the manufacture of leaded art and other glass, and is able to offer exceptionally good value, workmanship and prompt delivery. A large and complete stock of all kinds of window and fancy glass will be carried. The new catalogue should be in the hands of every hardwareman.

A WELL DESIGNED CIRCULAR.

The Canada Paint Company have issued a midsummer circular; and, as is usual with the advertising this company produces, it is bright, tasty, and to the point. A thermometer engraved in one corner registers 90 degrees, so there is no need of the heading, "Midsummer." But the headpiece is attractive throughout. It is a lithographed view of Old Windmill point, near Prescott, Ont., which all Canadians know as the place made famous by the fight which took place there during the troublous times of 1837-38. The signature of Mr. Robt. Munro is lithographed at the bottom of the circular. The circular thanks their clients for their support during the first half of the year, and proceeds to give reasons why such support should be continued and increased during the other half. It has all the appearance of a personal letter.

M'CLARY'S CATALOGUE.

The McClary Manufacturing Company have displayed noteworthy marks of genius. They have made a stove catalogue attractive. HARDWARE AND METAL rarely sees more tasteful covers upon any catalogue. The arrangement of contents, the character of paper used, the distinct, clear outlines and bright attractiveness of the cuts in every way are creditable to this enterprising firm.

This illustrated descriptive catalogue of 1902 contains illustrations and detailed descriptions of their "Famous" lines. Steel ranges and heaters, cast iron cooking and heating stoves and ranges, gas and oil and camp stoves, warm air and agricultural furnaces, registers and hollow wares comprise the total of this attractive and useful volume.

Other excellent features of the catalogue are the directions for operating the "Famous" stoves, ranges and furnaces, the works and branch warehouse notes, a review of trade conditions, and their list of telegraphic code words.

Special attention might be drawn to the double-oven ranges.

In every way this catalogue is a most complete production.

ARTISTIC HARDWARE.

An exceedingly handsome catalogue is the Architects' Edition of Artistic Hardware, issued by The Gurney-Tilden, Co., Limited, Hamilton, Ont. This edition, the fifth, contains a comprehensive grouping of the trimmings required for various buildings. A complete list of the finishes most suitable for the various designs is furnished. The catalogue contains many bright, clear cuts of locks, latches, pin butts, catches and pulls, with quotations.

The whole edition is handsomely bound in a neat cover of blue and white. The excellence of the paper is seldom found in many of the best magazines. The catalogue reflects great credit upon this enterprising firm.

"ECONOMIC" STOCKS AND DIES.

Decatur, Bull & Co., Montreal, have been appointed sole Canadian agents for the "Economic" stocks and dies for F. E. Wells & Son, Greenfield, Mass.

In the "Economic" dies you get everything that is to be had in a solid die except unnecessary weight and inferior steel, and you get results that cannot, it is claimed, be had in any solid die sold at a similar price. It is said to be the fastest and cleanest-cutting die in the market, and will wear longer and oil easier and cut truer. It is a perfectly new device made of pressed and corrugated steel, so ingenuously constructed that it leaves no room for the rival competitor in price, weight, speed, or accuracy. Although perfectly new upon this market, it has become a popular die in England, Germany and the United States. They are carried by the leading wholesale houses of Canada who will supply catalogue on application.

THE NEW GEM SAFETY RAZOR.

The many new features and the superior merits of the new "Gem" safety razor have combined to greatly increase its sales in Canada. The trade mark "Well That's Fine" is a fair criticism of the satisfaction evinced by the many who are now employing it. The dealer need have no fear in recommending this article to his customers. The makers are the "Gem" Cutlery Company, with works at 34 Reade street, N.Y.C. In most of the large cities of Canada can be found distributing agents. The manufacturers will send them on a 10 days' trial.

NATIONAL CUTLERY SHEARS.

National Cutlery Co.'s shears have proven a testimonial for themselves. The rapid increase of their sales with some of our leading wholesale firms speaks for their quality and finish.

These shears are laid with special steel of superior quality, tempered by patented method, which process gives uniform results. There are no soft spots, no feather edges. The only shears made with a steel ride, and every shear fully warranted. They are put up in separate pockets. Decatur, Bull & Co., Montreal, are sole Canadian agents.

Apollo galvanized iron is all alike; if not, send back to your jobber at our expense—we shall hear of it.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

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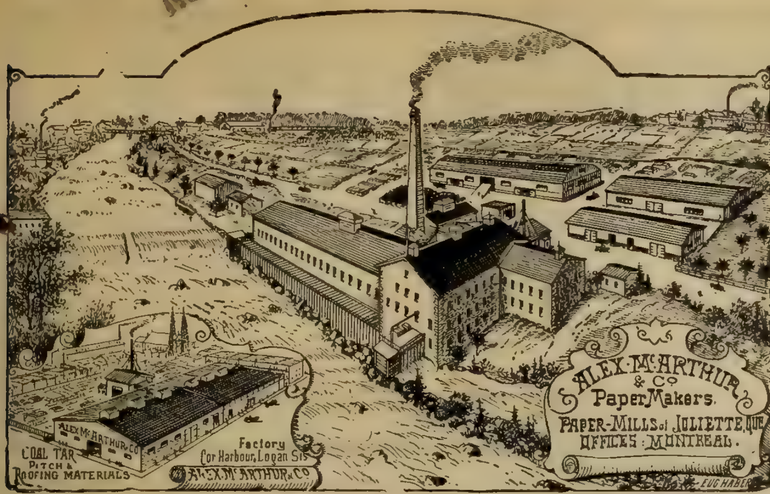

Bell Telephone, - - - Main 208.
Merchants' - - - - 311.

P. O. Box 839.

ALEX. McARTHUR & CO.

—MANUFACTURERS—

2 & 3-Ply Ready Roofing,
Building Papers,
Sheathing and Carpet Felt,
Coal Tar Products.

Hanging and Print Paper,
Brown and Manilla Wrapping.

Paper Mills : Joliette, Que.
Felt Factory : Harbour and Logan Sts., Montreal.
82 McGill Street, Montreal.

QUALITY—THE BEST—no better manufactured.

CURRENT MARKET QUOTATIONS.

July 18, 1902

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS

TIN.

Lamb and Flag and Straits—		
56 and 28 lb. ingots, 100 lb.	$32 00	$33 00

TINPLATES.

Charcoal Plates Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$6 75
I.X. "	....	8 25
I.X.X. "	....	9 75
Famous, equal to Bradley—		
I.C.	....	6 75
I.X.	...	8 25
I.X.X.	....	9 75
Raven and Vulture Grades—		
I.C., usual sizes	....	5 00
I.X. "	....	6 00
I.X.X. "	....	7 00
I.X.X.X. "	....	8 00
D.C., 12½x17	....	4 50
D.X	....	5 25
D.X.X.	....	6 00

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 12x20	....	4 25
I.C., special sizes, base	....	4 75
20 x 28	....	9 00

Charcoal Plates - Terne.

Dean or J.G. Grade -		
I.C., 20x28, 112 sheets	....	8 50
I.X., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X.X., 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	....	0 06½

Tinned Sheets.

72x30 up to 24 gauge	....	8 00
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	1 95	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3 in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth & Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "silver" tool steel	0 12	0 14
" "special"	0 15	0 20
Jonas & Colver's tool steel.	0 08	0 15
" "air hardening"	0 50	0 50
Drill steel, per lb.	0 08	0 10

BOILER TUBES.

		Per foot.
1½, 1¾ and 4 inch	....	0 09
2½ in	....	0 16
3 in	....	0 13
3½ in	....	0 16
4 in	....	0 31

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅝ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	....

COPPER WARE,

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	....	3 00
Half-polished	....	3 10
All bright	....	3 75

IRON PIPE.

		Per 100 feet.
Black pipe—		
⅛ inch	....	2 90
¼ "	....	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	...	5 20
1¼ "	...	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	24 00
3 "	....	28 00
3½ "	....	36 00
4 "	....	43 00
4½ "	....	50 00
5 "	....	57 00
6 "	....	73 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Discount 4 per cent.

Malleable Fittings—Discount 35 p.c.

Cast Iron Fittings—

On all cast iron fitting, including plugs, bushings, unions and nipples, 60 p.c. dis.

All others—discount 60 p.c.

GALVANIZED SHEETS.

	G.C.	Comet.	Amer.	Queen's Head.
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	....	4 05
26 "	4 25	4 00	....	4 25
28 "	4 50	4 25	*4 40	4 50

Less than case lots 10 to 15c. extra.

*29 gauge.

CHAIN.

Proof coil, 3-16 in., per 100 lb.		....	....
" ¼ "	...	7 85	8 10
" 5-16 "	...	5 25	5 50
" ⅜ "	...	4 50	4 75
" 7-16 "	...	4 25	4 50
" ½ "	...	4 20	4 50
" 9-16 "	...	4 05	4 50
" ⅝ "	...	4 00	4 50
" ¾ "	...	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 p.c.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.

		Per 100 lb.
English B.S., ton lots	....	14 00
Lake Superior	....	....

Bars.

Cut lengths, round, ½ to ⅞ in	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00

Sheet.

Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

Boiler and T.K. Pitts.

Plain tinned, per lb	....	0 28
Spun, per lb	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per lb	5 50	6 00
Domestic "	....	....

ZINC SHEET,

5-cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD.

Imported Pig, per 100 lb.	3 50	3 75
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7 50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Discount, 60 p.c. on medium and extra heavy, and 55 p.c. on light soil pipe and fittings.

SOLDER.

	Per lb.	Per lb.
Bar half-and-half, guarant'd	....	0 20
Bar, half and-half, commer'l	....	0 19½
Refined	....	0 19
Wiping	....	0 18½

ANTIMONY.

Cookson's, per lb	....	9 50

WHITE LEAD.

	Per 100 lb.
Pure	5 87½
No. 1	5 50
No. 2	5 12½
No. 3	4 75
No. 4	4 37½
Munro's Select Flake White	6 37½
Elephant and Decorators' Pure	6 12½
Brandram's B.B. Genuine	7 00
" " No. 1	6 00

RED LEAD.

Genuine, 560 lb. casks, per cwt.	$4 75
Genuine, 100 lb. kegs, per cwt	5 00
No. 1, 560 lb. casks, per cwt	4 25
No. 1, 100 lb. kegs, per cwt	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 50
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 25
Second qualities, per gallon	...	1 0
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co's pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Stewart & Wood's Champion pure		1 20

COLORS IN OIL.

25 lb. tins, standard Quality.

Venetian red, per lb	0 04½	0 06
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "	....	0 06
Marine black	....	0 09
Chrome green	....	0 10
French imperial green	....	0 12
Signwriters' black	....	0 16
Burnt umber	...	0 11
" sienna	....	0 11
Raw umber	....	0 11
" sienna	....	0 11

COLORS, DRY.

Common ochre, bbls	1 20	1 30
Yellow ochre (J.F.L.S.), bbls.	...	2 00
Yellow ochre (La Belle)	1 15	1 25
Brussels ochre	...	2 00
Venetian red (best), bbl	1 75	2 00
English oxides, per cwt	3 00	3 25
American oxides, bbls	1 25	2 00
Canadian oxides, bbls.	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb	....	0 0
" umber, " "	....	1 10
Raw do	. .	0 09
Drop black, pure	....	0 09
Chrome yellows, pure	....	0 18
Chrome greens, pure per lb	0 09	0 10
Golden ochre	0 04	0 05
Ultramarine blue, in 28-lb. boxes, per lb	0 06	0 18
Fire proof mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb.	....	0 07
Mortar color, per 100 lb.	1 25	1 50
Pure Indian red, No. 45, lb	0 08	0 10
Whiting, bbl	0 55	0 60
English vermilion in 30-lb. bags.		0 95

PARIS GREEN.

		Per lb
Petroleum, casks	0 16½	0 18
Arsenic kegs	0 17	0 19
50 lb. and 100-lb. drums	0 18½	0 19½
25-lb. drums	0 19	0 20
1-lb. packages	0 20	0 20½
½-lb. do	0 22	0 22½
1-lb. tins,	....	....
½ lb. do.	...	....

F.O.B. Toronto. Terms – 3 p.c. off 30 days, or 4 mos. from date of delivery.

BLUESTONE.

Casks, for spraying, per lb.	0 07
100-lb. lots, do per lb	0 08

PUTTY.

Bulk in bbls	1 90
Bulk in less quantity	2 05
Bladders in bbls.	2 25
Bladders in kegs, boxes or loose	2 40
Bladders in 25-lb. tins	2 35
Bladders in 12½ lb. tins	2 65
Bladders in bulk or tins less than 100 lb	2 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	....	1 25
" No. 1	....	1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine, brown japan	1 25	1 20
" black japan	0 85	1 20
" " No. 1	0 50	0 75
Elastilite varnish, 1 gal. can, each,		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels: Size 1, $1.20; size 2, 70c.; size 3, 40c. each.

Sherwin-Williams' copal varnish, assorted case, from ½-pts. to 1 gal. $1.50.

CASTOR OIL.

East India, in cases, per lb.	0 09½	0 10
" small lots	0 10	0 10

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 20
" neatsfoot	....	0 90

GLUE

Common	0 08	0 09
French medal	0 11	0 14
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16

JAMES HUTTON & CO.

Sole Agents in Canada for

Joseph Rodgers & Sons, Limited,
Steel, Peech & Tozer, Limited,
W. & S. Butcher,
Thomas Goldsworthy & Sons,
Burroughes & Watts, Limited,
Etc., Etc.,

Have reopened their offices in Victoria Chambers,

232 McGill Street, MONTREAL.

HARDWARE.

Ammunition.

Cartridges.

B. B Caps Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 40 p. c., Amer
Rim Fire Cartridges, Dom., 5 (and 5 p. c
Central Fire Pistol and Rifle 10 p.c. Amer.
Central Fire Cartridges, pistol sizes Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.
Central Fire, Military and Sporting, Amer. add 5 p.c. to list. B.B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p.c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads	per lb
Best thick white felt wadding, in ¾-lb bags	1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads in boxes of 1,000 each, 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Adzes.

Discount, 20 per cent.

Anvils.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, " " "	0 11¼

Augers.

Gilmour's discount 65 and 5 p.c. off list.

Axes.

Chopping Axes		
Single bit, per doz	5 50	10 00
Double bit, "	11 00	18 00
Bench Axes, 40 p.c.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 00	10 00

Axle Grease.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

Bath Tubs.

Zinc 6 00
Copper, discount 15 p.c. off revised list

Baths.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
" " " 2nd "	20 00

Anti-Friction Metal.

"Tandem" A ..... per lb.	0 27
" B ..... "	0 21
" C ..... "	0 11½
Magnolia Anti-Friction Metal, per lb	0 25
Frictionless metal, per lb	0 23

SYRACUSE SMELTING WORKS.

Aluminum, genuine	0 41
Dynamo	0 27
Special	0 22
Aluminum, 99 p.c. pure "Syracuse"	0 45

Bells.

Hand

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 45 per cent

Farm.

American, each 1 25 3 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 40 per cent.

Belting.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 p.c.

Bits.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen. net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind and Bed Staples.

All sizes, per lb 0 07¾ 0 12

Bolts and Nuts. Per cent.

Carriage Bolts, common ($1 list)	55
" " full square ($2.40 list)	55
" " Norway iron ($3 list)	50
Machine Bolts, all sizes	50 and 5
Plough Bolts	50 and 5
Blank Bolts	50 and 5
Bolt Ends	50 and 5
Sleigh Shoe Bolts	65 and 5
Coach Screws, cone point	£6⅔

Nuts, square, all sizes, 3½c per lb off.
Nuts, hexagon, all sizes, 3¾c. per lb. off.
Stove rods, per lb .... 5½ to 6c.
Nuts, in 50 lb. lots ¼c. per lb extra, in less than 50 lb. lots, ½c extra.

Boot Calks.

Small and medium, ball, per M	4 25
Small heel, per M	4 50

Bright Wire Goods.

Discount .... 62½ per cent

Broilers.

Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8, "		6 00
Henis, No. 9, "		7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

German, per doz	6 00	11 00
American, per doz	12 00	20 00

Butcher Knives.

Bailey's, per doz 0 60 6 30

Building Paper, Etc.

Tarred felt, per 100 lb	1 70
Ready roofing, 2-ply, not under 45 lb. per rol	85
Ready roofing, 3-ply, not under 65 lb. per roll	1 10
Carpet felt, per ton	45 00
Dry sheathing, per roll, 400 sq ft.	35
Tar sheathing, " " "	45
Dry fibre " " "	50
Tarred fibre, " " "	60
O.K. & I.X L., " " "	65
Resin-sized, " " "	40
Oiled sheathing, " 600 "	1 10
" " " 400 "	70
Roof coating, in barrels, per gal	17
" " small packages	25
Refined tar, per barrel	4 50
Coal tar, "	4 00
Coal tar, less than barrels, per gal	15
Roofing pitch, per 100 lb	85

Bull Rings.

Copper, $2.00 for 2½ in. and $1.90 for 2 in.

Butts.

Wrought Brass net revised list.

Cast Iron.

Loose Pin, dis., 60 per cent.

Wrought Steel

Fast Joint, dis. 65, 10 and 2½ per cent.
Loose Pin, dis. 65, 10 and 2½ per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Carpet Stretchers.

American, per doz	1 00	1 50
Bullard's, per doz	....	6 50

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross 8 50 9 50

Cement.

Canadian Portland	2 55	3 00
English "	3 00	3 15
Belgian "	2 50	2 75
Canadian hydraulic	1 25	1 50
Arrow	....	2 25
Buffalo	....	2 00

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. S. & W. Extra 60, 10 and 5 p.c.

Churns.

Revolving Churns, metal frames—No. 0, $8—No. 1, $8.50—No. 2, $9.00—No. 3, $10.00—No. 4, $12.00—No. 5, $16.00 each. Ditto, wood frames—20c. each less than above. Discounts: Delivered from factories, 56 p.c.; from stock in Montreal, 54 p.c. Terms, 4 months or 3 p.c. cash in 30 days

Clips.

Axle dis. 65 per cent.

Closets.

	Net.
Plain York or Ontario Syphon Jet.	$9 60
Emb. York or Ontario Syphon Jet.	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. Elgin or Teu. Syphon Washout	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
" " " " emb.	10 20
Plain Richelieu	4 00
Emb. Richelieu	4 25
Connections	1 25
Low Down Ont. Sy. Jet, plain	11 70
" " " " " emb'd.	12 30
Closet connection	1 25
Basins P.O., 14 in.	0 70
" oval 17 x 14 in.	1 50
" " 19 x 15 in.	2 25

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Conductor Pipe.

Plain or Corrugated.

2-inch, per 100 feet	3 00
3 " " "	4 00
4 " " "	5 25
5 " " "	6 75
6 " " "	9 00

Cradles, Grain.

Canadian, dis. 25 to 33⅓ per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair	.17½
" " 5, "	.22½
" " 6, "	.15
Boynto pattern "	.20

Door Springs.

Torrey's Rod, per doz	(15 p.c.	2 00
Coil, per doz	0 88	1 60
English, per doz	2 00	4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.

Hand and Breast

Millar's Falls, per doz. net list.

DRILL BITS.

Morse, dis., 37½ to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.

EAVE TROUGH.

10-inch, per 100 ft $3 10

ELBOWS. (Stovepipe.) per doz.

5 and 6-inch, common	1 20
7-inch	1 35

Polished, 15c. per doz. extra.

ESCUTCHEONS.

Discount, 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent.
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 p.c.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS—Window—Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 20	4 25	....	6 25
26 to 40	2 40	4 65	....	6 75
41 to 50	....	5 10	....	7 50
51 to 60	....	5 35	....	8 50
61 to 70	....	5 75	....	9 75
71 to 80	....	6 25	....	11 00
81 to 85	....	7 00	....	12 55
86 to 90	....	7 75	..	15 00
91 to 95	..	....	...	17 50
96 to 100	...	....	..	20 50

GAUGES

Marking, Mortise, Etc.

Stanley's dis. 50 to 55 per cent.

Wire Gauges.

Winn's Nos. 26 to 33, each 1 65 2 40

HALTERS.

Rope, ⅜ per gross	....	....
" ½ "	....	9 00
" ⅝ to ¾	....	14 00
Leather, 1 in., per doz	3 87½	4 00
" 1¼ in., "	5 15	5 20
Web, — per doz	1 87	2 45

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent Can. dis. 25 to 27½ per cent.

Tack.

Magnetic per doz 1 10 1 20

Sledge.

Canadian per lb 0 07½ 0 08½

Ball Pean.

English and Can., per lb .... 0 22 [illegible]

HANDLES.

Axe, per doz. net	1 50	3 00
Store door, per doz	1 00	1 50

Fork.

C. & B., dis. 40 per cent. rev list.

Hoe.

C. & B., dis. 40 per cent. rev. list.

Saw.

American, per doz .... 1 00 [illegible]

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair 13½

HANGERS. doz. pairs.

Steel barn door	5 85	6 00
Stearns, 4 inch	....	5 00
" 5 inch	....	6 50
Lane's covered—		
No. 11, 5-ft. run	....	8 40
No. 11½, 10-ft. run	....	10 80
No. 12, 10-ft. run	....	12 60
No. 14, 15-ft. run	....	21 00
Lane's O.N.T. track, per foot	....	4½

HARVEST TOOLS

Discount, 60 per cent.

HATCHETS

Canadian, dis 40 to 42½ per cent.

Wire-Edged Ready Roofing

The above Roofing is fast becoming the popular substitute for Shingles, because it is **Durable, Economical** and **Fire-proof.** We wish to supply customers through the Retail Hardware Merchants, and, with that object in view, we are spending thousands of dollars in advertising our goods. It will be your fault, not ours, if we are forced to sell direct to the user.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent.
Heavy T and strap, 4-in., per lb.... 0 06½
" " 5-in., " 0 06¼
" " 6-in., " 0 06
" " 8-in., " 0 05¾
" " 10-in., " 0 05½
Light T and strap, dis. 65 and 5 per cent.
Screw hook and hinge—
6 to 10 in., per 100 lbs.... .... 4 50
12 in. up, per 100 lbs..... .... 3 25
Per gro. pairs
Spring..... .... 12 00

HOES.

Garden, Mortar, etc., dis. 60 p.c.
Planter, per doz..... 4 00 4 50

HOLLOW WARE

Discount,..... 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird Cage, per doz.....	0 50	1 10
Clothes Line, per doz.....	0 27	0 63
Harness, per doz.....	0 72	0 88
Hat and Coat, per gross.....	1 00	3 00
Chandelier, per doz.....	0 50	1 00

Wrought Iron.
Wrought Hooks and Staples, Can. dis. 47½ per cent.
Wire.
Hat and Coat, discount 45 per cent.
Belt, per 1,000 ..... 0 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.

"C" brand 50 and 7½ p.c. off new list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk, 60 per cent.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1. and smaller.
Light, medium and heavy...	3 50	3 75
Snow shoes.....	3 75	4 00
Steel Shoes.		
Light.....	3 60	3 85
Featherweight (all sizes).....	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.
Toe weight steel shoes..... 6 70

JAPANNED WARE.

Discount, 45 and 5 p.c. off list, June 1899.

ICE PICKS.

Star per doz..... 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30 0 50
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis., 45 p.c.
Cabinet, trunk, and padlock, Am. per gross 60

KNOBS.

Door, japanned and N.P., per doz.....	1 50	2 50
Bronze, Berlin, per doz.....	2 75	3 25
Bronze Genuine, per doz....	6 00	9 00
Shutter, porcelain, F. & L screw, per gross	1 30	4 00
White door knobs—per doz.	90	1 00

HAY KNIVES.

Discount, 60 per cent.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz.....	7 00
No. 3 "Wright's".....	8 50
Ordinary, with O burner.....	4 00
Dashboard, cold blast.....	9 00
No. 0.....	5 75

Japanning, 50c. per doz. extra

LEMON SQUEEZERS.

Porcelain lined, ...per doz.	2 20	5 60
Galvanized.....	1 87	3 85
King, wood.....	2 75	2 90
King, glass.....	4 00	4 50
All glass.....	1 20	1 30

LINES.

Fish per gross.....	1 05	2 50
Chalk "	1 90	7 40

LOCKS

Canadian, dis 40 p.c.
Russel & Erwin per doz.... 3 00 3 25
Cabinet.
Eagle dis. 30 p.c.

Padlocks

English and Am. per doz.... 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.

Flat head discount 25 p.c.
Round Head discount 20 p.c.

MALLETS.

Tinsmiths' per doz.....	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz..	3 85	5 00
Caulking each.....	60	2 00

MATTOCKS.

Canadian, per doz..... 5 50 6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.
German, 15 per cent.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Quotations are;	Cut.	Wire.
2 d and 3d	$3 45	$3 55
3 d	3 10	3 22
4 and 5d..... ..	2 85	3 05
6 and 7d.....	2 75	2 90
8 and 9d.....	2 60	2 70
10 and 12d.....	2 55	2 65
16 and 20d..	2 50	2 60
30, 40, 50 and 60d. (base).....	2 45	2 55

Wire nails in carlots are $2.50
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 75 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.

NAIL PULLERS.

German and American..... 1 85 3 50

NAIL SETS.

Square, round, and octagon per gross.....	3 38	4 00
Diamond.....	12 00	15 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 50 and 5 to 50 and 10 p.c.
2-in. Mesh, 18 w.g. and heavier, 50 p.c.

OAKUM. Per 100 lb

Navy	6 00
U.S. Navy.....	7 25

OILERS.

McClary's Model galvan. oi can, with pump, 5 gal. per doz..... .... 10 00
Zinc and tin, dis. 50, 50 and 10
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAILS.

Dufferin pattern pails, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
6, 10 and 14-qt. flaring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.

Per doz..... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross... 1 75 3 00
Brass head " 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 p.c.

PINE TAR.

½ pint in tins, per gross.	7 80
1 " "	9 60

PLANES.

Wood, bench, Canadian dis. 40 per cent. American dis. 50.
Wood, fancy Canadian or American 7½ to 40 per cent.

PLANE IRONS.

English per doz..... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz..... 0 60 2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 p.c.
"J.M.T." Cushion work. dis. 50 p.c.
Fuller work, dis. 65 p.c.
6 doz. lots and over of the above extra dis. 10 p.c.
Lever Handle Stops and Waste, discount 60 p.c. With, in lots of 2 doz. and over, an extra dis. of 10 p.c.
"J.M.T." Globe, Angle and Check Valves, dis. 55 p.c.
Standard Globe, Angle and Check Valves, dis. 65 p.c.
"J.M.T." Radiator Valves, dis. 55 p.c.
Standard " " dis., 65 p.c.
Patent Quick Opening Valves, dis. 70 p.c.
No. 1 compression bath cock, net .. 2 00
No. 4 " " " 2 00
No. 7, Fuller's 2 70
No. 4½, " 2 35
Patent Compression Cushion, basin cock, hot and cold, per doz 15 00
Patent Compression Cushion, bath cock No. 2208 ..... 2 25
Square head brass cocks, 60 p.c.
" " iron " 60 p.c.
Competition Globe, Angle and Check Valves discount, 70 p.c.
Competition Quick Opening Radiator Valves, discount, 70 p.c.

PRESSED SPIKES.

Discount 2½ per cent.

PULLEYS.

Hothouse, per doz.....	0 55	1 00
Axle.....	0 22	0 33
Screw.....	0 27	1 00
Awning.....	0 35	2 50

PUMPS.

Canadian cistern.....	1 80	3 60
Canadian pitcher spout.....	1 40	2 10

PUNCHES.

Saddlers', per doz.....	1 00	1 85
Conductors' "	9 00	15 00
Tinners', solid per set.....	0 00	0 72
" hollow per inch.....	0 00	1 00

RANGE BOILERS.

	Net.
Dominion, 30 gal.	5 75
Dominion, 35 "	6 75
" 40 "	7 75
Ronald's Galvanized, 30 gallons	6 50
" " 35 "	7 50
" " 40 "	8 50
Copper, 30 gallons.....	20 00
" 35 "	23 20
" 40 "	26 40

RAKES.

Wood, per doz. net 110

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler & Co.'s.....	4 00	18 00
Boker's.....	7 50	11 00
" King Cutter.....	12 50	50 00
Wade & Butcher's	3 60	10 00
Theile & Quack's.....	7 00	12 00
Bailey's	6 00	12 00
Carbo Magnetic Razor		15 00
Griffon Barbers' Favorite		10 75
Griffon No. 65.....		13 0
Griffon Safety Razors.....		1 50
" Stropping Machines.		13 50

All other razors 50 p.c. off catalogue price.

REGISTERS.

Discount ..... 40 per cent

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c. per lb.
Copper Rivets with usual proportion burrs, 45 p. c. dis. cartons, 1c. per lb. extra, net.
Copper Burrs only, 30 and 10 p.c.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE, ETC.

Sisal	12½
Pure Manilla.....	15
"British" Manilla.....	13
Cotton, 3-16 inch and larger.....	16
" 5-32 inch....	21
" ⅛ inch	22
Russia Deep Sea.	15
Jute	8
Lath Yarn	11
Sisal bed cord, 48 ft..... per doz.	65
" " 60 f ..... "	80
" " 72 ft..... "	95

RULES.

Boxwood, dis. 55 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS. per set.

Mrs. Potts, No. 55, polished.	70
" No. 50, nickle-plated.	75

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.
B & A. sand, 40 and 5 per cent.
Emery, 40 per cent.
Garnet (Rurton's), 5 to 10 p.c. advance on list

SAP SPOUTS.

Bronzed iron with hooks, per doz. 9 50

SAWS.

Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.
Crosscut, Disston's, per ft.. 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3
Hack, complete, each 0 75 2 75
" frame only 0 75

SASH WEIGHTS.

Sectional, per 100 lbs.....	2 25	2 50
Solid, "	1 75	2 00

SASH CORD.

Per lb.....	0 23	0 30

SAW SETS.

Lincoln and Whiting, per doz.	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25
X-cut Sets, No. 3 Woodyatt (Morrill)	9 50

SCALES

Burrow, Stewart & Milne—
Imperial Standard, 40 per cent.
Weigh Beams, 35 per cent
Champion Scales, 55 per cent
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.
Warren's new Standard 40 p.c.
" " Champion 55 p.c.

SCREW DRIVERS.

Sargent's per doz..... 0 65 1 00

SCREWS.

Wood, F.H., bright and steel, 87½ and 10 p.c.
Wood R. H., " dis. 82½ and 10 p.c.
" F. H., brass dis. 80 and 10 p.c.
Wood, R. H., " dis. 75 and 10 p.c.
" F.H., bronze, dis. 75 p.c.
" R.H. " 70 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz. 3 25 4 00
" iron. " 4 25 5 00
Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.

Per doz., net..... ..... 5 00 8 00

SCYTHE SNATHS.

Canadian, dis. 45 p.c.

SHEARS.

Bailey Cutlery Co., full nickeled, dis. 60 and 2½ p.c.
Bailey Cutlery Japan handles, 67½ p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.

SINKS.

Steel and galvanized, discount 45 per cent

SNAPS.

Harness, German, dis. 25 p.c.
Lock, Andrews' 4 50 11 50

SOLDERING IRONS.

1, 1½ lb., per lb.....	0 37
2 lb. or over, per lb.....	0 34

SQUARES.

Iron, No. 493, per doz.....	2 40	2 55
" Mo. 494, "	3 25	3 40

Steel, dis. 60. 10 and 5 p.c.
Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.

Plain, dis., 75 p.c. off revised list.
Retinned, dis., 75 p.c. off revised list.

STAPLES.

Galvanized.....	3 25	3 50
Plain.....	2 90	3 15

Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

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Hill & Rutherford

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TORONTO

STOCKS AND DIES.

American dis. 25 p.c.

STONE.	Per lb.	
Washita	0 28	0 60
Hindostan	0 06	0 07
" slip,	0 09	0 09
Labrador	....	0 13
" Axe	....	0 15
Turkey	....	0 50
Arkansas	0 00	1 50
Water-of-Ayr	0 00	0 10
Scythe, per gross	3 50	5 00
Grind, 2 in, 40 to 200 lb, per ton	....	25 00
" under 40 lb. "	....	28 00
Grind. under 2 in. thick "	....	29 00

STOVE PIPES.

5 and 6 inch Per 100 lengths	....	7 00
7 inch " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4—3 dozen in case, net cash	....	$4 80
No. 6—3 dozen in case, "	....	8 40

TACKS, BRADS, ETC.

Cheese-box tacks, blued ..... 80 & 12½
Trunk tacks, black and tinned 85
Carpet tacks, blued ..... 80 & 15
" " tinned ..... 80 & 20
" " (in kegs) 40
Cut tacks, blued, in dozens only .. 80
" ¼ weights 60
Swedes cut tacks, blued and tinned—
In bulk ..... 80 & 10
In dozens 75
Swedes, upholsterers', bulk .... 85, 12½ & 12½
" brush, blued & tinned, bulk .. 70
" gimp, blued, tinned and japanned ..... 75 & 12½
Zinc tacks 35
Leather carpet tacks 55
Copper tacks 50
Copper nails 5½½
Trunk nails, black ..... 65 and 5
Trunk nails, tinned ..... 65 and 10
Clout nails, blued ..... 65 and 5
Chair nails 35
Patent brads 40
Fine finishing 40
Lining tacks, in papers 10
Lining tacks, in bulk 15
" " solid heads, in bulk 75
Saddle nails in papers 10
" " in bulk 15
Tufting buttons, 22 line, in dozens only 60
Tin capped trunk nails 25
Zinc glazier's points 5
Double pointed tacks, papers .... 90 and 10
" " " bulk 40
Shoe nails 60
Clinch and duck rivets 45

TAPE LINES.

English, ass skin, per doz....	2 75	5 00
English, Patent Leather....	5 50	9 75
Chesterman's each.....	0 90	2 85
" steel, each	0 80	8 00

TINNERS' SNIPS.

Bailey's, dis. 25 p.c.

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.

Disston's discount 10 per cent.

German, per doz	4 75	6 00
S. & D., discount 35 per cent.		

TWINES.

Bag, Russian, per lb.	....	0 27
Wrapping, cotton, 3-ply		0 19
4-ply	....	0 23
Mattress, per lb.	0 33	0 45
Staging, " "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12¾
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	9 00

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White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

WIRE.

SMOOTH STEEL WIRE.

No. 0-9 gauge		$2 60
10 "		6c. extra.
11 "		12c. "
12 "		20c. "
13 "		30c. "
14 "		40c. "
15 "		55c. "
16 "		70c. "

Add 60c. for coppering and $2 for tinning

Extras net per 100 lb. — Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright 8 ft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, dis. 22½ per cent List of extras : In 100-lb. lots : No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, 7.65—No. 24, $8—No. 25, $9—No. 26 $9.50—No. 27, $10—No. 28, $11 No. 29. $12—No. 30, $13—No. 31, $14—No. 32 $15, No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31 $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ½-lb. hanks, 75c.—in ¼-lb. hanks, $1—packed in casks or cases, 15c.—bagging or papering, 10c

Brass wire, 50 to 50 and 2½ per cent. off the list.
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.
Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, $3.50 to $3.85—No. 9, $2.85 to $3.15—No. 10, $3.60 to $3.95—No. 11, $3.70 to $4.10—No. 12, $3 to $3.30—No. 13, $3.10 to $3.40—No. 14, $4.10 to $4.50—No. 15, $4.60 to $5.05—No. 16, $4.85 to $5.35. Base sizes, Nos. 6 to 9 $2.52½ f.o.b. Cleveland.
Clothes Line Wire, regular 7 strand. No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70, No. 19, $2.35; No 20, $2.30, f.o.b. Hamilton, Toronto Montreal

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Galvanized barb	....	3 00
Galvanized, plain twist	....	3 00

Galvanized barb, f.o.b. Cleveland, $2.77½ in less than carlots, and $2.65 in carlots

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Painted Screen, per 100 sq. ft., net.. 1 37½
Terms, 3 per cent. off 30 days.

WASTE COTTON.	per lb.
Colored	6
White	8

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Acme, 35 to 37½ per cent.
Agricultural, 60 p.c.
Coe's Genuine, dis. 20 to 25 p.c

Towers' Engineer, each	2 00	7 00
" S., per doz	5 80	6 00
G. & K.'s Pipe, per doz	....	3 40
Burrell's Pipe, each	....	3 00
Pocket, per doz	0 25	2 90

WRINGERS.

Leader per doz.	$30 00	33 00
Royal Canadian "	....	24 00
Royal American, "	....	24 00
Sampson "	....	24 00

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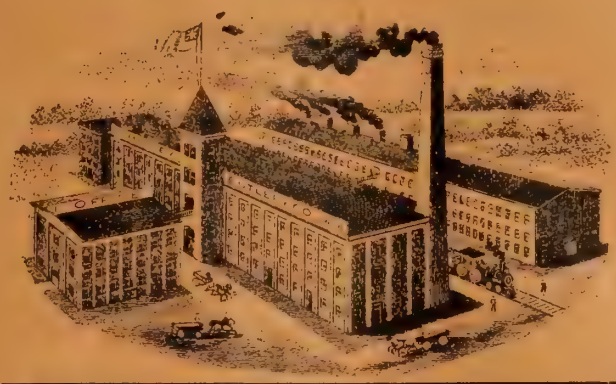

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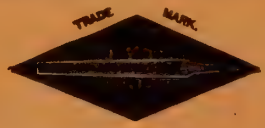

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VOL. XIV. MONTREAL AND TORONTO, JULY 26, 1902 NO. 30.

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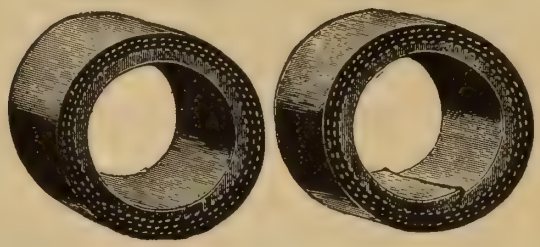
SEAMLESS TUBE LAPPED TUBE



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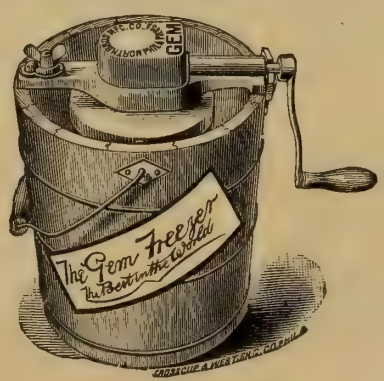

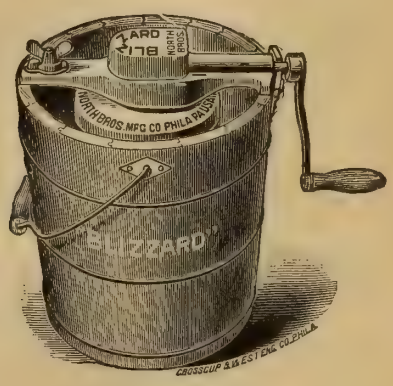

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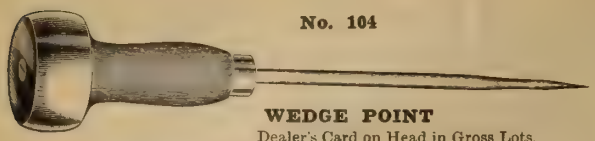
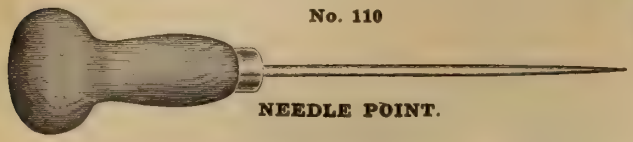


No. 104

WEDGE POINT

Dealer's Card on Head in Gross Lots.



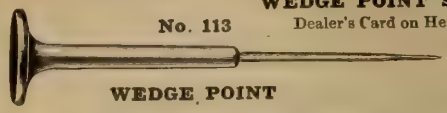
No. 110

NEEDLE POINT.

No. 112

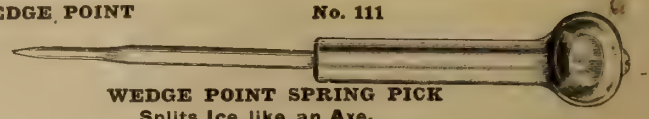
WEDGE POINT SPRING PICK.

Dealer's Card on Head in Gross Lots.



No. 113

WEDGE POINT



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ANTI-RUST NICKEL-PLATED.

Steel Tempered; will not Bend, Break or Rust.

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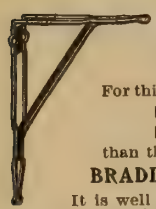

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IT'S WRITTEN

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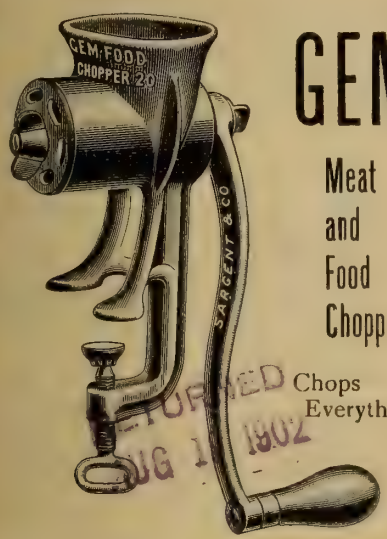

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Chops Everything

Heavily Tinned Self-Sharpening Cutters.

No.	20	22	24
Weight, lbs.,	4½	5	7¾

Four Steel Cutters of different size holes with each machine.

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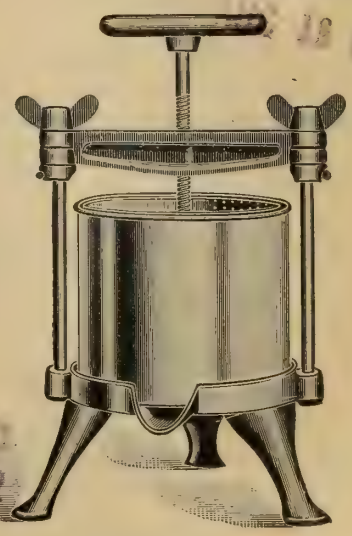
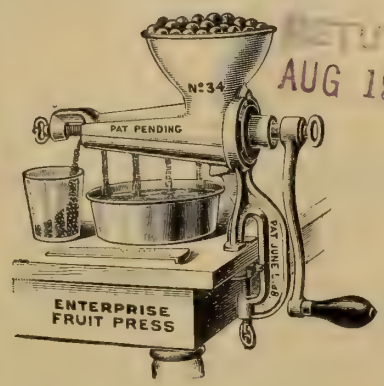
ORDERS FOR THESE GOODS WILL BE PROMPTLY AND CAREFULLY EXECUTED AND BILLED AT PRICES THAT WILL MEET WITH YOUR FAVOR.



SENSIBLE

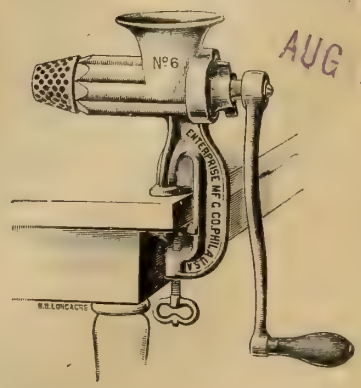
No. 1—2 quart. No. 2—4 quart.

Has the split nut cross beam, allowing the instant removal of pressure plate without turning the screw.



ENTERPRISE

No. 34—Capacity, 1 quart.



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PATENT LEAD HEAD NAILS.
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Fruit Cans, Meat Cans,
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THE DANDY SHINER

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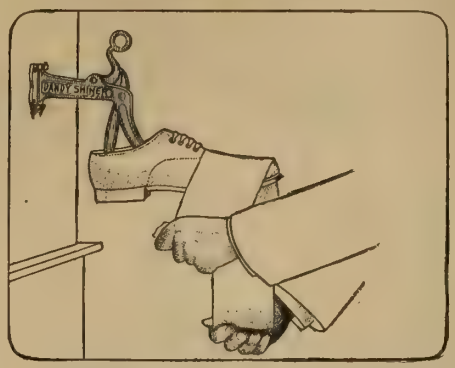
A HOUSEHOLD NECESSITY



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Established 1845

Main Office and Mills at Waterbury, Conn.

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Suitable for Spinning, Drawing, Stamping and Jewelers' Work.

Brass, German Silver, Bronze and Copper in Sheets, Wire Rods, Brazed and Seamless Tubing. Metallic Eyelets, Shells, Ferrules and small brass wares of every description.

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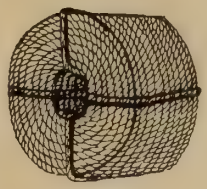

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"Maxwell Favorite Churn"

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Wheelbarrows.

In Four different Sizes.

Lawn Mowers.

High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

SEND DIRECT TO US.

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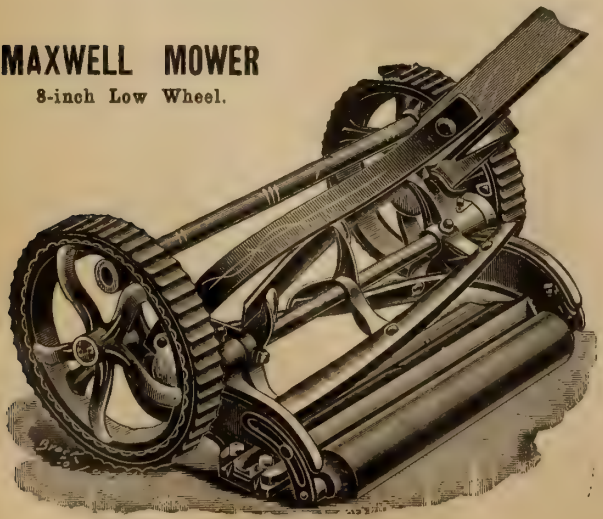
8-inch Low Wheel.



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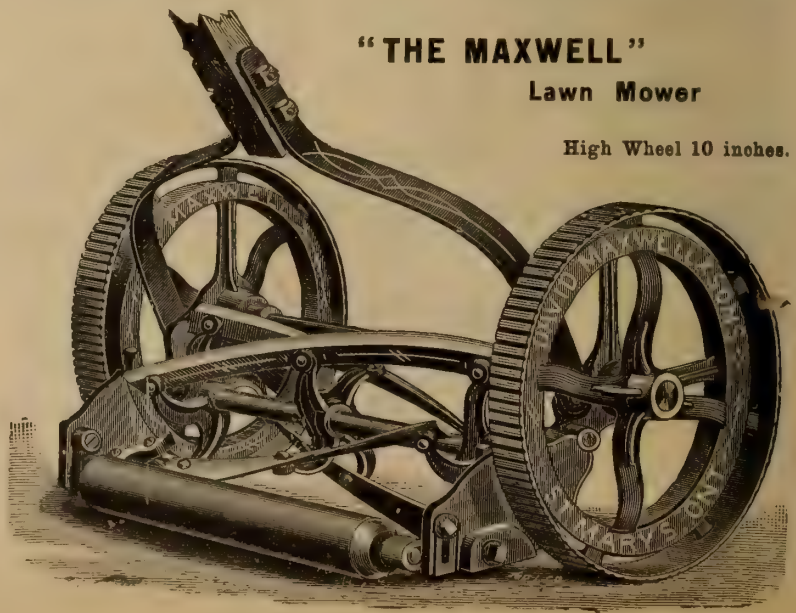
Lawn Mower

High Wheel 10 inches.



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Canada Horse Nail Co.

"BRASSITE" GOODS — Gunn Castor Co.
Limited, Birmingham, Eng.

Buy the Best.

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Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
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For Sale by all Wholesale Dealers

"Build to-day then, strong and sure.
With a firm and ample base."
—Longfellow.

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CONTRACT-RECORD,
TORONTO
will bring you
tenders from the
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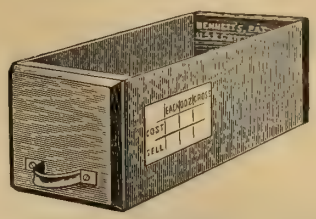
More Bennett's Patent Shelf Boxes.



The best testimonals are second orders.

"Chicoutimi, P.Q., May 24th, 1902—Please send us 212 more shelf boxes like the last.—Cote, Boivin & Co."

Write for prices to **J. S. BENNETT, TORONTO**

"DAISY" CHURN

Has tempered steel cased bicycle ball bearings, strongest, neatest and most convenient frame. Only two bolts to adjust in setting up. Steel Bow Levers, suitable for either a standing or sitting posture. Has four wheels and adjustable feet to hold stand steady while churning. When churn is locked to stand the bow can be used as handles to move it about on the front wheels as handy as a baby carriage. Open on both sides to centre, giving free space for pail. Made with wood or steel stands, with Cranks only, or Bow Levers as desired.

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Has a most enviable record. A perfection of its kind—will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine.

The Wortman & Ward Mfg. Co., Limited
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The best investment for Improving Business Premises.

Why

do up-to-date business men install **Luxfer Prisms** in their store fronts or any place they are short of light ?

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Prisms in Front Windows.

Because

to get the best results they must have the best goods. Thus obtaining **good clear white light** which makes it easy to **show and sell goods.**

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Cut both 16 & 8 page

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100 King Street West, – – TORONTO.

The Best Selling Range Ever Made.

Popular with dealers in every part of the country because it is so enthusiastically praised by every buyer.

Our Imperial Oxford

has won its laurels—it is the favorite range of Canada—widely advertised and everywhere appreciated for its practical superiority.

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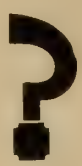
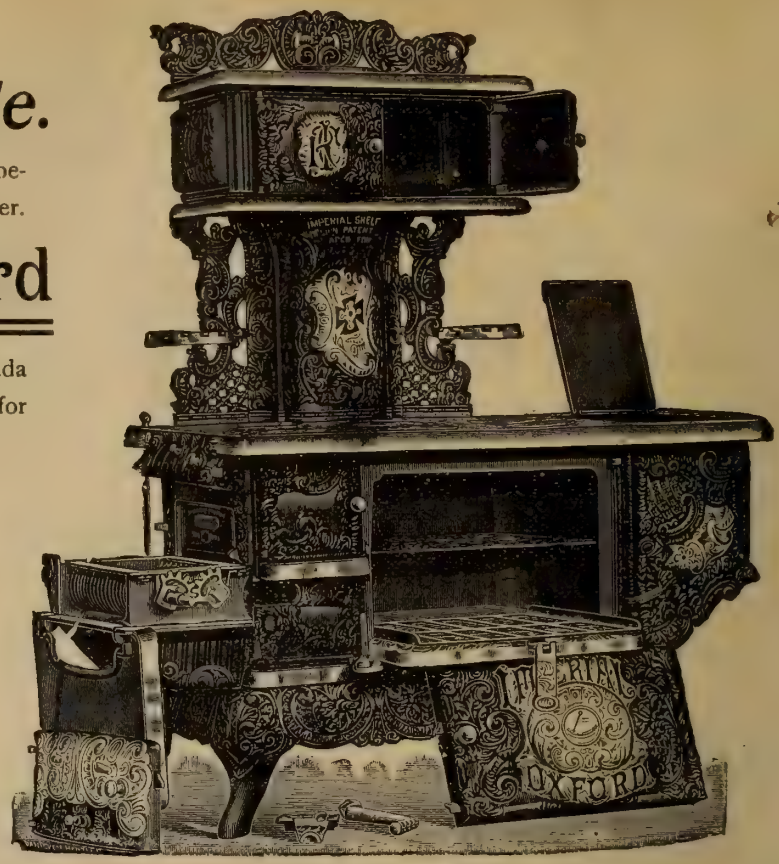
and other talking points



If there's any range business in your locality you'll get it by handling the Imperial Oxford. Fullest details if you write



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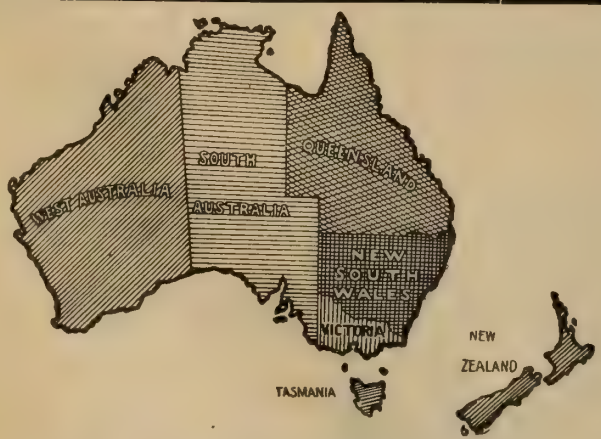

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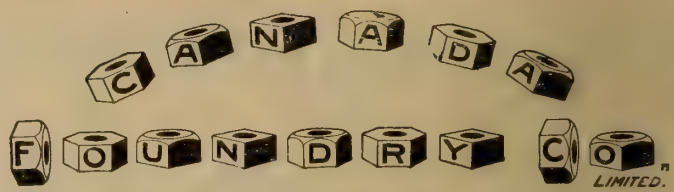

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Cold Pressed Nuts,
Square and Hexagon,
Finished and Semi-Finished,
Cap Screws,
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Thumb Screws, Bolts,
Special Milled Work, etc.

CANADA FOUNDRY COMPANY.

LIMITED.

14-16 King St. East, TORONTO.

FIRE

Partially destroyed our Montreal factory, which was a severe handicap,

BUT

We now have a stock up from our Halifax factory and are able to fill our customers' orders as promptly as ever.

Anchor Liquid Paint;
No other can equal it.
Can be shipped promptly.
How is your stock ?
Order at once.
Ready to hear from you at any time.

BRANDRAMS' B.B. GENUINE WHITE LEAD	**COACH COLORS VARNISHES COLORS IN OIL, Etc.**	**OIL STAINS VARNISH STAINS ENAMELS**

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Montreal——and——Halifax.

Locks and Builders' Hardware.

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Bronze and Brass Knobs, Door Sets and Escutcheons.

LOCKS AND LATCHES OF ALL KINDS.

Any dealer asking for a catalogue will be sent full prices, discount sheets, etc., etc. Drop a card.

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Hamilton. Toronto. Montreal.

AGENCIES:—ST. JOHN, N. B., VANCOUVER, B. C.

FOR PRESERVING TIME

Kemp's Enameled Preserving Kettles

10 SIZES, 3 TO 30 QUARTS.

Manufactured in three popular grades

DIAMOND
PEARL
GRANITE

How is your stock? You should not be short at this time of the year. We are prepared to supply your requirements promptly on receipt of order.

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COLD WATER PAINT

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HARDWARE AND METAL

VOL. XIV. MONTREAL AND TORONTO, JULY 26, 1902. NO. 30.

President:
JOHN BAYNE MacLEAN,
Montreal.

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Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

MORE BUSINESS MEN WANTED.

THERE is one feature in connection with the retirement of Lord Salisbury from the British Cabinet that has not yet attracted much attention, and that is in regard to the business element in the Government.

As our readers are well aware, there are very few business men in the British Cabinet, and this fact has been the subject of some criticism by the British trade press.

According to a cable despatch received this week, it is evident an effort is to be made to create a stronger representation of business men in the Cabinet, which will necessarily have to be reorganized on account of the retirement of Lord Salisbury. No less an authority than The London Times says that there is a strong feeling developing that now an excellent opportunity is afforded for securing reform in this direction. It is significant that the men in the present British Cabinet who have been most successful are Chamberlain, Ritchie and Arnold-Foster, almost the only commercially-trained men in the Government.

This agitation for a stronger representation of business men in governments is gradually increasing. Strong as may be the feeling in certain quarters in Great Britain that a change is necessary there, it is a great deal more so in Australia, where all the members of the Cabinet of the Commonwealth are lawyers. Our trade paper exchanges from there are very outspoken in regard to this deficiency of business men in the Government of that country. The new tariff has been before the Australian Parliament for about nine months, and it has only so far passed through the Lower House, being still in the Senate. This long delay in dealing with the tariff is doing a great deal of harm to the trade and commerce of the country, and the business men are not only dissatisfied with the delay, but they are awakening to the absence of the business element in the Cabinet.

This is, if it is anything, a commercial age, and it naturally follows that there should be in our parliaments a strong representation of practical business men, if we are to have businesslike legislation.

Great Britain, essentially a commercial nation, is the Mother of Parliaments; it would be a consummation much to be desired if she became the mainspring in the movement for inoculating parliaments and, of course, cabinets with the business element.

When the members of trades unions strike business frequently gets a black eye.

IT PAYS TO BE ALERT.

IT always pays business men to be not only on the alert, but to take active and immediate steps to remedy grievances as far as it lies in their power.

A cable despatch a week or so ago stated that the British Government, in asking for tenders for supplying Bermuda station with flour, specified a brand which was purely a product of United States mills. The matter attracted some attention from the press in Canada at the time, and the comments were not by any means favorable to the action of the War Office, which should have been better informed unless it was really desirous of giving the contract to a foreign country.

Mr. F. W. Thompson, the managing-director of The Ogilvie Milling Co., when he became aware of the condition of affairs, immediately drew the attention of the Dominion Government to the matter. The Government in turn sent a despatch to Lord Strathcona, who brought the matter to the attention of the War Office. The result was that the conditions of the contract were amended, and a Canadian company has received an order for the flour.

CANADA'S PROBABLE LONDON AGENT.

RUMORS current in the daily papers lend plausibility to the general belief that a Canadian trade commissioner will very shortly be appointed to take charge of this country's commercial interests in London. Several names have appeared in print as likely appointees, but so far as we can make out the name of the man who will in all probability get the position has not yet been suggested. Mr. James Cummings, of Lyn, who has been mentioned, and who made an excellent report after conducting investigations as special commissioner to Africa, is indeed a strong man, but his chances for the appointment are considered slim. Another aspirant is Mr. Peter Ball, of Toronto, a nephew of the late Hon. George Brown, who, if he possesses similar abilities to his distinguished relative, would fill the office well.

But we have good authority for saying that neither of these gentlemen will be appointed. The Government's choice is going to fall on Mr. George Anderson, of Toronto. Such is the dictum of a gentleman who is in close touch with the Ottawa authorities and who usually knows whereof he speaks.

True, Mr. Anderson is at present on his way to the Yukon, but this is merely a preliminary canter, for he is working for the Government along trade lines there.

Mr. Anderson has excellent qualifications for the post. Six years ago he was special trade commissioner to Japan. Business men will recall the good work he did there and the splendid report on Japanese conditions which he prepared. Ever since he showed the trade possibilities of the Eastern country, Canadian business has grown in the Orient.

To review the situation, the movement for the appointment of a commissioner began early last year when Mr. George H. Hees, of Toronto, addressed the Manufacturers' Association on the subject. He had experienced the advantages of the presence of Mr. G. S. Larke in Australia and urged that London should be similarly equipped with a commissionership. Since then the press and the Manufacturers' Association have carried on an active campaign to secure an appointment and this paper has not been behind in lending support to the movement. At the last interview between the Government and the Association, it was intimated that an appropriation had been made, which The Globe announced next day amounted to $20,000. At the same time the Hon. G. W. Ross promised assistance to the amount of $5,000. There can be no further doubt that the Government will establish a trade commissioner in a good building in London within the next six weeks.

LINSEED OIL AND TURPENTINE LOWER.

QUITE a marked decline has taken place in Canada this week in the price of both linseed oil and turpentine. In linseed oil the reduction is 3c. and in turpentine 2c. per gal. The decline in both instances appears to be due more to local influences than to outside market conditions.

Turpentine has been weaker in Savannah, but on Tuesday prices were firmer and quotations were advanced ½c. per gal. in New York in sympathy. Since then there has been a further appreciation in the primary market. But while this improvement was taking place in the outside markets the local market was taking an opposite course. Stocks here have been light for some time. Early in the week, however, a small shipment arrived which relieved immediate necessities. And on Tuesday, owing to the near approach of a large shipment, the market broke and prices were marked down 2c. per gal., as already pointed out. The weakness that existed on the Savannah market until a few days ago was due to large receipts at that and other ports in the South.

At the time of writing the tone of the turpentine market is strong. And should it continue so it is quite possible that there will be some recovery in prices in Canada before the week closes.

Competition among the domestic crushers is the cause of the decline in linseed oil, although the fact that some shipments have recently arrived in Montreal from Great Britain has doubtless exercised some influence. Stocks of linseed oil in Toronto are light, and an improvement in the demand might possibly lead to an improvement in prices.

It is perhaps worthy of note that the importation of turpentine into Canada during the 11 months of the fiscal year ending May 31 last is less than during the same period in 1901, the quantity being 670,362 and 701,171 gallons respectively. In the imports of linseed oil, however, the results are the opposite. During the 11 months ending May, 1901, the quantity imported was 33,886 gallons, while for the same period this year the figures were 49,193 gallons. This increase is altogether due to the larger imports from the United States, the quantity from that country being 38,189 gallons in 1902 and 17,714 gallons in 1901. The imports from Great Britain were 15,636 gallons in the the latter year and 11,004 gallons in the former.

MARITIME BOARD OF TRADE.

ACTIVE preparations are being made by the officers of the Maritime Board of Trade for the annual convention, which is to be held in Sydney, Cape Breton, the third week in August. This body, which is composed of leading business men in the Maritime Provinces, is yearly becoming more important, and its influence is necessarily becoming greater in public affairs, particularly in matters appertaining to the commercial welfare of the Maritime Provinces.

The fact that the meeting is to be held in Sydney lends more than usual interest to it. We are not aware what subjects are being prepared for discussion, but we may depend upon it that they will be of the usual interesting character. There is one subject which we would like to see discussed, and that is, Confederation of Canada and Newfoundland. There is no class of business men in Canada more concerned in this question than the business men of the Maritime Provinces, and there are none who are, therefore, in a better position to discuss it in a more intelligent manner. It is to be hoped the officers of the board will see the wisdom of giving some attention to this important subject.

Business men's organizations are gradually extending their influence. And the more this influence is extended the better may we expect to see the affairs of the country administered.

"Firsts" and "Seconds" in Graniteware.

A MANUFACTURER'S EXPLANATION.

THE subject of "firsts" and "seconds" in graniteware, and the desirability of having each class stamped, has engaged the attention of the hardware trade at different times. The trouble arose in the first place with the custom among certain manufacturers of selling a second class of goods, chipped or disfigured in some other way, to department stores, which took, frequently, the whole of a manufacturer's stock, buying them at very low prices and selling them at a very small margin. This hurt the trade of the regular hardware dealer, who handled nothing but "firsts," and could not compete, as regards price, in any way with the dealer in "seconds." Customers, however, knowing nothing of the difference between the two classes of goods, paid little attention to a rough edge or other defacement, and thought they were getting a very great bargain.

When the dealer in "firsts" quoted his prices, he was met with, "But I can get this at ———'s at half that price." He then had to explain that the goods offered at half the price must have been a poorer quality, but such an explanation to one who could not recognize the difference in value had only very little effect. Had he been able to say to the customer, "If you look at this cheap graniteware of ———'s you will see the word 'seconds' or 'second grade' stamped on it," his remarks would have carried more weight. But there was no stamp to refer to. The only way to distinguish was that the first grades were stamped, while the second had no stamp whatever.

Now and then there appears on the market, usually in department stores, some second-grade white enamelware. This is usually imported from Germany. But according to manufacturers there are no "seconds" in graniteware whatever. They are no longer sold on this market and have not been for some time.

In regard to this it might be well to quote the manager of one of the largest Canadian manufacturers of graniteware, with factory at Montreal. He said to a representative of HARDWARE AND METAL:

"If the members of the retail trade believe that the manufacturers are selling 'seconds' to the department stores, or, for that matter, to any other kind of store, they are very much mistaken. No Canadian manufacturer has sold anything but firsts on this market since last year. I am quite positive of that. We used to do it, but came to the conclusion that it would be to our own advantage, as well as to the advantage of the retailer, to stop. Now, all 'seconds' are sold out of the country, and it would be impossible for a retailer to buy any unless he sent to another country for them, which, of course, would be absurd.

"We have often been told that we should not give the department stores better prices than the dealer who bought only in small quantities. That's a subject, of course, which allows of a good many arguments on both sides. The department stores, of course, use these goods a great deal for advertising purposes, and frequently sell them below cost. We do not care to see that any more than the retailer. The department store trade hurts us as well as them. But the fact is, that if we refuse to sell to them, as one or two of our customers have suggested, they would merely get the goods somewhere else, perhaps even import a second grade of goods and sell it at a price that would be even harder on the regular dealer. It is a subject that affects every trade almost—dry goods, groceries, books and others besides hardware—and there is no way out of it that I can see."

RECEIVED THANKS OF KING EDWARD.

Mr. Geo. Stephens, M.P., one of the most prominent hardware merchants of Chatham, is rejoicing over the good fortune which has befallen his elderly colored domestic, Mrs. Gale. This estimable old lady has a high standing in her section of the city as a "vaudoo," and, accordingly, is paid peculiar reverence.

Eighty years or so ago, before being in a position to enjoy British freedom and justice, she purchased a highly ornamented prayer totem, which, lettered on parchment, was held to be extremely efficacious in warding off evil.

As soon as she heard of His Majesty's illness, the loyal old lady sent it to him with instructions for its use, and, as by a peculiar coincidence, it arrived at the most critical period after the operation, she attributes her liege lord's recovery to its powers.

A day or so ago a letter of thanks, signed by the King himself, arrived, and now a keepsake, which is too valuable for common eyes to feast on, is held by her in the highest esteem.

GOOD ADVERTISING POINTERS.

THE prime object of advertising is to create a demand for an article. How many can pick the better of two pianos from which the brand has been removed? Yet men will pay more for an article whose name has become a household word by judicious advertising. Men sometimes say that if they had something new or exclusive they could succeed; but this is a mistake.

The cash register wouldn't go for years; the same way with the typewriters. There is nothing harder to advertise than new commodities. But judicious advertising can create wants and tastes. The consumption of oatmeal in Kansas City has increased six fold in ten years.

H. J. Heinz once told me that a merchant was a man who sold goods at his own price. The test of a real merchant is to create a distinctive demand for his goods, and to compel the people to buy them.

All there is in advertising is in carrying a message to the dealer and consumer. No medium should be used blindly. A great many use newspapers just as the Indian slept on one feather because the white man slept on a feather bed, and he wondered why the feather didn't help him.

The ultimate object of all advertising is the creation of prestige. People accept what a successful man says. Prestige doesn't come to everybody over night. It is acquired by persistent adherence to fundamental principles. It creates a peculiar constituency and as near a monopoly as is possible in these days.—John Lee Mahin, in Michigan Tradesman.

WHERE STOVES ARE NOT USED.

The following is the report, in full, of United States Acting Consul Childs at Zanzibar:

"Zanzibar.—Referring to the instruction to prepare a report on heating and cooking stoves, I beg leave to state that stoves are never used in Zanzibar. This, I think, entirely covers the subject."

RAILWAYS IN THE WEST.

IN his annual report, J. S. Dennis, Deputy Commissioner of Agriculture, deals thoroughly with the Territorial railway question. He says in part: "This question is allied to our road problem because thickly settled districts which now have to deliver their produce to existing railways by long hauls over roads that we are called upon to improve, will abandon such roads the moment they are within reach of the nearer railway facilities which will be provided by branch lines that sooner or later will form a network throughout the Territories. At the present time we have thickly settled districts, which produce large grain crops, situated 30 and 40 miles from the nearest railway station, and labor and hardship consequent upon haulage of grain for that distance to market.

"The situation in this respect throughout the Saskatchewan Valley will be relieved by the extension westward of the Canadian Northern Railway.

"In portions of Eastern Assiniboia, which at present produce the larger portion of the wheat crop of the Territories, the need of branch line railways is very acute.

"Throughout the whole length of Eastern Assiniboia the main line of the Canadian Pacific Railway runs parallel to and some distance south of the Qu'Appelle River, and the thickly-settled districts lying north of the river are cut off from railway communication except by long hauls, including the crossing of the Valley of the Qu'Appelle with its steep hills. This condition has necessitated an attempt on the part of the Department to provide and maintain long main roads north and south across this valley.

"In Southeastern Assiniboia the necessity for further railway extension is also becoming pressing, and as the country between the main line and Soo branch of the Canadian Pacific Railway has developed in the way of settlement in a marked degree during the past year, it is evident that an extension of the Pipestone branch of that railway through this district will become an urgent necessity within the coming year, if these settlers are to be provided with such railway facilities as will obviate a long haul for the large amount of grain that they will probably raise in the near future.

"The construction of the projected branch line of the Canadian Pacific Railway north of and parallel to the valley, which is looked for this year, will at once relieve the residents of the country traversed by this branch line of the present long haul to the main line, and will altogether change the present trend of travel over the roads and bridges we have been striving to provide.

"Anyone who thoroughly studies the question will easily recognize the necessity for immediate railway extension to provide for the great development which had taken place in the past few years."

NOVEL GAS FIRES.

Everyone delights in the log fire of our ancestors. Those hissing and spluttering tree chunks, however, cannot be used in hotels, where labor must necessarily be curtailed to the utmost limit.

Hence, proprietors desirous of pleasing their guests have turned to the log gas

fires, which can be fixed in ordinary grates, or, for better effect, can be stood upon andirons in a beautifully tiled recess. Thus a healthy and warm glow can be promptly obtained with practically no trouble to the maids or attendants. The fire is ready at all times, and all seasons—a great consideration in a variable climate such as ours—and, of course, makes neither ashes nor dust. The logs are made in upwards of 30 designs and patterns, upright for ordinary grates, whilst a large number of designs, including the split stick, the three stick, and the fork stick logs, are prepared for use with the brass and copper dogs and andirons.

"Ye Old Yule Log" is strikingly popular for comfort, cleanliness and convenience.

DEATH OF J. A. CHIPMAN.

The death of J. A. Chipman, of Halifax, occurred Friday, July 18. Deceased was about 55 years of age. He was a native of Annapolis, and resided at 27 Inglis street. He came to Halifax when young, and for years was in the flour business, but latterly was engaged in the commission business. He was a prominent member of the board of trade, and the promoter of the resolution urging that the C.P.R. take over the I.C.R. between St. John and Halifax, which provoked much discussion a few months ago. Mr. Chipman was for years a member of the firm of Chipman & Mutch, which firm did an extensive business. Up to the time of his death he did business under the name of J. A. Chipman & Co. He leaves a widow and a daughter.

PERSONAL MENTION.

The American Hardware Corporation of New Britain, Conn., announce the election of Mr. A. N. Abbe, of New Britain as purchasing agent.

Mr. C. R. Peckover, of Baines & Peckover, dealers in bar iron, bolts, rivets, etc., Bay street, Toronto, is spending his holidays in Northern Ontario.

Mr. C. L. Lightfoot, manager of the Gurney Foundry Company, Vancouver, stated after his return from a four weeks' trip through the Kootenays and Boundary country that business was fairly quiet, though satisfactory in his own line. He said he found a tendency among the up-country merchants to place orders with the Coast firms in preference to eastern houses.

LARGE ORDER FOR STAINED GLASS.

After some years in building, the Jesuits' Memorial Church at Penetanguishene is about completed, and in consequence a large order for decorative and stained glass windows has been placed with the Luxfer Prism Co., of Toronto. It was not before the committee had very carefully looked into the merits of the goods that this was finally decided upon, but after comparing with others, it was decided to give them the orders.

A large portion of the windows are to be installed in August, and the figure windows soon afterwards, as the members of the congregation are anxious to have the church opened early this fall. The outsides of the windows are all guarded with expanded metal.

TRADE CHAT.

The contract for the new public library building, Chatham, was let on Monday to Robertson & McKie, of that place, at $15,589.

Mr. D. Drummond, of the Montreal Pipe Company, stated at St. John the other day in connection with their recent heavy fires at Londonderry that there was a chance for St. John to secure the Acadia Mines Mills if concessions were made. It is stated that the Bank of Montreal wants to have the works rebuilt at Londonderry.

WIRE NAILS
TACKS
WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

RIVAL COMPANIES FOR NIAGARA POWER.

ON Tuesday, July 22, The Canadian Niagara Power Company interviewed Hon. Messrs. Harcourt, Stratton and Latchford of the Provincial Government in reference to the new agreement with The Ontario Power Company.

The Canadian Power Company asked that before the new agreement with the Ontario Power Company be ratified by the Government they should be heard before the Park Commissioners, and that they should be furnished with full particulars and dimensions of the proposed works of The Ontario Power Company, in order that their engineers may judge if the new works will interfere with the flow of water to the intake of the Canadian company's works.

J. W. Langmuir, representing the Park Commissioners, explained that by the agreement of April, 1899, the monopoly of the Canadian company was done away with. Immediately the Commissioners entered into an agreement with the Ontario company, giving them the right to take water from the Welland River and lead it to the park, where they had a right to develop power immediately under the bank surrounding the park, and then to lead it through the park to Table Rock House, to a power house to be constructed in the gorge below the falls.

In the early part of this year the Ontario Company desired to secure the privilege of taking water from Niagara River at Dufferin Islands in addition to that from the Welland River, leading it across the park to join their canal from the Welland River. The commissioners were willing to grant this privilege on certain conditions to which the company agreed. These were that instead of an open canal through the park the water should be led by underground pipes, that the right to the first development under the bank should be abandoned, and that the Table Rock House should be raised and that crucial part of the park made more in harmony with a state of nature. The company further agreed to pay for the supplementary privilege, the same as if they were granted new rights.

Mr. Rankine, on behalf of the Canadian company, said he simply wished it to be thoroughly examined into whether the granting of such powers as had been conferred by the commissioners would not operate against them in the flow of water into their intake. He asked for a hearing before the Park Commissioners before the Order-in-Council was approved. The company's engineers said the new works might interfere with the Canadian company's intake, but their plans were not sufficiently detailed to enable a positive judgment to be made.

On behalf of the Ontario company, Mr. Z. A. Lash stated that this was an agreement between his company and the commissioners, and that the Canadian company were not interested in this matter. This was the one season when work could be carried on; his company have made their arrangements, and the delay that would be involved by the course suggested was of consequence. The duty of the commissioners towards the Canadian company was a question that might safely be left in the hands of the Government.

Speaking for the Canadian company, Mr. Wallace Nesbitt, K.C., stated that the company's engineers had said that the new intake would interfere with their works, although they could not make a definite statement until they had more detailed maps, showing dimensions and methods of construction. They asked that the matter should be referred back to the commissioners, where they wanted to be heard.

Mr. Harcourt suggested a friendly settlement; the Government were anxious to see both companies prosper and prosecute their works with all speed and diligence, and wanted nothing to happen which would couse delay. He promised to give an answer to the companies in two or three days.

The Value of Quality.

The one thing and the most essential thing in any article that distinguishes it, that makes it better and more satisfactory than other similar articles in quality.

THE SHERWIN-WILLIAMS PAINT

has every essential of quality. It's a well made paint—one that always gives satisfaction to the user and never brings discredit on the dealer. It's a paint that a dealer may pass over the counter and be certain of good results.

In addition to intrinsic worth, it has the selling qualities that build up trade and make money for the dealer. It's well advertised and is known and sold all over Canada.

Our B-13 booklet tells how Sherwin-Williams Quality and Sherwin-Williams Advertising builds up paint business. Write for it to-day.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CLEVELAND.

CHICAGO, NEW YORK, NEWARK, MONTREAL, BOSTON, TORONTO, SAN FRANCISCO. KANSAS CITY

A VISITING HARDWAREMAN.

Mr. Thomas Marshall, of Congdon & Marshall, hardware dealers, Dunnville, Ont., was in Montreal this week, and spent several days visiting his friends among the wholesale trade and taking in the sights generally. Mr. Marshall was much interested in the picturesque features of the city, especially some of the older buildings erected under the French regime, as he is a bit of an antiquary. He was much struck with the establishment of E. Cavanaugh & Co., on Notre Dame street, one of the best equipped hardware stores in the country. Considering that the place was nearly two miles from the real business centre of the city the store was a surprise, both on account of its splendid appearance and the amount of business done. All the staff are in uniform, and the goods in the store and windows are very artistically displayed. The showcases of cutlery, gun materials and other lines were more like an exhibition than an ordinary store display. The lock-room, where the handsomest locks procurable are displayed, received great praise from Mr. Marshall, and he warmly congratulated Mr. Cavanaugh and his able assistant, Mr. Default, on the admirable appearance of the place.

John Fairley, general merchant, Carberry, Man., is succeeded by T. R. Brough.

HARDWARE MERCHANTS MEET.

THE regular monthly meeting of the hardware section of the Retail Merchants' Association of Canada was held in their boardroom, corner Bay and Richmond streets, Toronto, on July 17, 1902, E. R. Rogers in the chair.

The chairman explained to the members the action that had been taken at their last meeting regarding the amalgamation of the Retail Hardware Association, and the formation of the hardware section of the Retail Merchants' Association of Canada, and trusted that it would result in great benefit to hardwaremen, not only in the city, but to those throughout the Province.

The question of holding a Provincial convention on September 9 and 10 was fully concurred in, and the following subjects among others were proposed for discussion, and will be submitted to the various branches throughout the Province:

1st. The best plan of organization, as laid out by the Association, so that direct communication can be obtained between all sections of the hardware trade throughout the Province.

2nd. The best plan to adopt to bring about better conditions for the retailing of hardware.

3rd. What proportion of expense should be added to hardware merchandise so as to ascertain the actual cost?

4th. What should the general profit be on goods sold in everyday business, such as nails and heavy hardware, granite and tinware, paints, oils and glass, poultry netting, stoves, spades and shovels, harvesting tools, etc.?

5th. The injurious effect department store methods have on the retail hardware trade, and the best way to remedy it.

6th. The effect on the retail trade caused by wholesalers and manufacturers selling direct to consumers.

7th. The advisability of holding joint conferences with wholesalers and manufacturers, so as to exchange suggestions for trade improvements.

It is proposed that members from various towns read papers on the above subjects, and all unite upon some common plan for future work.

The question of selling second quality graniteware for first quality was very fully entered upon, and, when the subject comes up at the convention, the question will be considered as to the advisability of having a mark placed upon first and second quality goods, so that the public will be able to discriminate between them.

LONG DISTANCE TELEPHONES.

The entire telephone system throughout Lewis Bros. & Co.'s establishment at Montreal is being converted into a long distance service. This will be a great convenience to customers at outside points, especially in such weather as has prevailed lately, and will doubtless have the effect of increasing the number of orders from the surrounding places to Lewis Bros.

The name **IVER JOHNSON** on a **SINGLE BARREL SHOT GUN** stands for **absolute DEPENDABILITY**

A result which has established for it a world-wide reputation; has caused the trade to prefer it to all others, and the public to demand it.
To produce the best that money can buy, that experience can produce, is our

CONSTANT AIM.

Semi-Hammerless. Trigger Action. Ejector, or Non-Ejector.
12, 16-Gauge. 28, 30, 32, 34-in. barrel.

LIGHT SURE SAFE

Send for new Catalogue just published.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Salesroom: 99 Chambers St. FITCHBURG, MASS.

THE BATTY STOVE & HARDWARE CO.

. . . Successors to . . .
The Toronto Branch of THE COPP BROS. CO., Limited.

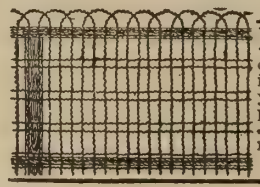
—WHOLESALE DEALERS IN—

Mantels, Grates, Tiles, etc. Coal Grates. Gas Grates. Gas Logs.

HOT-AIR REGISTERS A SPECIALTY.

Stove repairs for the Copp Bros'. make of Stoves and Furnaces.

New Address—76 York St., TORONTO.



Page Metal Ornamental Fence. We now make fence that is ornamental, very showy and surprisingly cheap. It is just what is wanted for door yards, division fences in town lots, grave yards, orchards, etc. It is painted and retails at only **20 cts. PER RUNNING FOOT.** Just think of it. Let us send you full particulars. We also make farm fence, poultry netting, nails and staples.
The Page Wire Fence Co., Limited, Walkerville, Ont. 8

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels
Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made.

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

Hardware Men Sell Our Popular Lines

from Catalogues and Samples.

—WE MANUFACTURE—

Office and Bank Railings, Wire Window Guards, Stable Fittings, Roof Cresting, Fencing, Etc. Specialties in Wire and Metal.

Our manufactures are wanted everywhere. We want a hardware firm in every town to act as our selling agents. Write for particulars and catalogues.

The Dennis Wire and Iron Co.,
LONDON, ONT.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"
(The address is 168 Fleet St., London, England.)

The cost is only 4 cents per week, including postage. (Annual subscription, $2.11.)
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

H. S. HOWLAND, SONS & CO., LIMITED.

WHOLESALE ONLY — 37-39 Front Street West, **Toronto.** — ONLY WHOLESALE

The American Powder Mills

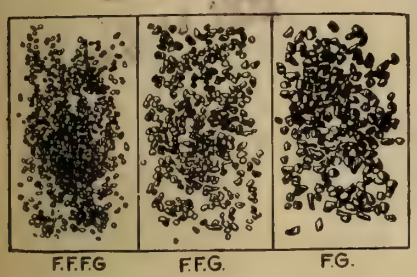
CELEBRATED

GUNPOWDER

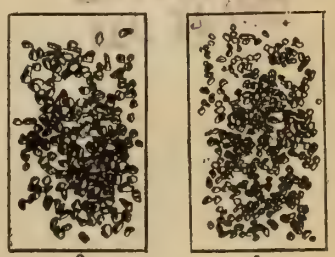
RETURNED AUG 14 1902

"DEAD SHOT."

Metal Kegs, 25 lbs. each.



"RIFLE CARTRIDGE POWDER"



Size 3—6¼-lb. kegs and 25-lb. kegs.
Size 4 — " " " " "

"DEAD SHOT." Favorite Black Powders with all sportsmen. Unsurpassed by similar grades of any other manufacture. A most remarkably and universally popular brand for general field and trap shooting.

RIFLE CARTRIDGE POWDER.
A perfect powder for loading rifle cartridges, dense, and withstands compression in loading. Absolutely even and free from liability to cake behind the bullet. Uniform in velocity and pressure and moist burning.

SAFETY FUSE

Hemp Safety Fuse.
Single Tape Safety Fuse.
Double Tape Safety Fuse.

CANADIAN POWDERS

F F	Trap Shooting.
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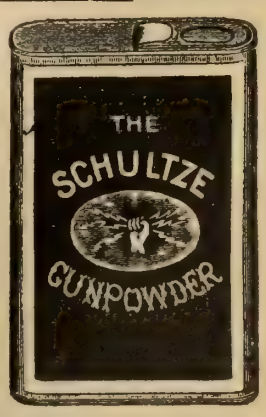
Snapshot.	Blasting Powder.
Northwest Rifle.	Nos. A and B.

GENUINE SCHULTZE SMOKELESS



Best Hard Grain White Powder made.
No. 1, Tin ; No. 50, Drum.
Oldest established. Best known. Most reliable. Safer than Black Powder.

H. S. HOWLAND, SONS & CO., LIMITED, Toronto.

OUR PRICES ARE RIGHT — **Graham Nails are the Best.** — WE SHIP PROMPTLY

Factory: Dufferin Street, Toronto.

MACHINERY AND ELECTRICAL SUPPLY DEPARTMENT

A NEW BAG CONVEYING SYSTEM.

A NEW YORK machine company have just completed a conveyor for handling 250 bags per hour, weighing 300 lb. each. The problem in this case was to take the bags from cars on the track at the side of the building to the second floor of a warehouse about 60 feet wide and several hundred feet long. The bags were to be delivered in such a way as to reduce the labor required to stack them in piles to a minimum.

A bag elevator is arranged vertically just outside of the building, carrying the bags on sets of curved projecting arms mounted on an endless chain which runs between guides. This elevator receives the bags directly from the car and discharges them into an inclined chute extending into the building to the centre bin, and lying wholly above the bottom chord of the roof trusses. The chute leads to a conveyor, running the full length of the building and carried by trussed frames resting on the bottom chord of the roof trusses. The conveyor has on top a carrying platform made of wooden strips so as to present a practically continuous floor. At either side of the longitudinal conveyor is a cross conveyor, spanning the space from the centre of the building to the side walls, and having its carrying platform at a lower level than that of the main conveyor. These cross conveyors form each a self-contained structure, running on tracks extending the full length of the building, attached along the side walls and along the centre conveyor trusswork. The system of conveyors thus covers the whole space of the loft and permits transferring bags from the elevator to any desired point.

The operation will be readily understood. The laborers in the car toss the bags into a stationary rack placed in the path of the projecting arms carried by the elevator chain. These projecting arms are so spaced as to pass between the bars of the rack, and they pick up the bag and carry it to the top of the building. Here the bags fall into the chute, down which they slide to the longitudinal conveyor, which carries them along to any desired point. The bags are unloaded from the conveyor by inclined guide boards, which may be fastened at any point, and which shove the bags off on to a short slide leading to the cross conveyor. From the latter they are in turn unloaded by another guide board at the point desired, and by way of a hinged skidboard, they slide to their place in the stack of bags. The only manual labor that remains to be done is to slew them around into proper stacking position.

The feature of difficulty in the design of this plant was to so construct the horizontal conveying platforms that the bags could be successfully slid over the side by the stationary guide boards without risk of catching and tearing. Its successful solution makes the plant of particular interest to engineers having to solve conveying problems in which the handling of material in bags is to be considered. Two light steel truss frames running longitudinally rest on the bottom chord of the roof trusses. Attached to the top longitudinal angle of each of these frames is a Coburn track, in which roll wheels attached by hanger pieces to the conveyor chain. The latter, in turn, carries on malleable iron shelf blocks the wooden strips that compose the platform of the conveyor. Each pair of platform strips also carries horizontal guide wheels, which maintain its alignment by bearing against a longitudinal angle adjacent to the roller track. The carrying wheels of the conveying chain also support the chain on its slack or return side, bearing for this purpose on a longitudinal shelf angle attached to the lower chord of the truss frame.

The guide board is fitted with projecting strips of wood running along the face and pitching slightly upward toward the discharging end of the board, the board itself leaning backward a little. The whole construction is intended, in connection with the smooth horizontal surface of the conveyor platform, to prevent the bags being drawn under the guide board when they strike it, and to discharge them in proper manner upon the skidway. The whole machinery is electrically driven.

DRILLING AND TAPPING MACHINE.

An English firm has just brought out an improved double-geared drilling machine fitted with a tapping arrangement on balanced slide. The tapping arrangement, whilst effecting a great saving in time and labor, does not interfere with the utility of the machine for general drilling. The spindle can be immediately reversed to withdraw the tap. The feed-screw on the spindle can also be quickly disengaged from the nut, thus allowing the spindle to be free for quick and variable adjustment in working the tap or drill. A universal table is carried on a strong bracket working from a large hinged joint, and this also revolves and works on a slide. Universal adjustment is thus afforded, and any part of the table can be brought under the drill-post. An effective arrangement of double gear has been adopted, together with an improved device for changing from single to double gear, which is effected in half the ordinary time. The machine is made in six standard sizes to drill from 8 to 16 inches deep, and varying in price from £38 to £90.

STOCK LIST OF MACHINERY TOOLS.

"Hardware and Metal" is in receipt of H. W. Petrie's monthly stock list of machinery tools and power. The list is a neat booklet of 32 pages, containing machines for immediate delivery. Each machine is designated by an individual number, and the exact size of each article accompanies the number.

ORDERS FOR MACHINERY.

H. W. Petrie, 141-145 Front street west, Toronto, reports the following sales during the week: To Kilmaster & Mabee, of the new Bay Cliffe Hotel, Port Rowan, a large Racine electro-vapor launch; also a gasoline engine and an upright pump; to The Port Rowan Electric Light Company, a new boiler for their plant; to Gagelan, Gamble & Place, Port Rowan, a new sticker cut-off saw, etc., for their planing mill; to E. T. Smith, Concepcion, Chili, a new automatic knife grinder.

ELECTRICAL NOTES.

The Canadian Locomotive Works, Kingston, Ont., have purchased from Jones & Moore, 22 Adelaide street west, Toronto, two 30-kilowatt generators for lighting their premises.

The Cannington Electric Light Company have placed their order with Jones & Moore, 22 Adelaide street west, Toronto, for a 60-kilowatt power generator for supplying current to the several motors throughout the town.

The strike of the Toronto electrical workers is now over. The differences were adjusted July 21, by a settlement, whereby, for the future, the union receives recognition and the minimum wage will be 25 cents an hour for eight hours a day. This agreement will remain in force until March 1, 1904.

The Government is installing electricity in the Orillia Asylum for idiots. At Ragged Rapids, on the Severn River, some 18 miles from the asylum, 1,500 horse-power has been developed, and 2,500 additional is available. The Government will purchase the power at $18 per horse-power, and will use it for lighting, pumping, laundry work, etc.

The Modern Telephone Company, of Hamilton, Limited, has been formed with a share capital of $300,000. The provisional directors are: Oscar Wentworth Rogers, Fritz Loffier, of New York; Staunton King, William Asahel Johnson, Henry Alexander Drummond, Whitford Vandusen, Samuel Clarke Biggs and Joseph Boardman Scovell, all of Toronto.

WANTED-- AN AGENT TO SELL

Stocks, Dies and Taps and other Engineers' Hand Tools and Platelayers' Tools to Hardware Factors, Railroad Companies and Mines, on a commission basis. Apply,

Easterbrook, Allcard & CO.,
LIMITED.
SHEFFIELD, ENGLAND.

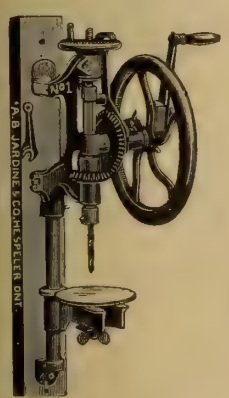
Are you in need of Machinery?

The following is a partial list of machines, I have in stock for immediate shipment :

Boilers of every Description.
Engines, Plain and Automatic.
Triple Expansion Marine Engines.
Tandem Compound Marine Engines.
Vertical Marine Engines.
Screw Cut ing Engine Lathes.
Speed Lathes.
Turret Lathes.
Wood Turning Lathes.
Iron Planers and Shapers.
Upright Drilling Machines.
Friction and Sensitive Drilling Machines.
Radial Drilling Machines.
Mining Drills.
Gear Cutting Machines.
Boring and Turning Mills.
Also a large assortment of Tinsmiths' Tools.

Write for monthly Lists and Prices.

H. W. PETRIE, 141-145 Front St. W., Toronto



TRADE MARK J REGISTERED

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.

THE ADAMS STOVE PIPE REGISTER.

Design Patented June 29, 1897.

Design Patented August 31, 1897.

Made by

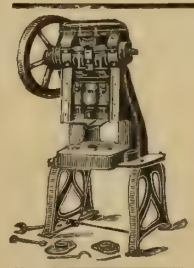
The Adams Company

Dubuque, Iowa, U.S.A.

"The Peerless"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices

James Warnock & Co. = Galt, Ont.



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Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

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CONTRACTING AND CONSULTING ENGINEERS.

Steel Works, all kinds of Rolling Mills, Wire Mills, etc., all built complete. Machinery designed for any purpose
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BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

RULES FOR ELECTRICAL WIRING.

IN DISCUSSING the question of safe rules for electrical work a writer in a recent issue of Electricity presents the following :

A workman should thoroughly familiarize himself with the rules and requirements of the National Board of Fire Underwriters before attempting to do any electrical construction. The rules are all based on good engineering practice, and are a necessity for the prevention of unreliable and dangerous work. A few of the more important suggestions given in the code and applicable to all electric light, heat or power construction are as follows :

In all electric work, conductors, however well insulated, should be treated as bare, to the end that under no conditions, existing or likely to exist, can a grounding or short circuit occur ; and so that all leakage from conductor, or between conductor and ground, may be reduced to the minimum.

In all wiring special attention must be paid to the mechanical execution of the work. Careful and neat running, connecting, soldering, taping of conductors and securing and attaching of fittings, are specially conducive to security and efficiency, and will be strongly insisted upon.

Wires must not be of smaller size than No. 14 B. & S., except when used for wiring fixtures or by special permission. Wires must be separated from contact with walls, floors, timbers, or partitions through which they may pass by non-combustible, non-absorptive insulating tubes, such as glass or porcelain. Bushings must be long enough to bush the entire length of the hole in one continuous piece.

Transformers must not be placed inside of any building, excepting central stations, unless by special permission of the inspection department, having jurisdiction. They must not be attached to the outside walls of buildings, unless separated therefrom by substabtial supports.

Switches must be placed on all service wires, either overhead or underground, in a readily accessible place, as nearly as possible to the point where the wires enter the building, and arranged to cut off the entire current. Knife switches must be so placed that gravity will tend to open rather than close the switch. They must not be single pole, except where the circuits which they control supply not more than six 16 candle-power lamps, or their equivalent.

Automatic fuse cut-outs must be placed on all service wires, either overhead or underground, as nearly as possible to the point where they enter the building and inside the walls, and arranged to cut off the entire current from the building. They must be placed at every point throughout a system, where a change is made in the size of wire (unless the cut-out in the larger wire will protect the smaller). All cut-outs must be in plain sight, or inclosed in an approved box, and readily accessible. They must not be placed in the canopies or shells of fixtures.

Circuits or groups of incandescent lamps requiring more than 660 watts must not be dependent on one cut-out. Special permission may be secured for departure from this rule in case of large chandeliers, stage borders, and illuminated signs.

The following is a table showing the safe carrying capacity of conductors of different sizes in B. & S. gauge as given in the rules :

B & S. gauge.	Rubber covered wires. Amperes.	Weather proof wires. Amperes.	Circular Mils.
18	3	5	1,024
16	6	8	2,583
14	12	16	4,107
12	17	23	6,530
10	24	32	10,380
8	33	46	16,510
6	46	65	26,250
5	54	77	33,100
4	65	92	41,740
3	76	110	52 630
2	90	131	66 370
1	107	156	83,630
0	127	185	105,500
00	150	220	133,100
000	177	262	167 800
0000	210	312	211 600

No fuse must have a rated capacity exceeding the allowable carrying capacity of the wire it protects.

In open-work wiring supports must be placed at no greater distance than 4½ feet apart.

AUXILIARY STEAM PLANT.

Arrangements have been made by The Hamilton Electric Light and Cataract Power Company to manufacture and instal next year a steam plant at the Victoria avenue sub-station, Hamilton. It will have a capacity of 3,500 horse-power, and it is calculated to insure a continuity of service, even under the most unfavorable circumstances, such as damage by storms, etc., to the electrical plant.

MACHINERY FIRM FAILS.

Geo. T. Pendrith & Co., 74 Adelaide street west, Toronto, dealers in machinery, have assigned to E. R. C. Clarkson. Fifty-four creditors have filed claims to the assignee to the amount of nearly $25,000. The amount of the assets is not known, but a statement will probably be presented at a meeting of the creditors, which has been called for August 1. Local firms are in the majority of the creditors, but the heaviest claim is that of the Brodie estate of Guelph, which amounts to $17,874. It is understood that offers of a settlement have been refused.

CHEAP ELECTRIC LIGHT SERVICE.

The New York Edison Company and The United Electric Light and Power Company, which practically control the electric light service of New York and which are working in unison as to a schedule of prices, have decided to make a reduction of 25 per cent. in the price of electric light service, the reduction to take effect September 1.

The circular of The United Electric Light and Power Company is as follows : "We beg to announce that the retail prices for the incandescent service of this company will be reduced on and after September 1, from the present maximum of 20 cents to a maximum of 15 cents a kilowatt hour. The full schedule, after that date, will be, for the first two hours' average daily use of the connected installation, 15 cents a kilowatt hour ; for the third and fourth hours, 10 cents ; for the fifth and sixth hours, 7½c.; and for all over six hours, 5 cents a kilowatt hour. To a large number of the users of electric lights this change will represent a substantial reduction in the cost of current."

One of the officials of The United Light and Power Company, in speaking of the forthcoming cut, said : "Our step will prove of considerable benefit to apartment houses, private residences and small retail stores."

GAS ENGINE TROUBLES.

H. C. MUELLER gives "Hardware and Metal" readers the benefit of his experience with gas and gasoline engines. He gives the following helpful hints : The first thing to do when an engine stops is to look after simple things. Don't look for complications until it is necessary. See that the gasoline tank is not empty, even although you may think it is half full. See that the igniter is in proper working order. See that the exhaust valve opens at the right time and does not leak when closed. Sometimes the air valve will stick or not close properly. Overheating often stops an engine, especially when the piston is worn a little. Many an engine stops for want of lubrication. It may get plenty of oil, but not in the right place, and often the oil is the wrong kind. Oil that will stand the highest possible temperature and make the least smoke and soot is what is wanted. Experiments usually are expensive, and the best is none too good when it comes to cylinder oil.

The "jump spark," if properly understood, is by far the best system of ignition, as it is plain and simple, very reliable, easy to set right when wrong, and a good outfit seldom gets wrong, although it is to be remembered that the points should be close together on the sparking plug, as the spark is much hotter and the strain on the insulation is much less, both on coil and plug.

And another thing is to be remembered: that is, if a coil makes a spark one inch long in the air, it will not spurt one-fourth that distance in a compressed mixture of gas and air, and the higher the compression the more it will affect the spark. The insulation from coil to plug must be the best that can be made, for there is where lots of trouble comes from, and either the engine or the coil should have a vibrator, and if properly made, it will work without fail. An excessively high compression is not desirable, as what is gained in one way is lost in another.

DISSATISFIED ELECTRICAL MEN.

It is said that some dissatisfaction exists among the electrical workers in the employ of The Hamilton Electric Light and Cataract Power Company, Hamilton, because of the lack of progress made in the matter of the selection of a third arbitrator by A. Bruce, K.C., and Rev. C. E. Whitcombe. The latter is the arbitrator chosen by the men, and he has gone on a holiday, under the impression that Mr. Bruce is blocking the selection of a third arbitrator. Another strike is threatening.

CATALOGUES, BOOKLETS, ETC.

PICTURESQUE VICTORIA.

"PICTURESQUE VICTORIA" is a handsome little booklet just issued by the Tourist Association, of Victoria, B.C. This voluntary association, organized by the business men and citizens for the purpose of making known the attractions of Victoria and Vancouver Island as a tourist and health resort, is to be congratulated upon this splendid effort in a most praiseworthy cause. The many unsurpassed attractions offered by Victoria to the summer holiday seeker are presented in a manner which reflects credit upon those who have the work in charge.

Many handsome photographs admirably display the picturesqueness of scenery, and the beauty of places of interest, and go far to substantiate the claim that the combination of bold and picturesque country with old-fashioned English homes, their beautiful gardens and air of comfort and contentment, makes Victoria a delightful residential city.

The general attractiveness of Victoria as the ideal place for salmon and trout fishing, for rifle and shotgun, for excursions and drives, for recreation, together with the excellent railway and steamship connections, is given due prominence. Throughout the booklet we are reminded that in Victoria there are "no mosquitoes," "no malaria," "no fogs." The Tourist Association have a Bureau of Information at 34 Fort street, Victoria, B.C.

CATALOGUE OF MOWERS AND HARVESTERS.

"The Harvest Seasons, Deering Ideals," is the name of an exceedingly handsome catalogue of binders, mowers and harvesters, published by The Deering Harvester Co. The book contains a comprehensive survey of the improvements made from the era of the Marsh Elevator Harvester, 1858, up to the present time. The cuts of numerous medals and awards are produced, and as well each portion of their binder receives a prominence from the neat cut handsomely executed.

Among the machines whose excellences receive due attention are the Deering header and binder, the Deering header, the Deering "Ideal" mower, the Deering "Giant Ideal" mower, the Deering "Ideal" one-horse mower. Reapers and hay rakes and corn binders, huskers and shredders, binder twine, knife grinders, cultivators and seeding machinery are all shown with new and original points specially emphasized. The catalogue contains some very readable matter of interest to the farming community in the shape of articles and treatises on "Improved Wheat—a result of experimental and scientific crossing of Varieties," on "Macaroni Wheat," on the "Rice Industry," and "Corn Culture."

An especially noteworthy feature is the detailed information given about the Hessian fly, the chinch bug. Some valuable hints are given to the farmer to protect the birds who render a wonderful aid by killing destructive worms and bugs.

A DISPLAY CARD.

The Gurney Foundry Co., Limited, Toronto, has just issued to the trade another suitable display card for the Oxford Economy gas range. Its special merits are prominently emphasized. A neat cut clearly shows the peculiar excellences and uses of each section of this "up-to-the-minute" range.

TINNERS' SNIPS.

The celebrated National Cutlery Company's tinners' snips, for which Decatur, Bull & Co. are agents, are forged from one piece of steel, and a shear steel plate of special quality welded on the entire cutting, edge and face, making their tinners' snips the only steel ride snips on the market. Hardened in water, and tempered by a patented method, they make a tinners' snip of excellent quality. Made for right or left hand. Ask for catalogue. See their patent wire-cutting tinners' snips, put up in separate packets each pair.

THE LONDON SCALE WORKS

GEORGE M. FOX
(Successor to John Fox)

Manufacturer of Railroad, Hay and Platform Scales.

91 York Street, LONDON, ONT.

For Sale

The stock-in-trade, business and good-will of the hardware and grocery store carried on in the village of Colborne by the late Wm. Coxall.

The terms of sale and stock lists, etc., may be obtained from the

NATIONAL TRUST CO.,
22 King St. East,
Administrator. TORONTO.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

PAINTS We manufacture these brands:—"LION," "PEERLESS," "OWL," "RAVEN," also Ready-mixed House and Floor Paints, Roof, Barn, Bridge and Brick Paints, Coach Colors, Varnishes, Japans, etc. Our prices will interest you. Write us,

The Ottawa Paint Works, Ottawa, Ont.

The Rocker Washer

WARRANTED to do the family washing 100 PIECES IN 1 HOUR. No need for washboard; no wear on clothing. Write for special prices and description.
ROCKER WASHER CO.
Clinton St., Ft. Wayne, Ind.
Liberal inducements to live agents.

It Is Hardware and We Have It

IDEAL QUICK ADJUSTING BOOT & SHOE HOLDER

PAT JULY 1ST, 1902.

CHEAP ENOUGH FOR ANYBODY

ALL METAL NO WOOD PARTS

NICKLE-PLATED
HIGHLY FINISHED
SIMPLE, NEAT
DURABLE

For Sale by

THE CANADA HARDWARE CO., Limited
MONTREAL.

LIVERPOOL TIMBER TRADE.

IN their wood circular, Liverpool, July 1, 1902, Farnworth & Jardine report arrivals from British North America for the month then past as 14,877 tons register, against 29,812 tons register during the corresponding month last year, and the aggregate tonnage to that date from all places during the years 1900, 1901, 1902, has been 172,988, 169,224 and 172,991 tons respectlvely.

The cessation of hostilities in South Africa has not, so far, created any change in this business, but there has been a quiet, steady trade throughout the month. The arrivals have been on the moderate side, and although a short month, on account of the Coronation holidays, the deliveries have been satisfactory. Stocks, with few exceptions, are not too large, and values generally steady.

Among Canadian woods, in pine timber, the first direct shipment of waney (chiefly on contract), has arrived and goes largely into consumption. Values rule high, and stocks are very light. In square pine, deck wood, also on contract, has been imported more freely, and has gone mostly into consumers' hands. Stocks are fairly moderate and values unchanged. The import of red pine consists of about 5,000 cubic ft. fresh wood. The demand is quiet and stocks appear sufficient for present requirements. Prices are steady. The arrivals of oak have been moderate, chiefly first-class wood for special requirements. Deliveries have not been large, but stocks are light and values very firm. There has recently been more inquiry for later delivery. Elm has been imported more freely, and, consisting generally of fresh rock elm, the deliveries have been fairly satisfactory. Stocks are moderate and prices steady, but soft elm is practically unsaleable. Ash is only in limited demand and stocks are sufficient. The imports of Quebec pine deals have been large and the deliveries show considerable improvement, but stocks all around are heavy. Values are unchanged. Red pine deals are dull of sales and stocks ample.

In New Brunswick and Nova Scotian spruce and pine deals the import of 10,000 standards, although exceeding the previous month, is slightly less than that of the corresponding month last season; the deliveries have fairly kept pace and stocks are still moderate; values have ruled steady. Pine deals are in fair request; the stock is light and prices unchanged.

Of birch logs, the arrivals have been chiefly from Quebec; there has been fair inquiry at firm rates, and stocks are moderate. The imports of planks show a marked falling off, but the deliveries have been very disappointing, and the stock is too large. There is little change in value to report.

The arrivals of pitch pine during the past month have been five vessels, 3,071 tons register, against 14 vessels, 11,973 tons register, during the corresponding period last year. In hewn, the import has been small, and there has been a fair consumption, but stocks are still ample and values low. In sawn, the stock, though considerably reduced, is sufficient, and, though the import has been light, prices show very little improvement. Deals and boards are still coming forward too freely for the requirements of the trade. The consumption has been small, and stocks are much too heavy.

There has been no import of British Columbian and Oregon pine, but the deliveries from recent arrivals have been fairly satisfactory at steady prices. The stock is not too large.

Sequoia is in good demand. There is no stock.

PAINT PEOPLE PICNIC.

The annual picnic of the employes of the Canada Paint Co. takes place to-day (Saturday, July 26) at St. Hilaire. In consequence, all the works, warehouses and office are closed up. The party are spending the day at the Beloeil Mountain and Ottertown Park, near St. Hilaire.

A SUMMER-TIME STOVE.

A wonderful contrivance which turns air of a temperature of 100 degrees in an instant to a temperature which is below the freezing point, and operated by no power save the air itself, stands in a room at the headquarters of the United States Weather Bureau in Washington, writes A. E. Johnson, in Everybody's Magazine. The inventor, Willis L. Moore, Chief of the Weather Bureau, is glad to allow anybody that calls to look at it and feel the delicious cool air it gives off. In a few weeks more the foreign patents that are now pending will have been secured and the public will be welcome to examine the interior as well as the exterior of the machine that promises to become a factor of no mean importance in furnishing not only comfort to humanity in general, but aid to the manufacturing world where room temperature is an item in the protection of goods. The gravity cooler not only puts cool air into a room, but makes it pure and dry. A dust storm may be raging outside and the particles be taken in through the receiving pipe, but the air will come forth perfectly pure. Actual experiments have proved time and again that the air comes out drier than it goes in.

A CLEVER INVENTION.

The "Ideal" boot and shoe polishing rest, which The Canada Hardware Co. have brought out this week, is the invention of a young Canadian, who, to judge by the merits which this, his first invention, possesses, may be heard of at some future time. The contrivance is intended to fasten to the wall or any upright plane. It can be adjusted to fit any sized boot or shoe, and is adjustable to either ladies' shoes or men's boots. It's strong, being made entirely of iron, and is finished in dull nickel. This is one of the best of its kind on the market, and, although only out a few days, has made remarkable progress in the city of Montreal. The trade should inquire for it.

CHANGE IN HARDWARE FIRM.

The firm of Squire, Watson & Co., hardware manufacturers' agents, Montreal, has been dissolved, and the following notice has been sent out by the successors:

"We beg to advise our friends and the trade in general that the firm of Squire, Watson & Co. has this day been dissolved by mutual consent. Mr. E. K. Watson will continue the business in its entirety, under the firm name of E. K. Watson & Co., he having assumed the liabilities of the old firm and to whom all accounts due the old firm are payable. The new firm retains all the agencies of the old firm and takes this opportunity of thanking the trade for their liberal support in the past—and will do all in its power to merit a continuance of the same. We place our personal services at your disposition."

The new firm will have the confidence and good wishes of a large section of the hardware trade.

A NEW AGENCY.

The Canada Hardware Co. have recently been appointed agents for the "Jewel" mixed paints, manufactured by Wadsworth, Howland & Co., Chicago. These paints are well known throughout the United States, and The Canada Hardware Co. are fortunate in being appointed Canadian agents.

NAILS

Right Prices
Quick Shipments
Quality Guaranteed

Also

STAPLES

Write, Telegraph or Telephone
Page Wire Fence Co.
Limited
Walkerville, Ontario

John Bowman

HARDWARE & COAL CO.

LONDON, ONT.

Our stock of goods for the spring trade is now complete, and we can fill all orders promptly on the following lines :

Wire, Nails, Cordage, Window Glass, White Lead, Paints, Whiting, Churns, Linseed Oil, Spades and Shovels, Screen Doors, Wove Wire, Poultry Netting, Builders' Hardware, Guns and Sporting Goods. Finest stock in the Province of Cutlery.

Prompt Shipment. Prices Right.

DOMINION

Wire Manufacturing Company, Limited

Head Office **MONTREAL** Que.

ESTABLISHED 1880 INCORPORATED 1883 DOMINION TRADE MARK

Branch Office **TORONTO** Ont.

Annealed,
Oiled and Annealed,
Bright,
Bright Spring,
Coppered,
Coppered Spring,
Brass, Brass Spring,
Copper, Tinned and
Galvanized WIRES.

Wire Nails,
Wood Screws.
Jack Chain.
Cotter Pins.
Bright Wire Goods.
Door Pulls.
"Crescent"
Coat and Hat Hooks
Tinned Bottling Wires.

Fence, Poultry Netting, Bed and Blind Staples.

COPPER AND GALVANIZED WIRE
For Telegraph and Telephone Lines.

The "GLOBE" Metal Polish

The Best in the World.

Makes - Metals - Mirrors.

RAIMES & CO., 164 Duane St., NEW YORK.

RICHARD JOHNSON, CLAPHAM & MORRIS, Ld., Manchester AND LIVERPOOL, ENG.

CABLE ADDRESS—"Metallicus," Manchester.
CODES USED—ABC, AI, Liebers and Private Code.

Manufacturers and

GALV'D SHEETS
GALV'D CANADAS
BLACK SHEET IRON
BLACK CANADAS
Range & Furnace SHEETS

MONTREAL OFFICE:
Messrs. Copland & Co.,
Imperial Buildings.

WAREHOUSE LEVER STREET

Metal Merchants

TINPLATES, TERNES
TINNED SHEETS
PIG TIN, PIG LEAD
WIRE NETTING
GALV'D BARB WIRE

HALIFAX OFFICE:
Messrs. Grant, Oxley & Co.,
68 Bedford Row.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, July 25, 1902.

HARDWARE.

BUSINESS, in general, has not been as good as last week; but, in spite of everything, jobbers and manufacturers report an active demand for all seasonable lines. A continuance of the present disagreeable weather may have a bad effect on the hardware trade later on, but, so far, from the wholesalers' point of view, the trade has been comparatively little affected. In the retail business, however, the movement in such lines as paints and oils and building materials has slowed down somewhat, and will continue until the prolonged spell of wet weather is over. Prices have been fairly steady throughout the week. Barn door tracks have been one of the exceptions, and are now up to $3.90 per 100 feet. Galvanized clothesline wire has also advanced, being now quoted at $2.50 for No. 19. Snider ball cartridges are hard to procure, most of the jobbers having sold out those that the Government disposed of some time ago. It will be impossible to obtain any more when this supply is exhausted, and only the shot cartridge can be supplied. Axes are commencing to move for the fall trade, and the demand is growing for horse blankets and halters, sleigh bells, skates, etc. Skates and bells will both be somewhat lower in price for the coming fall and winter seasons. In bells, a few lines are offered at lower prices, which, however, are of inferior grade to those of last year.

SCYTHES.—The movement in scythes is not as brisk this week as it was last week. There is, however, still a fairly active market at unchanged prices. We now quote: Lance, No. 80, $5.50; Hurd's Clipper, $6.50; concave, $7.50; Sibley, $8.50; Cradle scythes, cast steel, $8.50; silver steel, $9.50; "Harvest King," $10.50. Bush scythes, $6.50.

BARB WIRE.—A few lots have been sold this week, but the demand is irregular, and the volume of business is not great. The price, f.o.b., Montreal, is $3 per 100-lb. keg.

GALVANIZED WIRE.—Trade is still quiet in this line at unchanged prices all round. Our quotations are as follows: Nos. 6, 7 and 8 gauge, $3.45; No. 9, $2.80; No. 10, $3.55; No. 11, $3.65; No. 12, $2.95; No. 13, $3.05; No. 14, $4.05; No. 15, $4.55; No. 16, $4.80; No. 17, $5.20; No. 18, $5.45.

SMOOTH STEEL WIRE.—No important change has occurred in this market, which is quiet and steady at the prices here quoted: Bright and annealed, $2.60 per 100 lb. f. o. b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—There is nothing new to report in this market. Trade continues quiet, and the discount is 22½ per cent.

BRASS AND COPPER WIRE.—Like other wires, these are not in very active demand. The market remains quiet, and the discount is 60 per cent.

FENCE STAPLES.—Only a small amount of business has been effected this week. No quotable change is to be reported, and galvanized still sell at $3.25 per 100-lb. keg; bright $2.90 per 100-lb. keg, with an extra of 25c. charged for 25 and 50-lb. packages.

WIRE NAILS.—The demand for wire nails, which has been fairly satisfactory, keeps up well. Prices are unchanged. In small lots, the price is $2.55 and in carlots, $2.50 f.o.b. Montreal, London, Hamilton, Toronto, Gananoque, Brantford, Windsor, Ont., St. John and Halifax.

CUT NAILS.—There is a moderate inquiry for cut nails. The price remains at $2.45 per keg, in small lots, and $2.37½ per keg in carlots.

HORSE NAILS.—Trade in this line is showing signs of improvement, the de-

Preserving Season Requirements

Have you examined your stock of Preserving Utensils lately?
It would be unfortunate to run out of any of these lines just at present.
We can make prompt shipment of any orders (large or small) for these goods.

Lipped Preserving Kettles

Made in 12 Sizes, in "Famous" and "Imperial" Enamel Ware.

Fruit Funnels . . .

Tin and Enamelled.

Fruit Strainers

WITH MASHERS.

HAVE WIRE HANDLES.

The McClary Manufacturing Co.,

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

"Everything for the Tinshop"

ENGLISH
GERMAN
BELGIAN
CANADIAN
AMERICAN
} PORTLAND CEMENTS.

FIRE
BUILDING
ENAMELLED
SILICA
MAGNESIA
} BRICKS.

DRAIN
CULVERT
} PIPES.

F. HYDE & CO.
31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .
Salt Glazed Vitrified

Double Strength Culvert Pipe a Specialty.
THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.
LIMITED
DESERONTO, ONT.
Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"
BRAND
Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents
Drummond, McCall & Co.
or to MONTREAL, QUE.
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

mand for fall business having now commenced. The discount on "New Countersunk" heads has been changed to 70 per cent., instead of 66 2-3 per cent. We quote: "C" brand, 50 and 7½ per cent. off; "M" brand, for "Oval" and "New City" heads, 60 per cent. off, and for "New Countersunk" heads, 70 per cent. off. "Monarch" horse nails are also discounted at 66 2-3 per cent.

HORSESHOES.—Trade is picking up rapidly for fall. Some cutting is reported among jobbers, No. 2 and larger iron shoes being sold at $3.15, X L steel shoes, No. 2 and larger, at $3.25, and No. 2 and larger snow shoes, at $3.40. The shoes thus sold, however, are said by some jobbers to have been culls. We quote: Iron shoes, light and medium pattern, No. 2 and larger, $3.35; No. 1 and smaller, $3.60; snow pattern, No. 2 and larger, $3.60; No. 1 and smaller, $3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; featherweight, all sizes, 0 to 4, 85; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra. F.o.b. Montreal only.

SCREWS.—Some falling off in the demand is reported, but it is expected to pick up again shortly. The market is still fairly active. The discounts are: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—Trade continues quiet, and prices have not changed since our last report. We quote: Manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, 11c. Prices on binder twine are as follows: Blue Ribbon, 650 feet to the pound, 15c.; Redcat, 600 feet to the pound, 14c.; Tiger, 550 feet to the pound, 13c.; Standard, 500 feet to the pound, 11½c.; sisal, 500 feet to the pound. 11½c. Prices are subject to a rebate of ¼c. in carload lots.

RIVETS AND BURRS.—This market has improved considerably during the past week, and jobbers all report a good business. No change in prices has been made. The discounts are as follows: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

BOLTS.—There is nothing new to report in this line. Both bolts and nuts are in fairly good demand. Discounts are as follows: Norway carriage bolts, 55 per cent.; common, 50 per cent.; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 per cent.; coach screws, 66 2-3 per cent.; sleigh shoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼ per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

BUILDING PAPER.—There is still a good movement, and the market is active and steady all round. No quotable change has been made. We now quote: Tarred felt, $1.70 per 100 lb.; 2-ply, ready roofing, 85c. per roll; 3- ply, $1.10

A. C. LESLIE & CO.
Agents for
Henry Wright & Co's
ANVILS and VISES.
Standard Chain Co's
COIL CHAIN.
SANDERSON'S STEEL IN STOCK.
509-512 Merchants Bank Building,
MONTREAL.

"Standard Pumps."
That's what McDougall Pumps are.
They are the best made.
QUALITY the best and PRICE is RIGHT too.
You make no mistake in selling McDougall . . Pumps, because they last a long time and satisfy your customers.
Better write to-day for our catalogue and price list.
THE R. McDOUGALL CO., Limited,
GALT, ONT.

Pig Iron
We offer to arrive:
No. 1 Eglinton
No. 1 Middlesbro'
No. 3 "
ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
OPEN HEARTH STEEL.

A Good Thing

when once tried is sure to make a strong appeal to your customers and meet with corresponding appreciation.

This is demonstrated by the increasing demand for

Elastilite Varnish,
Chijap Floor Lac,
Maple Leaf Varnish Stain
and Coach Enamels.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED

Toronto, Ont., Canada.

Canadian Agents for Buehne's "Red, White and Blue" Brand Steel Wool.

Don't tell a customer you are out of "Ark Brand" Paint.

See to it that you always have a supply.

Do not wait for our travellers if you find yourself running short of

"Ark Brand" Paint

but write to us mentioning our traveller's name.

You have our color cards—if not, we will send them on application—and you will have your orders by mail filled promptly.

Write to-day and arrange for the agency for your town.

THE **FRANCIS-FROST Co.** Limited

TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler.

per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O K and I X L, 65c. per roll; heavy straw sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—Trade has been very quiet this week. The price is $1.37½ per 100 square feet.

POULTRY NETTING.—The demand is very light, but prices are kept up and Canadian or English netting is discounted as follows: 2 x 2 mesh, 19 wire, 50 and 10 per cent.; 2 x 2 mesh, heavier wire, 50 per cent. Canadian list used.

HARVEST TOOLS.—There has been a material decrease in sales this week, and the market is becoming quieter. The discount remains at 60 per cent.

FIREBRICKS.—In this line business continues about as usual. The market is still quiet. We quote: English bricks, $16 to $22 per 1,000, and Scotch, $17 to $22 per 1,000.

CEMENT.—No change in this market has occurred, whatever. Trade is fair. We quote as follows: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl. ex-wharf, and American, $2.10 to $2.20 ex-cars.

METALS.

The iron and steel markets continue active and firm. Furnaces, hampered considerably by the scarcity of fuel must, however, work to their utmost capacity to supply the demand. There is a great demand for all structural material, as well as for all forms of railroad supplies, so much so, that even with the orders on hand now, manufacturers will be busy for the greater part of 1903. Jobbers are short on some lines of goods, such as Canada plates and black sheets, and until further shipments arrive these goods will be very scarce on the local market. It has not yet been determined to what extent the cargo of the wrecked steamer Monteagle has been damaged, but from the appearance of the goods already taken out of the hold, including tinplate, sheet iron, etc., the damage will be considerable.

PIG IRON.—This is as firm as ever, and although every possible facility is made use of, the furnaces are frequently unable to fill contracts on time. Canadian pig iron is quoted at $18.50 to $19; Summerlee, $21.50 to $22.

BAR IRON.—Trade in bar iron continues fairly good. Merchants' bar is quoted at $2 and horseshoe iron, at $2.20.

BLACK SHEETS.—There is some shortage on this market, jobbers not having received the expected supplies. We quote as follows: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50, and 8 to 20 gauge, $2.50.

GALVANIZED IRON.—There is a fairly active market this week. No change in prices is reported, and our quotations are now as follows: No. 28, Queen's Head, $4.40; Apollo, 10¾ oz., $4.40; Fleur de Lis, $4.15; Comet, $4.25; "Bell" brand, $4.30. For less than case lots 10c. extra is charged.

INGOT COPPER.—There is no change. Trade is quiet. We quote 14c.

INGOT TIN.—There is only a fair demand. The price of Straits is 33½c.

PIG LEAD.—The market for pig lead remains quiet and unchanged. The price is $3.25.

LEAD PIPE.—A small amount of business is doing at 8c. for composition and waste, and 7c. for ordinary. The discount is 37½ per cent.

IRON PIPE.—There is a fairly good demand this week. We quote: Standard pipe per 100 feet, in lengths under 19 feet: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1-in., $5.20; 1¼, $7.35; 1½, $8.95; 2-in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $3.85; ¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.20; 2-in., $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½, $4.35; ¾, $5.25; 1-in., $7.55; 1¼, $10.55; 1½, $12.75; 2-in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1-in., $9.55; 1¼, $13.25; 1½, $16; 2-in., $21.90. For threads and couplings 5 per cent. is added.

TINPLATES.—These are moving out well. The price of charcoals is $4.75 to $5.25 per box, and of cokes, $4.25 per box.

CANADA PLATES.—These are becoming scarce on the local market. The inquiry keeps up. Quotations follow: 52's, $2.70 to $2.80; 60's, $2.85 to $2.90; 75's, $2.80 to $2.85; full polished, $3.75, and galvanized, $4.25 to $4.35; galvanized, 60's, $4.45 to $4.55.

STEEL.—There is no change to report and the market is rather quiet. We quote: Sleighshoe, $2.10; tire, $2.20; bar, $2.05; spring, $2.85; reeled machinery, $2.75; toecalk, $2.70.

SHEET STEEL.—Business is slow this week. Our quotations are as follows:

Nos. 10 to 20, \$2.50 ; 3-16, \$2.50 ; ¼, 5-16, and ⅜, \$2.40.

TOOL STEEL.—The demand for tool steel has not improved, and the market is still quiet. Prices are unchanged. Our quotations are as follows : Black Diamond, 8c.; Sanderson's, 8 to 12c., according to grade ; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 8 to 15c. ; "Air Hardening," 30 to 50c.

TERNE PLATES.—There is very little demand for terne plates. The price is \$7.50.

COIL CHAIN.—This is going fairly well. No quotable change is reported. We quote : No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼-inch, 7¼c. per lb.; 5-16, \$5 ; 5-16 exact, \$5.25 ; ⅜, \$4.25 ; 7-16, \$4.05 ; ½, \$3.95 ; 9-16, \$3.85 ; ⅝, \$3.55 ; ¾, \$3.50 ; ⅞, \$3.45 ; 1-inch, \$3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC.—There is no material change in this market, which is quiet and steady at \$5.85 to \$6.25.

ANTIMONY.—The demand for antimony has shown no improvement whatever, and trade remains dull at 10c.

ZINC SPELTER.—There is no change. The price remains at 5c., with little doing.

SOLDER.—This moves out steadily. No quotable change is to be reported. The price of bar solder is 18c. and of wire solder, 20c.

PAINTS AND OILS.

Both linseed oil and turpentine have taken further declines, the former being now quoted 3c. below last week's price and the latter, 2c. below it. The cause of the drop was the increased supplies on the market. Arrivals have been frequent, and although the demand is still good, the market is much easier. Back orders are being filled, and at the reduced prices an increased demand has sprung up. The irritation and worry, which was the result of the short receipts, has now disappeared, and business in these two lines runs along much more smoothly. The demand for white lead keeps up well, and already some large orders for putty have been booked for August and September shipment. No change is reported in the price of other lines, and, in a general way, business may be considered satisfactory. We quote :

WHITE LEAD.—Best brands, Government standard, \$5.87½ ; No. 1, \$5.50 ; No. 2, \$5.12½ ; No. 3, \$4.75 ; No. 4, \$4.37½ all f.o.b. Montreal.

DRY WHITE LEAD.—\$5.25 in casks ; kegs, \$5.50.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote : Bulk, in bbls., \$1.90 per 100 lb.; bulk, in less quantity, \$2.05 ; bladders, in bbls., \$2.25 ; bladders, in 100 or 200-lb. kegs or boxes, \$2.40 ; in tins, \$2.55 to \$2.65 ; in less than 100-lb. lots, \$3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, \$4.50 ; in 100-lb. kegs, \$4.75 ; in less quantities, \$5.75 per 100 lb. No. 1 red lead, casks, \$4.25 ; kegs, \$4.50, and smaller quantities, \$5.50.

IMPROVED BUILDING MATERIALS.

All the newest and most effective ideas are embodied in our metallic goods.

The points that make for convenience in handling—for long duration—for most efficient service.

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CEILINGS, CORNICES, LATHING, SHINGLES, SKY LIGHTS, CORRUGATED IRON, SIDINGS, VENTILATORS, FINIALS.

And other goods for all kinds of architectural purposes.

The Metallic Roofing Co., Limited,

Wholesale Manufacturers,

TORONTO, MONTREAL, WINNIPEG.

LITHARGE.—Ground, casks, 5c. ; less quantities, 5½c.; flake litharge, casks, \$5.25 ; smalls, \$5.75 per 100 lb.

LINSEED OIL.—Raw, 77c.; boiled, 80c. In 5 to 9 bbls., 1c. less. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gal. advance.

TURPENTINE.—Single barrels, 68c.; 2 to 4 barrels, 67c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, \$2.35 to \$2.45 ; orange, \$2.25 to \$2.35.

MIXED PAINTS.—\$1.20 to \$1.45 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PARIS GREEN.—Petroleum, bbls., 16¾c. per lb.; arsenic kegs, 17c.; 50 and 100-lb. drums, 17½c.; 25-lb. drums, 18c.; 1-lb. packages, 18½c.; ½-lb. packages, 20½c.; 1-lb. tins, 19½c.; ½-lb. tins, 21½c. f.o.b. Montreal. Terms : 3 per cent. 30 days, or four months from date of delivery.

SCRAP METALS.

There has been no important change in the market for scrap materials. Metals are very quiet all round. We quote as follows : Heavy copper and wire, 10½c. per lb.; light copper, 8c.; heavy red brass, 10½c.; heavy yellow, 9c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2¼c.; iron No. 1, wrought, \$15 ; No. 2, \$7 per ton ; machinery scrap, \$16 ; stove plate, \$12 ; malleable and steel, \$5 ; mixed country rags, 60 to 70c. per 100 lb. ; old rubbers, 6 to 6¼c. per lb.

GLASS.

This continues quiet and featureless. We now quote: First break, 50 ft., \$2.10 ; second, \$2.20 for 50 feet ; first break, 100 feet, \$4 ; second break, \$4.20 ; third break, \$4.70 ; fourth break, \$4.95.

HIDES.

There has been no change in the market. Prices are fairly steady all round. We quote as follows : No. 1 hides, 10c.; No. 2, 9c.; No. 3, 8c. Calfskins, 12c. ; lambskins, 30c.

MARKET NOTES.

Linseed oil is 3c. lower.

Turpentine has declined 2c.

Galvanized clothesline wire has been advanced to \$2.50 for No. 19.

Barn door tracks have advanced, and are now quoted at \$3.90 per 100 feet.

The discount on "M" brand horse nails, "New Countersunk" heads, is now 70 per cent. instead of 66 2-3 per cent. off.

ONTARIO MARKETS

Toronto, July 25, 1902.

HARDWARE.

TRADE in hardware, which is principally of a sorting-up nature, continues to be well sustained. Mail orders now are quite numerous, as the travellers are either on their vacation, or renewing their samples. A good many small orders for barb wire are being received for immediate shipment from Toronto. There is also a large demand for rope and hay forks. Sporting goods and ammunition continue quite active. Jobbers are evidently laying in a large stock of guns for the sporting season, which begins in about a month's time. Quite a large business is reported in poultry netting for delivery next year, and a shortage in ranges and stoves is anticipated this fall. There have been no changes in any line during the week.

BARB WIRE.—Quite a number of small orders are being received in this line, which have to be shipped promptly from stocks jobbers have on hand in Toronto, as it takes too long for orders to be shipped from the factories at Cleveland. The prices are unchanged. We quote : Barb wire, in carlots, \$2.65 and for less than carlots, \$2.77½ f.o.b. Cleveland. From stock, Toronto, \$3.

GALVANIZED WIRE.—A fair business of a sorting-up nature is reported in galvanized wire, which remains unchanged.

Quotations are as follows: Nos. 6, 7 and 8, $3.50 to $3.85 per 100 lb., according to quantity; No. 9, $2.85 to $3.15; No. 10, $3.60 to $3.95; No. 11, $3.70 to $4.10; No. 12, $3 to $3.30; No. 13, $3.10 to $3.40; No. 14, $4.10 to $4.50; No. 15, $4.60 to $5.50; No. 16, $4.85 to $5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at $2.52½ in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE.—Trade in this line is of a light sorting-up nature. We quote the base price: $2.60 per 100 lb. Oiling, 10c.; coppering, 60c., and tinning, $2 per 100 lb. extra. Delivery points Toronto, Hamilton, London and Montreal, with freights equalized on those points.

FINE STEEL WIRE.—Business in this line continues fair. The discount is 22½ per cent.

WIRE NAILS.—A good demand for these continues, with stocks in the hands of the jobbers light. We quote $2.55 for less than carlots and $2.50 for carlots. The delivery points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—Business in cut nails is of a moderate nature, and prices are unchanged. We quote: Cut nails, $2.45 per keg and $2.37½ for carlots.

HORSE NAILS.—These continue steady and unchanged. We quote the discounts as follows: "C" brand, oval head, 50 and 7½ per cent.; on "M" brand, 50, 10 and 5 per cent.; "Monarch," 60 2-3 per cent. Countersunk head, 60 per cent.

HORSESHOES.—These continue in moderate demand. We quote as follows: Iron shoes, No. 2 and larger, light, medium and heavy, $3.60; snow shoes, $3.85; light steel shoes, $3.70; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.85; snow shoes, $4; light steel shoes, $3.95; featherweight (all sizes), $4.95.

SCREWS.—The scarcity in these is unrelieved and the demand is well sustained. Discounts are: Flat head bright, 87½ and 10 per cent.; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze, 70 per cent.

RIVETS AND BURRS.—A good demand continues for these, and the stocks in the hands of the jobbers are light. The discounts are: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—The situation in these is about the same as last week. There is a heavy demand and a scarcity of sizes. We quote: Carriage bolts, common ($1.00 list), 50 per cent.; carriage bolts, full square ($2.40 list), 55 per cent.; carriage bolts, Norway iron ($3 list), 55 per cent.; machine bolts, all sizes, 50 and 5 per cent.; coach screws, cone points, 66 2-3 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SCREEN DOORS AND WINDOWS.—A moderate volume of business continues in these at unchanged prices. We quote as follows: Walnut, stained, 3-inch style, $6.80 per dozen; stained, yellow, $7; natural color, oil finish, $8.15; 4-inch style, 20c. extra per dozen. Windows: No. 0, $1.60; No. 1, $1.70; No. 2, $1.95; No. 3, $2.10; No. 4, $2.50 per dozen.

GREEN WIRE CLOTH.—Trade in green wire cloth continues fair. We quote $1.37½ per 100 square feet.

SPADES AND SHOVELS.—These are in moderate demand, and the discount continues unchanged at 40 and 5 per cent.

ROPE.—Business in rope in general is good, and there is a brisk call for hay fork rope at present. The prices are unchanged. We quote: Pure manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, single, 11c., double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per dozen.

BINDER TWINE.—A heavy demand is being experienced for binder twine at present, but as nearly all of this season's make has previously been booked for delivery when required, the supplies now available are small, and a shortage in binder twine for this season is already anticipated. The factories are busy and are bare of stock, and the market is strong. Quotations are as follows: "Blue Ribbon," 650 ft., 15c.; "Red Cap," 600 ft., 14c.; "Tiger," 580 ft., 13c.; sisal, 500 ft., 11½c.

HARVEST TOOLS.—The demand for these is keeping up well at unchanged prices. The discount is 60 per cent.

EAVETROUGH, ETC.—Quite a heavy call for eavetroughing is being experienced this year, and so far the amount of business done in this line is in excess of that of last year. Our quotations are as follows: Eavetrough, $3.10 per 100 square feet, for 10-inch, and conductor pipe at $4 for 3-inch, and $5.25 for 4-inch.

BUILDING PAPER.—A good demand continues for building paper from all parts of the country, and we quote as follows: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll.

LAWN MOWERS.—A few small orders are still coming in for these. The discounts are now as follows: 50 per cent. on high-wheeled lawn mowers, "Star" mowers, 9-in. wheels, $2.25 to $3; "Daisy" mowers, 7-in. wheels, $2.25 to $2.50.

HARVEST WHIPS.—A number of sorting-up orders in harvest whips continue to be received.

POULTRY NETTING.—A good business is being done in this line for delivery next year.

TINWARE AND ENAMELLED WARE.—A good demand continues for preserving kettles, and other lines of enamelled ware are moving freely. Tinware is also experiencing a good sorting-up demand.

SPORTING GOODS.—The active demand noted last week in guns and rifles is keeping up, and ammunition is also moving freely. Retailers seem to be preparing to do a good business as soon as the season opens.

CEMENT.—The tone of the cement market is stronger this week and the demand has improved. The stocks in the hands of the manufacturers are small, and they find it hard to fill all their orders. An inquiry from some sections of the United States comes for cement, but the makers here have all they can do at present to attend to the Canadian trade. Our quotations are as follows: Canadian Portland, $2.25 to $2.85, and Canadian hydraulic, $1.35 to $1.60 per bbl.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
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COVERT MFG. CO.
West Troy, N.Y.
Steel Carriage and Wagon Jacks,
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
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The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
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Oneida Community Goods
HALTERS, COW TIES SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT.

An Experience.
One of the largest operators on the North Shore after one year's experience of CROWN JEWEL AXES in his shanties is so satisfied he will not consider buying any other.

Dundas Axe Works, Dundas, Ont.
W. L. Haldimand, Jr., Montreal Agent.

GLOBE BRAND FILES AND RASPS

Which are being manufactured at our Dominion Works are **WARRANTED.** Made from selected Cast Steel by experienced workmen. We can supply any Shape, Size or Cut in this brand at very lowest prices (Quality considered). For sale by the following Wholesale Hardware Merchants :

Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Rice Lewis & Son, Toronto.
Aikenhead Hardware Co., Limited, Toronto.
Thos. Birkett & Sons, Ottawa.
Hobbs Hardware Co., London.
D. H. Howden & Co., London.
E. G. Prior & Co., Victoria, B.C.
John Fennell & Sons, Berlin, Ont.

WALTER GROSE, SELLING AGENT, **Montreal.** **NICHOLSON FILE CO., Port Hope, Ont.**

METALS.

There has been no marked change in the general local trade in metals, and business continues good. Prices are steady, and those at present prevailing are likely to be maintained for some time to come. In the United States pig tin was reported weak and lower, due to the anxiety of a number of holders to sell, and as the consuming demand is almost wholly lacking, few buyers were found. This caused prices to decline considerably. In iron, there continues on the other side more or less demand for spot and early delivery with next to nothing to meet it.

PIG IRON.—The local market is strong and unchanged. The United States market is, generally, quiet, with very little business doing. We quote on track, Toronto : No. 1 foundry, $21, and No. 2, $20.50.

STEEL BOILER PLATES.—The tone of the market for these continues strong with an active demand. We quote $1.80 for carload lots, on track, Toronto.

STEEL BEAMS.—Trade in steel beams is keeping up. Quotations are unchanged at $2.75 for steel beams, from stock, and $2 per 100 for carload lots on track.

STEEL RAILS.—These are quoted at $30 per ton for steam railway rails, and $35 per ton for electric railway rails.

TOOL STEEL.—The local demand for tool steel is heavy, and prices are unchanged. We now quote "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 8 to 15c.; ditto, "Air Hardening," 30 to 50c.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's Special, 15 to 20c.

MILD STEEL.—A fair volume of business continues to be done in this line.

SPRING STEEL.—Trade in spring steel continues fair.

BOILER TUBES.—The market continues steady with a good demand.

BAR IRON.—The local market for bar iron continues strong and active, with a scarcity of stocks. The United States markets are strong and quiet, and our quotations are as follows : $1.95 to $2.05 base. Extras cut to length while rolling : 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS.—Business in this line continues good. We quote: Common, $3.15 for 28 gauge, and dead flat, $2.50 for 26 gauge.

THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

THE CELEBRATED
NATIONAL CUTLERY CO. SHEARS
Acknowledged the best and fully warranted.
Not connected with any Shear Combination.

Tailors' Shears,
Trimmers,
Ladies'
Scissors,
Barbers'
Shears,
Tinners'
Snips.

DECATUR, BULL & CO., Sales Agents, **MONTREAL.**

CANADA PLATES.—These continue in fair demand at unchanged prices. We quote : All dull, $3 ; half-polished, $3.10, and all bright, $3.75.

GALVANIZED SHEETS.—There is a fairly active movement in these. We quote in case lots : Queen's Head, $4.50 for 28 gauge ; American, $4.40 for 29 gauge ; Bell brand, $4.20 for 28 gauge.

TIN.—There has been a little improvement in the local demand for tin. In the United States the market is lower and easy, owing to some holders of pig tin becoming anxious to sell. We quote $32 to $33 per 100 lb.

TINPLATES.—A fair amount of business is being done in these at unchanged prices. We quote : Charcoal, $4.75 to $5 per box and cokes, $4.25 per box.

COPPER.—An active business locally is doing in copper. The outside markets are weak and quiet. We quote : Ingot copper, $14 per 100 lb.; sheet copper, $22 to $23.

BRASS.—A fair amount of business continues to be done in this line. The discount is 15 per cent.

PIG LEAD.—This metal is in better demand on the local market. We quote pig lead, $3.50 to $3.75 and bar, $5.

IRON PIPE.—A good local demand is reported for iron pipe. The prices of the sizes of iron pipe above 2 inches in diameter have been reduced. The price of 2½-in. pipe is now $20 per net 100 ft., instead of $21, and 4 per cent. discount. The discount on the smaller sizes is now 7½ per cent., instead of 4 per cent. as heretofore. We quote as follows per 100 ft. : ¼-in., $2.40 ; ⅜-in., $2.65 ; ½-in., $2.85 ; ¾-in., $3.65 ; 1-in., $5.20 ; 1¼-in., $7.35 ; 1½-in., $8.95 ; 2-in., $12.55 ; galvanized, 1-in., $7.20. Trade discount, 7½ per cent.

ZINC SPELTER.—The market for zinc spelter is quiet and the prices are unchanged. We quote $5 to $6.

ZINC SHEETS.—There has been no change in trade in this line, which continues steady. We quote : Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER.—Business in this line continues brisk at unchanged prices.

ANTIMONY.—A good business in small lots is doing in antimony. We quote $19.50 per 100 lb.

PAINTS AND OILS.

The features of the paint and oil market for this week are the reductions of 3c. per gal. in raw and boiled linseed oil, and 2c. in turpentine. The decline in oil is caused by the manufacturers wishing to sell and the buyers not being over-anxious to purchase. The buying, therefore, at present is mostly in small lots. A weaken-

ing of the primary market caused the decline in turpentine, but later advices from the South report a reaction there in that product, and it is quite likely that this market will follow with an advance. Trade, locally, has quited down considerably, and white leads and dry colors are inactive. A small sorting-up trade continues in mixed paints, and paris green is more active with some of the holders. O.herwise the market is featureless. We quote as follows :

WHITE LEAD—Ex Toronto, pure white lead, $5.87½ ; No. 1, $5.50 ; No. 2, $5.12½; No. 3, $4.75; No. 4, $4.37½ in packages of 25 lb. and upwards ; ½c. per lb. extra will be charged for 12½ lb. packages ; genuine dry white lead in casks, $5.12½.

RED LEAD—Genuine, in casks of 560 lb., $5 to $5.12½; ditto, in kegs of 100 lb., $5.50; No. 1, in casks of 560 lb., $4; ditto, kegs of 100 lb., $4.50.

LITHARGE—Genuine, 6 to 6½c.

ORANGE MINERAL—Genuine, 7½ to 8c.

WHITE ZINC—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6.

SHINGLE STAIN—In 5-gal. lots, 60c. to $1.20 per gal.

BENZINE—In barrel lots, 17c. per gal.; less quantities, 25c. per gal.

PARIS WHITE—90c. to $1 per 100 lb.

WHITING—65c. per 100 lb. ; Gilders' whiting, 80c.

GUM SHELLAC—In cases, 35c.; in less than cases, 40c. per lb.

LIQUID SHELLAC—Pure orange, in bbls., $2.25 to $2.35 ; white, $2.35 to $2.45 per gal.; in less quantities, 10c. extra.

PUTTY—Bladders, in bbls., $2.25 ; bladders, in 100 lb. kegs, $2.40 ; bulk in bbls., $1.90 ; bulk, less than bbls. and up to 100 lb., $2.05 ; bladders, bulk or tins, less than 100 lb., $2 90.

PLASTER PARIS—New Brunswick, $1.90 per bbl.

PUMICE STONE—Powdered, $2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity ; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS—Pure, $1.20 to $1.40 per gal.; No. 1, $1.10 per gal.

CASTOR OIL—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL— Raw, 1 to 2 barrels, 79c.; boiled, 82c. ; 3 to 5 barrels, raw, 78c.; boiled, 81c.; 6 to 9 barrels, raw, 76c.; boiled, 79c., delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil, sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE—Single barrels, 69c.; 2 to 4 barrels, 68c., delivered. Toronto, Hamilton and London 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

There is a fair volume of business doing in glass, and the prospects are for a big trade this season. A number of dealers still report a scarcity in some of the sizes. Quotations are as follows : Under 26 in., $4.45 ; 26 to 40 in., $4.65 ; 41 to 50 in., $5.10 ; 51 to 60 in., $5.35 ; 61 to 70 in., $5 75 ; 71 to 80, $6.25 ; 81 to 85, $7 ; 86 to 90, $7.75 ; Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days. Discount off pane price list, 33⅓ per cent.

OLD MATERIAL.

A fair business continues in old material and the market is steady. We quote as follows : Heavy copper and wire, 10¼c. per lb.; light copper, 8c. per lb.; heavy red brass, 10c.; heavy yellow brass, 8 to 8½c.; light brass, 5c.; lead, 2¼c.; scrap zinc, 2¼ to 2½c.; iron, No. 1 wrought, $14 per net ton ; No. 2 wrought, $6; machinery cast scrap, $14; stove plate, $10; malleable and steel, $6 ; old rubbers, 6c. per lb., and country mixed rags, 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES—The market for these continues inactive. An advance of ¼c. has been made in the prices of cured hides. We quote : No. 1 green, 7½c.; No. 2 green, 6½c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8¼ to 8½c.

SKINS—Trade in these is dull and the prices are unchanged. Quotations are : Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each ; lambskins, 30c.; shearlings, 25c.

WOOL—The stagnant condition of this market has not been relieved and the outlook for an improvement therein is not promising. Fleece wool is quoted at 13c., and unwashed, at 7c. per lb.

TALLOW—The market is featureless. We quote 6¼ to 6½ per lb.

COAL.

No change is reported in the situation at the mines and no prospects of a settlement are yet in sight. Local coal merchants have on hand a supply of hard coal sufficient to supply current demands, but if the lock-out continues that article will be very scarce during the winter. At the international bridges our quotations are as follows: Soft coal, $3 to $4 per ton.

PETROLEUM.

Trade in petroleum is fair. A number of orders are now being received for delivery later on in the season. We quote as follows : Pratt's Astral, 17 to 17½c. in bulk (barrels extra); American water white, 17½ to 18c. in barrels ; Photogene, 17 to 17½c.; Sarnia water white, 16½ to 17c. in barrels ; Sarnia prime white, 15 to 15½c. in barrels.

MARKET NOTES.

Turpentine is down 2c. per gal.

Raw and boiled linseed oils have declined 3c. per gal.

A reduction has been made in the prices of iron pipe in the sizes above 2 in.

H. S. Howland, Sons & Co. are in receipt of an advice of a shipment of lawn swings. These have been scarce for some time, as owing to the low prices at which they are being sold, some of the manufacturers ceased making them for a while. There is hardly anything that pleases children so much as a nice lawn swing.

STOVE WORKS FOR FORT WILLIAM.

The by-law to give W. J. Copp and Harold E. Copp, of Hamilton, $15,000 to locate a stove, range and foundry works in Fort William was carried July 23, by the almost unanimous vote of 379 for and 23 against.

A HAMILTON DEFAULTER.

Mr. H. G. Wright, of the tin manufacturing firm of E. T. Wright & Co., Hamilton, says that the defalcation of J. C. McKeand would probably amount to about $10,000. However, he could not say for certain, the work on McKeand's books not having been finished.

EIGHTY-THREE ELEVATORS.

Since the season opened The Ogilvie Flour Mills Company of Winnipeg has built new elevators at Arnaud, Oakville, Basswood, Sinclair, Arcola, Grenfell and Balgonie. The average capacity of these elevators is 32,000 bushels each.

In addition to seven already completed, they intend to build 14 more. This will bring the total number of their elevators up to 83, with an aggregate capacity of 3,000,000 bushels.

The company has three gangs of men at work under its superintendent, H. W. Chafant. They will continue building at points they have selected all the season.

A CAUSE OF FAILURE.

Many a business man has come to grief because he lacked a reserve of capital, of discipline or of knowledge of his business, says Success. In good times, when anybody could sell goods, he was all right ; but, when a panic came, and his notes were refused at the bank, he went down because he had no reserve of savings or of character.

Shrewd business men are always on the watch for emergencies, financial storms or panics ; they know perfectly well that it takes a very different kind of ship timber to wrestle with the tempests than it requires in pleasant weather, when there is no strain or stress. It is the man who prepares for an emergency, who keeps his sails trimmed and his ship in order that weathers the gale.

Fire caused damage to McLean's hardware store, 121 Dundas street, London, on July 22, to the extent of $10,000 or $11,000. Damage was covered by insurance.

THE JAS. MORRISON BRASS MFG. CO. LIMITED TORONTO, ONT.

TRADE MARK J.M.T

Bath Room Accessories

Hundreds of Hardware Dealers throughout the country can create business by carrying in stock a full line of our nickel plated fixtures for the bath room. Every fixture is showy, and a display of them in the show window will attract much attention and will bring business. We shall be very glad to tell you more about this line which, briefly stated, consists of Shower Bath equipment, Towel Racks, Towel Shelf, Towel Horse, Towel Basket, Sponge, Soap and Tumbler Holder, Robe Hooks, Comb and Brush Trays, Toilet Paper Holders, etc., all heavily nickel plated. Prices on application.

WORKS: ST. HELENS, ENGLAND, and MAUBEUGE, FRANCE.

Pilkington Brothers, Limited

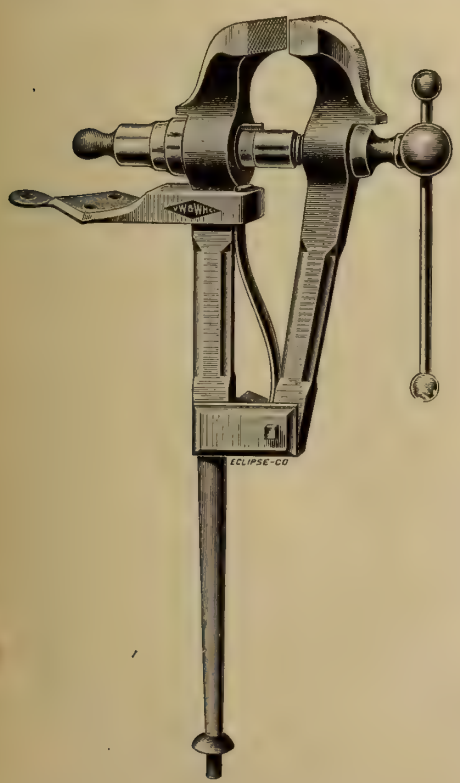
MANUFACTURERS OF

Polished Plate and Window Glass
Prismatic Rolled and Wired Glass
Plain and Bevelled Mirror Plates
Rolled Plate
Fancy Cathedral
Colored Glass, etc.

DEPOTS:

Busby Lane, Montreal, and Mercer Street, Toronto.

Our Prismatic Glass gives the best results of any Prism Glass on the market. Should be glad to show you our Prismatic Exhibit in our Warerooms.



Winning Favor in Australia

"The engineering merchants here consider your Solid Box Blacksmiths' Vises superior in quality and workmanship to any they have ever handled. They say they are remarkably suitable, and give perfect satisfaction."

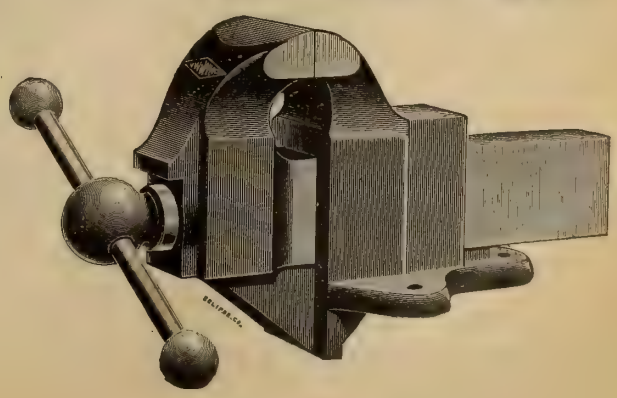
[Extract from letter received from our Australian Agents located in Melbourne.]

Our facilities are unexcelled for making

Blacksmiths' and Machinists' Vises

Modern equipment and methods, high-grade material and workmanship are combined in our plant, producing

THE BEST VISES MADE



Lamplough & McNaughton

CANADIAN SALES AGENTS

19 De Bresoles St., Montreal

Manufactured by

THE COLUMBIAN HARDWARE COMPANY

CLEVELAND, OHIO.

NEW CATALOGUE JUST ISSUED—WRITE FOR IT.

HEATING AND PLUMBING

BUILDING PERMITS IN TORONTO.

FOLLOWING are the building permits taken out in Toronto during the week: G. M. Ritchie, 2½-storey frame dwelling, Lentz avenue, near Lee avenue, for $800; trustees Westmoreland Methodist Church, for a two-storey and attic brick dwelling, Westmoreland ave., near Hallam ave., for $2,000; Macdonald Manufacturing Company, for a third additional storey to factory, near Queen street, on Spadina ave., for $1,300; Rev. William McCann, for one-storey stone and brick R. C. church, corner of Arthur and Grace streets, for $15,000; Jno. Alexander, for third addition storey, brick, purpose, photo gallery, 16 Adelaide street west, for $600; Jno. Gorde, for one-storey roughcast dwelling near Dovercourt Road, on Van Horne street, for $400; The W. & D. Dineen Co., Limited, for a four-storey stone and brick factory, 10-12 Temperance street, for $10,000; Baun & Farmouth, for two-storey stable, College street, for $200; R. & H. Baker, two-storey brick addition to factory, corner of Harbord and Borden streets, for $400; John Doney, two-storey and attic pair semi-detached brick dwellings, 63-65 Summerhill ave., for $4,000; R. C. Daney, two-storey and attic brick and stone dwelling, on Spadina Road, near Bernard ave., for $4,000; S. B. Coon, for pair semi-detached two-storey brick dwellings, Roxborough ave., near Yonge, for $5,000; W. Moss and A. Blackmore, one storey roughcast addition to two houses, Brooklyn ave., for $320; Rev. Father LaMarche, for one-storey brick vestry, 430 King street east, for $500; J. Walker, pair semi-detached 2½-storey brick dwellings, 598-600 Bathurst street, for $1,500; Jess Applegath, alterations to store front, 89 Yonge street, for $350; C. Coulter, two-storey frame and roughcast stable, 123 Arthur street, for $220; Mrs. Mary Huddart, for two-storey and attic brick dwelling, 156 St. Helen's ave., for $3,000; R. Blong, for one-storey wood verandah, 110 112 Brunswick ave., for $800; Mrs. Angus Gillies, for 2½-storey detached brick dwelling, 911 Dovercourt Road, for $2,000; trustees Advent Christian Church, for one-storey brick Sunday-school room, corner of College and Montrose ave., for $1,500; H. Fitzsimmons, for two-storey brick detached residence, near Broadview ave., for $1,700; W. J. Miller, for two-storey detached brick dwelling, near Broadview ave., north side of Simpson ave., for $1,700.

BUILDING PERMITS IN OTTAWA.

Building Inspector Pratt issued nine permits during the week, of which the majority were for additions to dwellings: W. Green, frame kitchen, Archibald street, $200; A. J. Magurn, solid brick addition to printing office, Wellington street, $225; Bate & Co., ironclad warehouse, Bank street, $200; P. Aitchison, frame building, Pretoria avenue, $700; Joseph Heyden, frame dwelling, King street, $250; Frank Rohde, frame addition to dwelling, McKay street, $350; R. S. Chandler, brick-veneered addition to dwelling, James street, $400; Charles W. Donivan, terrace of four brick-veneered dwellings, Daly avenue, $6,000.

PLUMBING NOTES.

A singularly neat and attractive advertisement has just been issued by Owen & Presho, 6 Wellington street east, Toronto, practical plumbers and gasfitters. Though the idea is old, advertisements of this style always prove welcome. Their list of fire alarms is particularly bright, and surrounds an advertisement of the firm.

LAWSUIT OVER A PATENT.

The Canada Water and Sewage Purifying Company, of Windsor, Ont., has begun proceedings against the city of Winnipeg for an alleged infringement of patent. Winnipeg has always had trouble with its water supply, owing to alkali. In 1891 The Pittsburg Testing Laboratory Company took hold, and has just finished a system which softens the water and purifies it to a great extent. The description of the system appeared in an engineering paper, and the directors of the Windsor company were struck with the similarity between their invention and the system used by the Pittsburg people. An investigation followed, and it is alleged that the plant installed at Winnipeg is similar to the one on which the Windsor concern holds patents.

PLUMBERS PLAY INDOOR BASEBALL

The Hamilton plumbers visited Brantford plumbers on Saturday. Owing to the inclement weather, indoor baseball took the place of outdoor sports. The features of the game were McPherson's base running and Squibb's work in right field. McArdle, for Hamilton, put up a splendid game, and the work of the referees gave entire satisfaction.

The umpires were A. Haworth and Charles Taylor. The morning game resulted 15 to 19 in favor of Brantford and the afternoon game, 23 to 21 in favor of Hamilton.

The following is the line-up of the two teams:

Hamilton — Smith, s.s.; Walsh, 2b.; McAndrews, p.; Drake, 1b.; McArdle, 3b.; Garsom, r.f.; Harris, l.f.; Stanton, c.f.

Brantford—Whitfield, p.; Minnes, c.; Qua, 1b.; McPherson, 2b.; Pohlman, 3b.; Muirhead, s.s.; Anguish, l.f.; Squibb, r.f.

After the morning game the visitors were dined at the Belmont, and after the second game refreshments were served at the Vendome, where also a programme was rendered. The visitors expressed themselves as having enjoyed their outing heartily.

BUILDING IN MONTREAL.

Montreal has felt the building boom as well as other Canadian cities. During the first six months of this year, Alcide Chausse has issued 428 permits for buildings, with a total value of $1,766,689. This is an increase in the number of permits of 310 and 74 respectively for the same periods in 1900 and 1901, while the increase in value over 1900 is $983,659, and over 1901, $619,212. The aggregate of values of buildings, for which, this year, up to date, permits have been given is $1,885,338.

During the last week the following building permits were taken out in Montreal: William Smith, 56 Simpson street, on Busby Lane, one warehouse, four storeys, $6,000; M. J. Archambault, 777 Cadieux street, on City Hall ave., one house, two dwellings of two storeys, for $2,450; The Chevra Cadisha Corporation, Jos. Ruhin, 517 Craig street, on St. Urbain street, one factory, $16,000; G. Ross, 1116 Sherbrooke street, one house, one dwelling, four storeys, $6,000; Lucien Huot, 55 Street Railway Building, at 584 Sherbrooke street, one house, four dwellings, three storeys, $8,000; Dominion Bridge Company, 317 St. Patrick street, alterations to one house of two storeys, $3,000; Armand Goyer, 1224 De Montigny street, on Sangimet street, one house of three dwellings of three storeys, $3,000.

WATERWORKS CONTRACTS.

Dobson, Jackson & Fry, of Medicine Hat, N.W.T., have just completed the construction of a waterworks system at Suffield, N.W.T., and a sewer at Medicine Hat, upon which they have been engaged for seven months. They have now the contract for a waterworks and sewage system at Edmonton, as well as for laying five and a half miles of gas mains at Medicine Hat. Mr. Fry will supervise the work at Edmonton, and Mr. Dobson that at Medicine Hat.

PLUMBING AND HEATING CONTRACTS.

The John Ritchie Plumbing and Heating Company, Adelaide street east, Toronto, reports the following contracts: Plumbing for Delaney & Pettit's new factory, Jefferson ave.; plumbing and heating for the residence of J. B. Andrews, corner of King and Jefferson ave.; the plumbing for residence of H. H. Hall; alterations for plumbing to residence of Jno. Morrison, Grenville street; plumbing of new residence for Miss A. B. Orde; plumbing and steam heating to the new addition to the Boys' Home, George street.

MR. FLETT IN FORT WILLIAM.

H. R. Flett, of The Dominion Radiator Company, Toronto, visited Fort William last week in connection with the contract his firm has to equip The Marks-Clavet-Dobie Company's new business block with a heating plant.

PAINT SPECIALTIES

RAMSAYS EXTERIOR LEAD, always the leader in the lead market—advertised to all architects and painters in Canada. Ordered by dealers because it's easy to sell, pays well and satisfies all—Special booklets to help.

RAMSAYS VIENNA GREEN. A clean, pure, rich green in three shades, away ahead of imported greens and cheaper as well. The strongest and brightest of all the greens, to cover anything that should be green and kept green—booklets.

RAMSAYS OUTSIDE PAINTS. This is the paint for the farmer's barn. It's what he wants for his outhouses, fences, etc. It does the work and isn't dear. It pays.

RAMSAYS UNIVERSAL VARNISH. It is made for the boat, the canoe, the house, the church, doors, wainscots, anything that wants a varnish that is all varnish and nothing else.

A. RAMSAY & SON, MONTREAL.

PAINT AND VARNISH MAKERS. ESTABLISHED 1842.

CORDAGE

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope	Lathyarn
Sisal Rope	Shingleyarn
Jute Rope	Bale Rope
Russian Rope	Lariat Rope
Marline	Hemp Packing
Houseline	Italian Packing
Hambroline	Jute Packing
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Tarred Hemp Rope	Spunyarn
White Hemp Rope	Pulp Cord
Bolt Rope	Lobster Marlin
Hide Rope	Paper Cord
Halyards	Cheese Cord
Deep Sealine	Hay Rope
Ratline	Fish Cord
Plow Lines	Sand Lines

"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

CONSUMERS CORDAGE COMPANY, Limited

Western Ontario Representative—
WM. B. STEWART,
Tel 94. 27 Front St. West, TORONTO.

MONTREAL, QUE.

One minute's work with The TRIPLEX BLOCK.

There is always economy in buying the BEST.

Time saved is money gained.

We have no hesitation in making the statement that

The Yale & Towne Pulley Blocks

are the best made, longest wearing and quickest operating blocks on the market.

They are good sellers, and it will pay you to have them.

We are carrying a large stock, and our prices and catalogues will interest you. Send for them.

THE FAIRBANKS COMPANY,

SOLE CANADIAN AGENTS FOR

The Yale & Towne Mfg. Co.

Montreal——and——Vancouver

STEEL WIPES OUT IRON INDUSTRIES

HENRY SIMPSON, in the mining and metallurgical number of Cassier's Magazine, points out that less than a quarter of a century ago Middlesbrough, Eng., had little to do with the manufacture of steel, though it was one of the most important finished iron-making centres in the world, and in the zenith of its prosperity so far as regards the value of the iron output, which was as recently as 1873, it had 2,136 out of the 7,159 puddling furnaces at that time in existence in Great Britain. The make of finished iron even 20 years ago was 726,000 tons, but directly after 1882 there commenced a rapid decline, so that in 1900 only 136,000 tons were produced, and in 1901 about 94,000 tons.

This remarkable change has been brought about solely by the supersession of iron by steel, first as a material for use on the permanent way of railways and afterwards as a material for the construction of both steam and sailing vessels.

It was about the year 1875 that steel began to encroach on the business of the iron-rail makers, and in this district the production of iron rails (which in 1873 was over 374,000 tons, and formed 53 per cent. of its total output of finished iron) had by 1876 dropped to 124,000 tons owing to the competition of steel. In 1879 the output had dwindled to 8,000 tons, or only 2 per cent. of the total production. This decline in the iron-rail trade was a heavy blow to the iron manufacturers of the North of England, which had been the chief seat of that business in Great Britain.

But to counterbalance this falling off there sprang up toward the close of the seventies a vast extension of shipbuilding, so great, in fact, that it required more iron than was necessary to make up for the decline by the loss of the rail trade. Now both the iron rail and plate trades are of very little importance.

How severely the extension of the steel trade in the district has affected the finished iron trade will be appreciated when it is stated that out of the 45 finished iron manufactories that were in operation in the Northeast of England a quarter of a century ago 25 have completely disappeared; nine still exist as iron rolling mills; two have added a steel plant to their iron works; six have been converted into steel rolling mills and have abandoned altogether the manufacture of finished iron; two roll steel but do not make it, and one is now a foundry. Thus, only 20 of the old works are still in existence. Four entirely new steel rolling mills have been established since 1876, and at the present time 23 works are engaged in the North of England in the production of manufactured iron and steel, of which 10 are steel works pure and simple.

THE ONLY WAY.

Truthfulness in dealing with the public outweighs all other considerations. Why should I be the less careful about the statements I make in talking to the public through the press than when speaking face to face? I speak to each individual who reads my advertisement; my relation to him is a personal one. I must win his confidence. I can only do it by telling him the truth. Not only must I take good care that I do not deceive him, but I must so word my advertisement that he cannot be self-deceived by it.—Dean Alvord, before the New York Sphinx Club.

LINSEED IN 1901-1902.

SPEAKING of the world's linseed crop in 1902, Dornbusch says that although the yield from India proved better than indicated early in the season and was again rather larger than in the preceding year, it fell short of the average. Argentina produced its record crop, and the exports last year increased 160,000 tons on those of 1900. No figures have yet been published regarding the Russian outturn, but, judging from the poor shipment total of 55,377 tons, it may safely be assumed that the crop did not exceed 100,000 tons, or only 25 per cent. of the previous year. The United States of America, like the River Plate, had its banner crop and produced 650,000 tons, or 175,000 tons larger than 1900, which then stood its highest. Shipments to Europe, however, were not in proportion, as the 73,000 tons exported were not only 45,000 tons short of the quantity in 1897, but a moiety even then had to be brought back. Every season this has been the case, and North America always proves to sell more than it can spare for European requirements, and cancelling contracts or buying back invariably follows. Directing attention to the United Kingdom imports, it is found that the needs of Great Britain show a falling off and for last year went below the average by 57,000 tons. British mills used about the same quantity of Indian seed as in 1900 and took up more of La Plata. India has left for shipment but little more than half the quantity at this date last season, and, with Russia about in the same poor position to export as a year ago, it looks as if the "visible supply" for the next few months must diminish. Prospects of shipments in the late autumn are favorable as regards America. The Argentine also promises to be a free shipper again this season, but December is the earliest this Republic can move its crop to the seaboard, and even then only under the most favorable crop conditions. Summarizing the foregoing, it would appear that the sources of supply will be restricted for the rest of the calendar year, while from now onward the market may be subject to the customary budget of crop scares.

DISAPPEARING WINDOW SCREEN.

A WINDOW screen with entirely new features has been patented by Henry T. Wright, of Philadelphia. Nothing adds more to the comfort of a house than a good equipment of screens and yet the bother and trouble of putting them in in the spring and taking them out in the fall and their care during the winter months is a serious drawback to their use. The screens cannot be thrown into the cellar or some unused shed when they are not wanted, but must be stored in some place where they will not be subjected to the extremes of temperature or dampness.

Considerable expense is occasioned by retaining the services of a man skilled in the use of tools to adjust the windows in the spring.

With the screen referred to, all the cares and troubles attendant on their use is dispensed with absolutely. When the screen is wanted for service it can be summoned into place instantly, and, when there is no occasion for its presence, it sinks into a pocket in the wall, out of sight and yet stored in the very best possible place for its reception which could possibly be devised.

The Wright screen is part of the window frame and a larger one below, and can be placed in buildings in the course of construction, although it is readily possible to place them in old houses. There is a small pocket at the top of the window frame and a larger one below, and in these the screens are reposing when not in use. The upper rail of the top sash and the lower rail of the lower sash are fitted with a means of fastening the screen to the sash, and when this union is effected the screens follow the sash as it is moved up and down to suit the wishes of the occupant of the room. On the lower sash the fastener consists of a knob which also takes the place of a sash-lift. An arrow is engraved thereon, and when this is in a horizontal position, it indicates that the sash is working independently, but when the arrow is placed in an upright position, the sash and screen are working in unison. This arrangement permits the window to be opened from both the top and bottom, giving the best possible ventilation and yet both openings are properly protected.

The screen frame is of metal and as it is always protected from hard usage, its life is very long, but should it become necessary to renew it, the screen can be very readily taken out and replaced in a very short time, and the operation can be done by anyone with even the most rudimentary knowledge of the use of tools.

Besides being adapted for use on dwellings, office buildings, hotels and similiar structures, this window screen is also applied to the railroad car window.

What do you require in the way of

CANS?

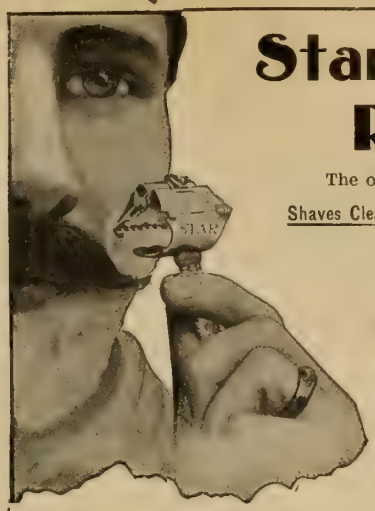
We manufacture the very best quality of

Paint and Color Cans, round and square.
Varnish and Oil Cans. Paint Irons
Paint Packages. Lye Tins.

and every description of Tin or Can required by the trade. We shall be pleased to send you quotations for anything you need in our line.

The Acme Can Works,

OFFICE AND FACTORY:
Ontario St. and Jeanne D'Arc Ave.,
MONTREAL.
JAS. B. CAMPBELL. WILLIAM PRATT.



Star Safety Razor.

The original and best Safety.

Shaves Clean Saves Time Never Pulls

Over 5,000,000 daily users are our best advertisers.

A Razor of merit.

Established 1875.

A Marvel of Simplicity and Durability

BEWARE OF IMITATIONS.

The Three Star Safety is the only Safety Razor that can be adjusted to a hair's width by anybody to suit any face or beard by means of adjusting screws, fully protected from infringers by the U.S. Circuit Court.

For sale by all leading dealers throughout Canada.
Rock bottom prices upon application to

KAMPFE BROS.,

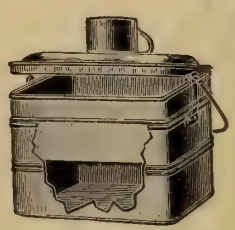
INVENTORS AND MANUFACTURERS,
8 Reade Street - NEW YORK CITY

ESTABLISHED 1860. —:— —:— **INCORPORATED 1895.**

DINNER PAILS

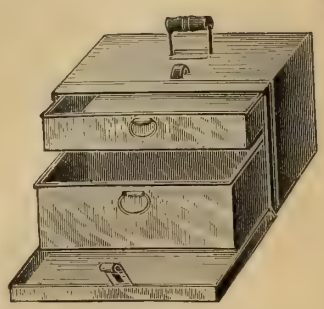
"Old English"

Made of IX Tin, 4 qt. only.



Square

With cup and deep tray.
8¼ in. long.
6 in. high.
6 in. deep.



Railroad

IX Tin, well made with trays.
11 in. long.
8 in. high.
8½ in. deep.

Also **NESTABLE** and all sizes of cheaper grades—round and oval.

THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL.

PIG IRON OUTPUT LARGE.

THE Iron Age in its current issue says of the capacity of blast furnaces in operation :

"In spite of the blowing out and banking of a number of blast furnaces in the east, in Virginia and in the Ohio Valley, the active capacity with which we entered the second half of the year is as large as it has ever been. This is due to the fact that a number of large plants, notably in the Central West, have resumed after the short strike of the furnacemen in the valleys.

"The weekly capacity of the furnaces in blast on July 1 compares as follows with that of the preceding periods :

	Total capacity per week. Gross tons.	Coke capacity per week.	Charcoal capacity per week.
July 1, 1902	352,590	344,950	7,640
June 1	344 749	337,492	7,256
May 1	352,064	345,627	6,437
April 1	337 424	331,140	6,284
March 1	323,028	316,039	6,989
February 1	332, 45	32 ,440	6,605
January 1	298,460	291,994	6,468
December 1, 190	324,761	3 7,358	7,403
November 1	320,824	313,775	7,049
October 1	307,982	300,538	7,444
September 1	299,861	293,256	6,605
August 1	303,847	297,469	6,578
July 1	310,950	303,793	7,157

"The position of furnace stocks, sold and unsold, as reported to us, was as below on July 1, as compared with the five preceding months, the same furnaces being represented as in former months. This does not include the holdings of the steel works producing their own iron :

Stocks—	Feb. 1.	May 1.	June 1.	July 1.
Anthracite and coke	121,762	96,315	57 231	61,312
Charcoal	32,433	29,030	15,977	13,725
Total	154,200	125,348	73,208	75,037

"The sharp decline in the stocks of charcoal iron is noticeable."

CARRYING TRADE OF THE UNITED KINGDOM.

The Liverpool Steamship Owners' Association have just prepared a very interesting series of tabular comparative statements with respect to the carrying trade of the United Kingdom during the 10 years 1891-1900, showing the part of that trade carried in British and foreign vessels, distinguishing the trade with foreign countries and that with British possessions, and also distinguishing vessels with cargo and those in ballast. The figures have been obtained from the "Annual Statements of the Navigation and Shipping of the United Kingdom." The tonnage of vessels with cargoes trading to foreign countries in 1891 comprised 36,428,937 British and 15,816,415 foreign, while in 1900 the figures were 42,780,184 tons British and 26,566,403 tons foreign. The annual average for the 10 years was 40,860,575 tons British and 18,887,284 tons foreign. The percentage of British decreased from 69¾ to 61¾, while that of foreign increased from 30¼ to 38¼, the annual average percentages for the whole decade being respectively 68 and 32. The vessels trading from the United Kingdom to British possessions with cargo were of 9,105,416 tons in 1891 and 9,551,871 tons in 1900, while foreign ships were of 963,456 tons in the former year and 959,586 tons in the latter. The annual average percentage of British increased in the 10 years from 90½ to 91¼, while that of foreign decreased from 9½ to 8¾.

A SAVING IN FUEL.

A PROCESS has been discovered by which a saving of 25 per cent. can be effected on the cost of coal either for domestic or manufacturing purposes. At least, this is the claim according to Stoves and Hardware Reporter made by the inventor, who is said to have sold the process to a syndicate of capitalists in this country for a round half million of dollars. They must have considerable faith in the working value of the process, yet there is always a doubt to be cast on any invention which merely promises to revolutionize methods on which inventive minds have been at work for years without success. Some time ago a process for making good fuel out of common clay was exploited, but if it was a success no one outside of those immediately interested has become aware of the fact. There are various patents covering methods for the concentration of heat from the sun's rays and distributing it from a central station, but no plant has been installed so far as the commercial or scientific records inform us, and the practicability of the method is still open to question. There is no desire to cast a doubt upon any fuel-saving process in advance of its demonstration as either a success or a failure, but their repeated discoveries without effective results recall the experience of a large user of power who was called upon by a number of inventors in succession, each one of whom offered him a device that was guaranteed to save him from 10 to 50 per cent. in fuel. A brief calculation showed him that by using all these devices together he could save more than 100 per cent. in fuel and have a considerable quantity left over, a calculation, however, which reduced the several claims to an absurdity.

NO MORE NEED FOR IT.

A characteristic story is told of Abe Gruber, the well-known New York lawyer. When he was a boy looking for something to do he saw the sign, "Boy Wanted," hanging outside of a store in New York. He picked up the sign and entered the store. The proprietor met him.

"What did you bring that sign in here for?" asked the storekeeper.

"You won't need it any more," said Gruber, cheerfully, "I'm going to take the job."—Washington Post.

VARNISH

Specialties

for every day use.

Amberite Interior Finish.

Amberite Exterior Finish.

Amberite Pale Church Oak Varnish.

Amberite Floor Varnish.

Amberite Extra Pale Oil Finish.

The Celebrated "Sun" Varnish.

The Peerless "Copal" Varnish.

Amberite Pale Copal Spar Varnish.

Amberite Pale Copal Boat Varnish.

Coach Varnishes.

Furniture Varnishes.

Shellac Varnishes.

Handy Varnishes—in small tins, for Domestic use.

Varnishes for all Purposes.

Stove Pipe Varnish.

For Varnishes and Japans of every description, address:

THE CANADA PAINT COMPANY, Limited,

Montreal or Toronto.

THAT OLD RUSTED STOCK

Why don't you get it together and have it made like new?

WE REPLATE, REPOLISH

all kinds of Metal Goods in Gold, Silver, Copper, Brass and Nickel.

Don't put it off any longer. Get the old stock fixed up for your trade.

WRITE US FOR PRICES.

MOORE & ORR, Electro Platers

81 Adelaide St. W., - - TORONTO.

The Grey and Bruce Portland Cement Company of Shallow Lake, Limited,

Manufacturers of

"HERCULES" BRAND OF

Portland Cement

Unsurpassed for Sidewalks, Floors, and all work requiring the Highest Grade of Portland Cement.

HEAD OFFICE: OWEN SOUND.

FRANK MILLER'S

HARNESS PREPARATIONS.

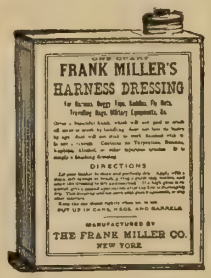
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant jet-black gloss which will not peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness

Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, thus adding life.

The highest quality of oil on the market.

Windsor Mills

A Superior Writing Paper

Every business man should make sure that his quality of writing paper is good—the kind that pleases—for he must have good writing paper if he would give character to his business.

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

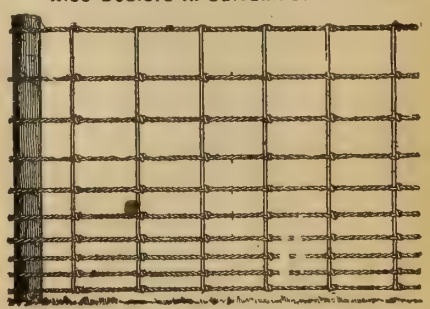
The Oshawa Wire Fence Co.

OSHAWA, ONT. Limited

Manufacturers of...

Woven Wire Fencing, Gates, Etc.

Also Dealers in Galvanized Fence Wire.



Agents wanted Send for catalogue and prices.

The P. R. Cumming Manufacturing Co., Limited, TORONTO

We beg to advise the trade that we have purchased a large factory in Clarksburg, where we are installing a complete outfit of new automatic machinery for the manufacture of all kinds of **Enamelled Wood Turnings;** and that we have also acquired the business of **The Dominion Skewer Co.,** so that we now possess facilities unequalled in Canada for the production of curtain poles, rings, broom handles, enamelled knobs and handles, skewers, flagstaffs, etc., in addition to our present lines of kitchen specialties, such as can openers, mincing knives, mouse traps, etc.

Yours truly,

The P. R. Cumming Manufacturing Co.,

LIMITED,

90 Richmond Street East, TORONTO.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE creditors of A. H. Pare, general merchant, Point de Maskinonge, Que., will meet on July 26.

The creditors of R. T. Stone & Co., general merchants, Melanchton, Ont., meet on July 29.

John W. Ross is curator of The Dominion Sporting Goods Co., Montreal.

Geo. T. Pendrith & Co., machinists, etc., Toronto, have assigned to E. R. C. Clarkson.

Jos. St. Hilaire, contractor, Etchemin, Que., has assigned and G. Darveau is provisional guardian.

Miss Sarah Smith, general merchant, Metapedia, Que., has compromised at 30c. on the dollar cash.

Benjamin Gallant, general merchant, Bloomfield Station, P.E.I., is offering to compromise at 25 per cent. cash.

Dominic Mignac, stove and hardware merchant, Montreal, has assigned and his creditors had a meeting on July 25.

PARTNERSHIPS FORMED AND DISSOLVED.

Torrance & Muir, coal dealers, Montreal, have dissolved.

May & McWhinnie, roofers, Ottawa, have dissolved.

The Centure Patent Lock and Latch Co., Montreal, have dissolved.

Berthelette & Cie, carriage manufacturers, etc., Montreal, have dissolved.

Squire, Watson & Co., wholesale hardware and commission merchants, Montreal, have dissolved.

Smith & Burgoyne, hardware merchants. McCreary, Man., have dissolved ; F. M. Smith continues.

C. R. Stewart & Co., general merchants, Rosenfield, Que., are dissolving. C. K. Stewart will continue alone.

Maguire Bros., builders' supplies and coal and wood merchants, Montreal, have dissolved ; Wm. Maguire continues.

SALES MADE AND PENDING.

Tweed & Ewart, general merchants, Medicine Hat, N.W.T., are advertised to retire from business.

CHANGES.

Pepin & Bigras, masons, Montreal, have registered.

J. N. Forler, tinsmith, Elgin, Man., has opened there.

Riopel & Crochetiere, contractors, Montreal, have registered.

J. J. & P. Watson, fuel merchants, Montreal, have registered.

J. & W. Duncan, lumber merchants, Montreal, have registered.

A. Anderson, tinsmith, Newdale, Man., has sold out to A. R. Fanning.

A. A. Laferriere & Cie, general merchants, Villeray, Que., have registered.

H. Cooke & Sons, general merchants Farnham, Que., have registered.

G. A. Moir, hardware merchant, Cobden, Ont., has retired from business.

B. J. Coghlin & Co., wholesale hardware merchants, Montreal, have registered.

J. A. McKercher, sawmiller, Elko, B.C., is succeeded by the Hayes Lumber Co.

Hilton, Gibson & Co., manufacturers' agents, Winnipeg, are out of business.

E. K. Watson & Co., hardware merchants, etc., Montreal, have registered.

J. M. Wade, painter and decorator, Truro, N.S., is removing to Port Hood.

Thomas Greenway, lumber merchant, Crystal City, Man., has sold out to Austin Blain.

The estate of R. Hill, general merchant, Ballantrae, Ont., has been sold to W. H. Jones.

Sigredeur Eyolfsson, hardware merchant, Saltcoats, N.W.T., has sold out to A. Anderson.

Taylor & Haggart, manufacturers of iron bedsteads, Victoria, B.C., are contemplating removing to Vancouver.

FIRES.

Myres & Pedden, ironworkers, Winnipeg, have sustained small damage by fire.

Gillean McLean, hardware merchant, London, Ont., was partially burned out ; insured.

DEATHS.

Robert Stevenson, builder, St. Stephen, N.B., is dead.

J. A. Graves, of Graves Bros., general merchants, Tilsonburg, Ont., is dead.

IRON MOULDERS' APPRENTICES.

On Monday the International Iron Moulders' Convention, in session in Toronto, discussed the request presented to them by representatives of the Stove Founders' National Defence Association that the ratio of apprentices to journeymen be increased from one to eight, as it is at present, to one to five. They claimed that the present number of apprentices was not sufficient to keep up the supply of moulders.

The committee appointed to discuss the proposal were not unanimous in their recommendation. The majority report recommended the ratio of one to six ; the minority favored one to seven.

The principal argument of those opposed to increasing the ratio of apprentices was that when the next period of depression comes there will be more moulders than there is work for.

A large number of resolutions were submitted, but it was finally decided to continue the present ratio of one to eight. This was carried by a majority of three to one.

NO INTERRUPTION.

Notwithstanding the severe damage to their Montreal plant by fire, The Henderson & Potts Co., proprietors of The Nova Scotia Paint and Varnish Works, will be able to continue business from the Halifax factory without interruption. Orders are being shipped from that factory now, the firm allowing their customers the difference in freight, while the necessary repairs are in progress on the Montreal factory. The latter is being rapidly overhauled, and in a few weeks everything will be in order again.

To good management men and tools, add Apollo galvanized iron.

There is no way to do so good work or to make so much profit on it.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
58 St. Sulpice Street
Montreal

YOU NATURALLY EXPECT that the goods you buy will give entire satisfaction to those who buy from you. When you purchase

2 and 3 Ply Ready Roofing,
Building Papers,
Sheathing and Carpet Felt,
Coal Tar Products,
Hanging and Print Paper,
Brown and Manilla Wrapping

from us your expectations will be realized. Our lines are all guaranteed to give entire satisfaction. Quality, the best.

ALEX. McARTHUR & CO., 82 McGill Street, MONTREAL.

PAPER MILLS: JOLIETTE, QUE. FELT FACTORY: HARBOR AND LOGAN STREETS, MONTREAL.

CURRENT MARKET QUOTATIONS

July 25, 1902

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS

TIN.

Lamb and Flag and Straits—		
56 and 28 lb. ingots, 100 lb.	$32 00	$33 00

TINPLATES.

Charcoal Plates - Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$6 75
I.X. "	....	8 25
I.X.X. "	....	9 75
Famous, equal to Bradley—		
I.C.	....	6 75
I.X.	...	8 25
I.X.X.	....	9 75
Raven and Vulture Grades—		
I.C., usual sizes	....	5 00
I.X. "	....	6 00
I.X.X. "	....	7 00
I.X.X.X. "	....	8 00
D.C., 12½x17	....	4 50
D.X.	....	5 25
D.X.X.	....	6 00

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 12x20	....	4 25
I.C., special sizes, base	....	4 75
20 x 28	....	9 00

Charcoal Plates - Terne.

Dean or J.G. Grade -		
I.C., 20x28, 112 sheets	....	8 50
I.X., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X.X., 14x56, 50 sheet bxs. } " 14x60, " } " 14x65, " }	....	0 06½

Tinned Sheets.

72x30 up to 24 gauge	....	8 00
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	1 95	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3 in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth & Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "silver" tool steel	0 12	0 14
" "special"	0 15	0 20
Jonas & Colver's tool steel.	0 08	0 15
" "air hardening"	0 50	0 50
Drill steel, per lb	0 08	0 10

BOILER TUBES.

		Per foot.
1½, 1¾ and 4 inch	....	0 09
2½ in	....	0 16
3 in	....	0 13
3½ in	....	0 16
4 in	....	0 31

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅝ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	....

COPPER WARE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	....	3 00
Half-polished	....	3 10
All bright	....	3 75

IRON PIPE.

		Per 100 feet.
Black pipe—		
⅛ inch	....	2 90
¼ "	....	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	...	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	20 00
3 "	....	24 00
3½ "	....	30 00
4 "	....	37 50
4½ "	....	42 00
5 "	....	47 00
6 "	....	60 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Discount on pipe up to 2 in. 7½ p.c. Larger sizes nett.

Malleable Fittings—Discount 35 p.c.

Cast Iron Fittings—

On all cast iron fitting, including plugs, bushings, unions and nipples, 60 p.c. dis.

All others—discount 60 p.c.

GALVANIZED SHEETS.

	G.C. Comet.	Amer.		Queen's Head.
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	....	4 05
26 "	4 25	4 00	....	4 25
28 "	4 50	4 25	*4 40	4 50

Less than case lots 10 to 15c. extra.

*29 gauge.

CHAIN.

Proof coil, 3-16 in., per 100 lb.		....	....
" ¼ "	...	7 85	8 10
" 5-16 "	...	5 25	5 50
" ⅜ "	...	4 50	4 75
" 7-16 "	...	4 25	4 50
" ½ "	...	4 20	4 50
" 9-16 "	...	4 05	4 50
" ⅝ "	...	4 00	4 50
" ¾ "	...	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 p.c.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.

		Per 100 lb.
English B.S., ton lots	....	14 00
Lake Superior	....	....

Bars.

Cut lengths, round, ½ to ⅞ in	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00

Sheet.

Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

Boiler and T.K. Pitts.

Plain tinned, per lb	....	0 28
Spun, per lb	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.	
Sheets, hard-rolled, 2x4	0 3
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per lb	5 50	6 00
Domestic "	....	....

ZINC SHEET,

5-cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD.

Imported Pig, per 100 lb.	3 50	3 75
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe, 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.: chilled, $7.00 per 100 lb.; buck, seal and ball, $7 50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Discount, 60 p.c. on medium and extra heavy, and 55 p.c. on light soil pipe and fittings.

SOLDER.

	Per lb.	Per lb.
Bar half-and-half, guarant'd	....	0 20
Bar, half and-half, commer'l	....	0 19½
Refined	....	0 19
Wiping	....	0 18½

ANTIMONY.

Cookson's, per lb	....	9 50

WHITE LEAD.

	Per 100 lb.
Pure	5 87½
No. 1	5 50
No. 2	5 12½
No. 3	4 75
No. 4	4 37½
Munro's Select Flake White	6 37½
Elephant and Decorators' Pure	6 12½
Brandram's B.B. Genuine	7 00
" " No. 1	6 00

RED LEAD.

Genuine, 560 lb. casks, per cwt.	$4 75
Genuine, 100 lb. kegs, per cwt	5 00
No. 1, 560 lb. casks, per cwt	4 25
No. 1, 100 lb. kegs, per cwt	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 50
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 25
Second qualities, per gallon	....	1 10
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co's pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Stewart & Wood's Champion pure		1 20

COLORS IN OIL.

25 lb. tins, standard Quality.

Venetian red, per lb	0 04½	0 06
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "	....	0 06
Marine black	....	0 09
Chrome green	....	0 10
French imperial green	....	0 12
Signwriters' black	....	0 16
Burnt umber	...	0 11
" sienna	....	0 11
Raw umber	....	0 11
" sienna	....	0 11

COLORS, DRY.

Common ochre, bbls	1 20	1 30
Yellow ochre (J.F.L.S.), bbls.	....	2 00
Yellow ochre (La Belle)	1 15	1 25
Brussels ochre	....	2 00
Venetian red (best), bbl	1 75	2 00
English oxides, per cwt	3 00	3 25
American oxides, bbls	1 25	2 00
Canadian oxides, bbls.	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb	....	0 [illegible]
" umber, " "	....	1 10
Raw do	. .	0 09
Drop black, pure	....	0 09
Chrome yellows, pure	....	0 18
Chrome greens, pure per lb	0 09	0 10
Golden ochre	0 04	0 05
Ultramarine blue, in 28-lb. boxes, per lb	0 06	0 18
Fire proof mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb.	....	0 07
Mortar color, per 100 lb	1 25	1 50
Pure Indian red, No. 45, lb	0 08	0 10
Whiting, bbl	0 55	0 60
English vermilion in 30-lb. bags.		0 95

PARIS GREEN.

		Per lb
Petroleum, casks	0 16½	0 18
Arsenic kegs	0 17	0 19
50 lb. and 100-lb. drums	0 18½	0 19½
25-lb. drums	0 19	0 20
1-lb. packages	0 20	0 20½
½-lb. do	0 22	0 22½
1-lb. tins	....	....
½ lb. do.	....	....

F.O.B. Toronto. Terms—3 p.c. off 30 days, or 4 mos. from date of delivery.

BLUESTONE.

Casks, for spraying, per lb.	0 07
100-lb. lots, do. per lb	0 08

PUTTY.

Bulk in bbls	1 90
Bulk in less quantity	2 05
Bladders in bbls.	2 25
Bladders in kegs, boxes or loose	2 40
Bladders in 25-lb. tins	2 35
Bladders in 12½ lb. tins	2 65
Bladders in bulk or tins less than 100 lb	2 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	....	1 25
" No. 1	....	1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine, brown japan	1 25	1 30
" black japan	0 85	1 20
" " No. 1	0 50	0 75
Elastilite varnish, 1 gal. can, each,		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels: Size 1, $1.20; size 2, 70c.: size 3, 40c. each.

Sherwin-Williams' copal varnish, assorted case, from ½-pts. to 1 gal. $2.50.

CASTOR OIL.

East India, in cases, per lb.	0 09½	0 10
" small lots	0 10	0 10

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 20
" Neatsfoot	....	0 90

GLUE

Common	0 08	0 09
French medal	0 14	0 14
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16

STEEL, PEECH & TOZER, Limited

Phœnix Special Steel Works. The Ickles, near Sheffield, England.

Manufacturers of

Axles and Forgings of all descriptions, Billets and Spring Steel, Tyre, Sleigh Shoe and Machinery Steel.

Sole Agents for Canada.

JAMES HUTTON & CO., - MONTREAL

HARDWARE.

Ammunition.

Cartridges.

B. B Caps Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 40 p. c., Amer
Rim Fire Cartridges, Dom., 5 (and 5 p. c
Central Fire Pistol and Rifle 10 p.c. Amer.
Central Fire Cartridges, pistol sizes Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.
Central Fire, Military and Sporting, Amer. add 5 p.c. to list. B.B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p.c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads	per lb
Best thick white felt wadding, in ¾-lb bags	1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads in boxes of 1,000 each, 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Adzes.

Discount, 20 per cent.

Anvils.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, " " "	0 11¼

Augers.

Gilmour's discount 65 and 5 p.c. off list.

Axes.

Chopping Axes		
Single bit, per doz	5 50	10 00
Double bit, "	11 00	18 00
Bench Axes, 40 p.c.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 00	10 00

Axle Grease.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

Bath Tubs.

Zinc	6 00

Copper, discount 15 p.c. off revised list

Baths.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
" " " 2nd "	20 00

Anti-Friction Metal.

"Tandem" A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Magnolia Anti-Friction Metal, per lb		0 25
Frictionless metal, per lb		0 23

SYRACUSE SMELTING WORKS.

Aluminum, genuine	0 41
Dynamo	0 27
Special	0 22
Aluminum, 99 p.c. pure "Syracuse"	0 45

Bells.

Hand

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 45 per cent		

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 40 per cent.

Belting.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 p.c.

Bits.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen. net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind and Bed Staples.

All sizes, per lb	0 07¾	0 12

Bolts and Nuts.

	Per cent.
Carriage Bolts, common ($1 list)	55
" " full square ($1.40 list)	55
" " Norway iron ($3 list)	50
Machine Bolts, all sizes	60 and 5
Plough Bolts	50 and 5
Blank Bolts	50 and 5
Bolt Ends	50 and 5
Sleigh Shoe Bolts	65 and 5
Coach Screws, cone point	66⅔

Nuts, square, all sizes, 3½c per lb off.
Nuts, hexagon, all sizes 3¾c. per lb. off.
Stove rods, per lb 5½ to 6c.
Nuts, in 50 lb. lots ¼c. per lb extra in less than 50 lb. lots, ½c extra.

Boot Calks.

Small and medium, ball, per M	4 25
Small heel, per M	4 50

Bright Wire Goods.

Discount 62½ per cent

Broilers.

Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

German, per doz	6 00	11 00
American, per doz	12 00	20 00

Butcher Knives.

Bailey's, per doz.	0 60	6 30

Building Paper, Etc.

Tarred felt, per 100 lb	1 70
Ready roofing, 2-ply, not under 45 lb. per roll	85
Ready roofing, 3-ply, not under 65 lb. per roll	1 10
Carpet felt, per ton	45 00
Dry sheathing, per roll, 400 sq ft.	35
Tar sheathing, " " "	45
Dry fibre " " "	50
Tarred fibre, " " "	60
O.K. & I.X L., " " "	65
Resin-sized, " " "	40
Oiled sheathing, " 600 "	1 10
" " " 400 "	70
Roof coating, in barrels, per gal.	17
" " small packages	25
Refined tar, per barrel	4 50
Coal tar, "	4 00
Coal tar, less than barrels, per gal.	15
Roofing pitch, per 100 lb.	85

Bull Rings.

Copper, $2.00 for 2½ in. and $1.90 for 2 in.

Butts.

Wrought Brass net revised list.

Cast Iron.

Loose Pin, dis., 60 per cent.

Wrought Steel

Fast Joint, dis. 65, 10 and 2½ per cent.
Loose Pin, dis. 65, 10 and 2½ per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Carpet Stretchers

American, per doz	1 00	1 50
Bullard's, per doz	....	6 50

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian Portland	2 25	3 00
English "	3 00	3 15
Belgian "	2 50	2 75
Canadian hydraulic	1 25	1 50
Arrow	....	2 25
Buffalo	....	2 00

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. S. & W. Extra 60, 10 and 5 p.c.

Churns.

Revolving Churns, metal frames—No. 0, $8—No. 1, $8.50—No. 2, $9.00—No. 3, $10.00—No. 4, $12.00—No. 5, $16.00 each. Ditto, wood frames—20c. each less than above. Discounts: Delivered from factories, 56 p.c.; from stock in Montreal, 54 p.c. Terms, 4 months or 3 p.c. cash in 30 days

Clips.

Axle dis. 65 per cent.

Closets.

	Net.
Plain York or Ontario Syphon Jet.	$9 60
Emb. York or Ontario Syphon Jet.	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. Elgin or Teu. Syphon Washout	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
" " " " emb.	10 20
Plain Richelieu	4 00
Emb. Richelieu	4 25
Connections	1 25
Low Down Ont. Sy. Jet, plain	11 70
" " " " " emb'd.	12 30
Closet connection	1 25
Basins P.O., 14 in.	0 70
" oval 17 x 14 in.	1 50
" " 19 x 15 in.	2 25

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Conductor Pipe.

Plain or Corrugated.

2-inch, per 100 feet	3 00
3 " " "	4 00
4 " " "	5 25
5 " " "	6 75
6 " " "	9 00

Cradles, Grain.

Canadian, dis. 25 to 33⅓ per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair	.17½
" " 5, "	.22½
" 6, "	.15
Boynto pattern "	.20

Door Springs.

Torrey's Rod, per doz. (15 p.c.		2 00
Coil, per doz.	0 88	1 60
English, per doz.	2 00	4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.

Hand and Breast

Millar's Falls, per doz. net list.

DRILL BITS.

Morse, dis., 37½ to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.

EAVE TROUGH.

10-inch, per 100 ft.	$3 10

ELBOWS. (Stovepipe.)

	per doz.
5 and 6-inch, common	1 20
7-inch	1 35

Polished, 15c. per doz. extra.

ESCUTCHEONS.

Discount, 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 p.c.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS—Window—Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 20	4 25	....	6 25
26 to 40	2 40	4 65	....	6 75
41 to 50	....	5 10	....	7 50
51 to 60	....	5 35	....	8 50
61 to 70	....	5 75	....	9 75
71 to 80	....	6 25	....	11 00
81 to 85	....	7 00	....	12 55
86 to 90	....	7 75	..	15 00
91 to 95	..	....	...	17 50
96 to 100	.. .	....	..	20 50

GAUGES

Marking, Mortise, Etc.

Stanley's dis. 50 to 55 per cent.

Wire Gauges.

Winn's Nos. 26 to 33, each	1 65	2 40

HALTERS.

Rope, ⅜ per gross	....	....
" ½ "	....	9 00
" ⅝ to ¾	....	14 00
Leather, 1 in., per doz.	3 87½	4 00
" 1¼ in., "	5 15	5 20
Web, — per doz.	1 87	2 45

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent Can. dis. 25 to 27½ per cent.

Tack.

Magnetic per doz.	1 10	1 20

Sledge.

Canadian per lb.	0 07½	0 08½

Ball Pean.

English and Can., per lb.	0 22	0 25

HANDLES.

Axe, per doz. net	1 50	3 00
Store door, per doz.	1 00	1 50

Fork.

C. & B., dis. 40 per cent. rev list.

Hoe.

C. & B., dis. 40 per cent. rev. list.

Saw.

American, per doz.	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair	13½

HANGERS.

	doz. pairs.	
Steel barn door	5 85	6 00
Stearns, 4 inch	....	5 00
" 5 inch	....	6 50
Lane's covered—		
No. 11, 5-ft. run	....	8 40
No. 11½, 10-ft. run	....	10 80
No. 12, 10-ft. run	....	12 60
No. 14, 15-ft. run	....	21 00
Lane's O.N.T. track, per foot.	....	4½

HARVEST TOOLS

Discount, 60 per cent.

HATCHETS

Canadian, dis 40 to 42½ per cent.

Building Papers, Roofing Material, Wire Edged Ready Roofing.

We don't offer you Gold Dollars for Fifty Cents, but we guarantee our customers

First-Class Material, Reasonable Prices, Prompt Shipment, and Courteous and Liberal Treatment.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent.
Heavy T and strap, 4-in., per lb.... 0 06½
" " 5-in., " 0 06¼
" " 6-in., " 0 06
" " 8-in., " 0 05¾
" " 10-in., " 0 05½
Light T and strap, dis. 65 and 5 per cent.
Screw hook and hinge—
6 to 10 in., per 100 lbs.... .... 4 50
12 in. up, per 100 lbs..... .... 3 25
Per gro. pairs
Spring..... .... 12 00

HOES.

Garden, Mortar, etc., dis. 60 p.c.
Planter, per doz..... 4 00 4 50

HOLLOW WARE

Discount,..... 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird Cage, per doz.....	0 50	1 10
Clothes Line, per doz.....	0 27	0 63
Harness, per doz.....	0 72	0 88
Hat and Coat, per gross.....	1 00	3 00
Chandelier, per doz.....	0 50	1 00

Wrought Iron.
Wrought Hooks and Staples, Can. dis. 47½ per cent.
Wire.
Hat and Coat, discount 45 per cent.
Belt, per 1,000 ..... 0 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.

"C" brand 50 and 7½ p.c. off new list Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk, 60 per cent.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1. and smaller.
Light, medium and heavy...	3 50	3 75
Snow shoes.....	3 75	4 00
Steel Shoes.		
Light.....	3 60	3 85
Featherweight (all sizes).....	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.

Toe weight steel shoes.....	6 70

JAPANNED WARE.

Discount, 45 and 5 p.c. off list, June 1899.

ICE PICKS.

Star per doz.....	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb.....	30	0 50

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis., 45 p.c.
Cabinet, trunk, and padlock, Am. per gross 60

KNOBS.

Door, japanned and N.P., per doz.....	1 50	2 50
Bronze, Berlin, per doz.....	2 75	3 25
Bronze Genuine, per doz....	6 00	9 00
Shutter, porcelain, F. & L screw, per gross	1 30	4 00
White door knobs—per doz.	95	1 00

HAY KNIVES.

Discount, 60 per cent.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz.....	7 00
No. 3 "Wright's".....	8 50
Ordinary, with O burner.....	4 00
Dashboard, cold blast.....	9 00
No. 0.....	5 75

Japanning, 50c. per doz. extra

LEMON SQUEEZERS.

Porcelain lined, ...per doz.	2 20	5 60
Galvanized.....	1 87	3 85
King, wood.....	2 75	2 90
King, glass.....	4 00	4 50
All glass.....	1 20	1 30

LINES.

Fish per gross.....	1 05	2 50
Chalk "	1 90	7 40

LOCKS

Canadian, dis 40 p.c.
Russel & Erwin per doz.... 3 00 3 25
Cabinet.
Eagle dis. 30 p.c.

Padlocks

English and Am. per doz....	50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.

Flat head discount 25 p.c.
Round Head discount 20 p.c.

MALLETS.

Tinsmiths' per doz.....	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz..	3 85	5 00
Caulking each.....	60	2 00

MATTOCKS.

Canadian, per doz.....	5 50	6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.
German, 15 per cent.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Quotations are :	Cut.	Wire.
2 d and 3d	$3 45	$3 55
3 d	3 10	3 22
4 and 5d..... ..	2 85	3 05
6 and 7d.....	2 75	2 90
8 and 9d.....	2 60	2 70
10 and 12d.....	2 55	2 65
16 and 20d..	2 50	2 60
30, 40, 50 and 60d. (base).....	2 45	2 55

Wire nails in carlots are $2 50
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 75 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.

NAIL PULLERS.

German and American.....	1 85	3 50

NAIL SETS.

Square, round, and octagon per gross.....	3 38	4 00
Diamond.....	12 00	15 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 50 and 5 to 50 and 10 p.c.
2-in. Mesh, 18 w.g. and heavier, 50 p.c.

OAKUM.

	Per 100 lb
Navy	6 00
U.S. Navy.....	7 25

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal. per doz..... .... 10 00
Zinc and tin, dis. 50, 50 and 10
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAILS.

Dufferin pattern pails, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
6, 10 and 14-qt. flaring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.

Per doz.....	6 00	9 00

PICTURE NAILS.

Porcelain head, per gross...	1 75	3 00
Brass head "	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 p.c.

PINE TAR.

½ pint in tins, per gross.....	7 80
1 " "	9 60

PLANES.

Wood, bench, Canadian dis. 40 per cent. American dis. 50.
Wood, fancy Canadian or American 7½ to 40 per cent.

PLANE IRONS.

English per doz.....	2 00	5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz..... 0 60 2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 p.c.
"J.M.T." Cushion work. dis. 50 p.c.
Fuller work, dis. 65 p.c.
6 doz. lots and over of the above extra dis. 10 p.c.
Lever Handle Stops and Waste, discount 60 p.c. With in lots of 2 doz. and over, an extra dis. of 10 p.c.
"J.M.T." Globe, Angle and Check Valves, dis. 55 p.c.
Standard Globe, Angle and Check Valves, dis. 65 p.c.
"J.M.T." Radiator Valves dis. 55 p.c.
Standard " " dis., 65 p.c.
Patent Quick Opening Valves, dis. 70 p.c.
No. 1 compression bath cock, net .. 2 00
No. 4 " " 2 00
No. 7, Fuller's 2 50
No. 4½, " 2 35
Patent Compression Cushion, basin cock, hot and cold, per doz 15 00
Patent Compression Cushion, bath cock No. 2208 ..... 2 25
Square head brass cocks, 60 p.c.
" " iron " 60 p.c.
Competition Globe, Angle and Check Valves discount, 70 p.c.
Competition Quick Opening Radiator Valves, discount, 70 p.c.

PRESSED SPIKES.

Discount 2½ per cent.

PULLEYS.

Hothouse, per doz.....	0 55	1 00
Axle.....	0 22	0 33
Screw.....	0 27	1 00
Awning.....	0 35	2 50

PUMPS.

Canadian cistern.....	1 80	3 60
Canadian pitcher spout.....	1 40	2 10

PUNCHES.

Saddlers', per doz.....	1 00	1 85
Conductors' "	9 00	15 00
Tinners', solid per set.....	0 00	0 72
" hollow punch	0 00	1 00

RANGE BOILERS.

	Net.
Dominion, 30 gal.	5 75
Dominion, 35 "	6 75
" 40 "	7 75
Ronald's Galvanized, 30 gallons	6 50
" " 35 "	7 50
" " 40 "	8 50
Copper, 30 gallons.....	20 00
" 35 "	23 20
" 40 "	26 40

RAKES.

Wood, per doz. net	110

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler & Co.'s.....	4 00	18 00
Boker's.....	7 50	11 00
" King Cutter.....	12 50	50 00
Wade & Butcher's	3 60	10 00
Theile & Quack's.....	7 00	12 00
Bailey's	6 00	12 00
Carbo Magnetic Razor		15 00
Griffon Barbers' Favorite		10 75
Griffon No. 65.....		13 0
Griffon Safety Razor.....		1 50
" Stropping Machines.		13 50

All other razors 50 p.c. off catalogue price.

REGISTERS.

Discount ..... 40 per cent

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c. per lb.
Copper Rivets with usual proportion burrs, 45 p.c. dis. cartons, 1c. per lb. extra, net.
Copper Burrs only, 30 and 10 p.c.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE, ETC.

Sisal	12½
Pure Manilla.....	15
"British" Manilla.....	13
Cotton, 3-16 inch and larger.....	16
" 5-32 inch....	21
" ⅛ inch	22
Russia Deep Sea.....	15
Jute	8
Lath Yarn	11
Sisal bed cord, 48 ft..... per doz.	65
" " 60 f ..... "	80
" " 72 ft..... "	95

RULES.

Boxwood, dis. 55 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

	per set.
Mrs. Potts, No. 55, polished.	70
" No. 50, nickle-plated.	75

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.
B & A. sand, 40 and 5 per cent.
Emery, 40 per cent.
Garnet (Rurton's), 5 to 10 p.c. advance on list

SAP SPOUTS.

Bronzed iron with hooks, per doz.	9 50

SAWS.

Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.
Crosscut, Disston's, per ft.. 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3
Hack, complete, each 0 75 2 75
" frame only 0 75

SASH WEIGHTS.

Sectional, per 100 lbs.....	2 25	2 50
Solid, "	1 75	2 00

SASH CORD.

Per lb	0 23	0

SAW SETS.

Lincoln and Wh ting, per doz.	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25
X-cut Sets, No. 3 Woodyatt (Morrill)	9 50

SCALES.

Burrow, Stewart & Milne—
Imperial Standard, 40 per cent.
Weigh Beams, 35 per cent.
Champion Scales, 55 per cent
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.
Warren's new Standard 40 p.c.
" " Champion 55 p.c.

SCREW DRIVERS.

Sargent's per doz.... ..... 0 65 1 00

SCREWS.

Wood, F.H., bright and steel, 87½ and 10 p.c.
Wood R. H., " dis. 82½ and 10 p.c.
" F. H., brass dis. 80 and 10 p.c.
Wood, R. H., " dis. 75 and 10 p.c.
" F.H., bronze, dis. 75 p.c.
" R.H. " 70 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz. 3 25 4 00
" iron. " 4 25 5 00
Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.

Per doz., net.....	5 00	8 00

SCYTHE SNATHS.

Canadian, dis. 45 p.c.

SHEARS.

Bailey Cutlery Co. full nickeled, dis. 60 and 2½ p.c.
Bailey Cutlery Japan handles, 67½ p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.

SINKS.

Steel and galvanized, discount 45 per cent

SNAPS.

Harness, German, dis. 25 p.c.
Lock, Andrews' 4 50 11 50

SOLDERING IRONS.

1, 1½ lb., per lb.....	0 37
2 lb. or over, per lb.....	0 34

SQUARES.

Iron, No. 493, per doz	2 40	2 55
" No. 494, "	3 25	3 40

Steel, dis. 60 10 and 5 p.c.
Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.

Plain, dis., 75 and 12½ p.c. off revised list.
Retinned, dis., 75 p.c. off revised list.

STAPLES.

Galvanized.....	3 25	3 50
Plain..	2 90	3 15

Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

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STOCKS AND DIES.

American dis. 25 p.c.

STONE.	Per lb.	
Washita	0 28	0 60
Hindostan	0 06	0 07
" slip,	0 09	0 09
Labrador	....	0 13
" Axe	....	0 15
Turkey	....	0 50
Arkansas	0 00	1 50
Water-of-Ayr	0 00	0 10
Scythe, per gross	3 50	5 00
Grind, 2 in, 40 to 200 lb, per ton	....	25 00
" under 40 lb. "	....	28 00
Grind. under 2 in. thick "	....	29 00

STOVE PIPES.

5 and 6 inch Per 100 lengths	....	7 00
7 inch " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4—3 dozen in case, net cash	$4 80
No. 6—3 dozen in case, "	8 40

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Cheese-box tacks, blued ..... 80 & 12½
Trunk tacks, black and tinned 85
Carpet tacks, blued ..... 80 & 15
" " tinned ..... 80 & 20
" " (in kegs) 40
Cut tacks, blued, in dozens only .. 80
" ¼ weights 60
Swedes cut tacks, blued and tinned—
In bulk ..... 80 & 10
In dozens 75
Swedes, upholsterers', bulk .... 85, 12½ & 12½
" brush, blued & tinned, bulk .. 70
" gimp, blued, tinned and japanned ..... 75 & 12½
Zinc tacks 35
Leather carpet tacks 55
Copper tacks 50
Copper nails 5½½
Trunk nails, black ..... 65 and 5
Trunk nails, tinned ..... 65 and 10
Clout nails, blued ..... 65 and 5

Chair nails		35
Patent brads		40
Fine finishing		40
Lining tacks, in papers		10
Lining tacks, in bulk		15
" " solid heads, in bulk		75
Saddle nails in papers		10
" " in bulk		15
Tufting buttons, 22 line, in dozens only		60
Tin capped trunk nails		25
Zinc glazier's points		5
Double pointed tacks, papers	90 and	10
" " " bulk		40
Shoe nails		60
Clinch and duck rivets		45

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel, each	0 80	8 00

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Tin case and dairy, dis. 75 to 75 and 10 p.c.

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Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

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Disston's discount 10 per cent.

German, per doz	4 75	6 00

S. & D., discount 35 per cent.

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Bag, Russian, per lb	....	0 27
Wrapping, cotton, 3-ply	....	0 19
" " 4-ply	....	0 23
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35

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Wright's	....	0 13½
Brook's	....	0 12¾
Pipe Vise, Hinge, No. 1	....	3 50
" " No. 2	....	5 50
Saw Vise	4 50	9 00

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White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
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WIRE.

SMOOTH STEEL WIRE.

No. 0-9 gauge		$2 60
10 "		6c. extra.
11 "		12c. "
12 "		20c. "
13 "		30c. "
14 "		40c. "
15 "		55c. "
16 "		70c. "

Add 60c. for coppering and $2 for tinning

Extras net per 100 lb. — Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks 50c., in ½-lb. hanks 75c., in ¼-lb. anks $1.

Fine Steel Wire, dis. 22½ per cent List of extras : In 100-lb. lots : No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, 7.65—No. 24, $8—No. 25, $9—No. 26 $9.50—No. 27, $10—No. 28, $11 No. 29. $12—No. 30, $13—No. 31, $14—No. 32 $15, No. 33, $16—No. 34, $17 Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31 $4—Nos. 32-34, $6. Coppered, 5c.—oil, ing, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles. 25c.—in 1-lb. hanks, 50c.—in ½-lb. hanks, 75c.—in ¼-lb. hanks, $1—packed in casks or cases, 15c.—bagging or papering, 10c

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Galvanized barb	....	3 00
Galvanized, plain twist	....	3 00

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	per lb.
Colored	6
White	8

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Acme, 35 to 37½ per cent.
Agricultural, 60 p.c.
Coe's Genuine, dis. 20 to 25 p.c

Towers' Engineer, each	2 00	7 00
" S., per doz	5 80	6 00
G. & K.'s Pipe, per doz	....	3 40
Burrell's Pipe, each	....	3 00
Pocket, per doz	0 25	2 90

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Leader, per doz.	$30 00	33 00
Royal Canadian, "	....	24 00
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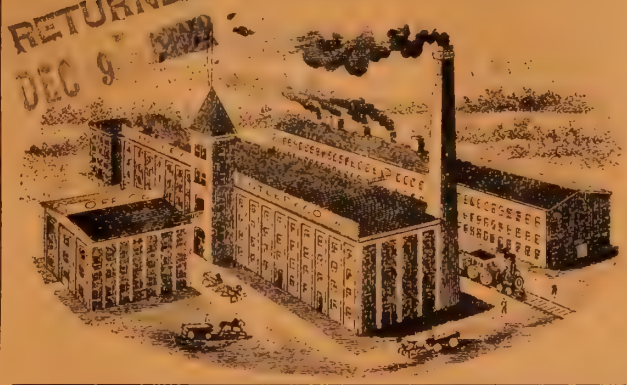

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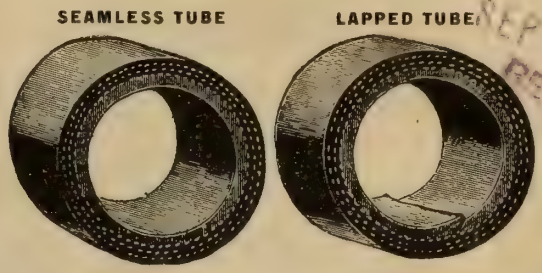

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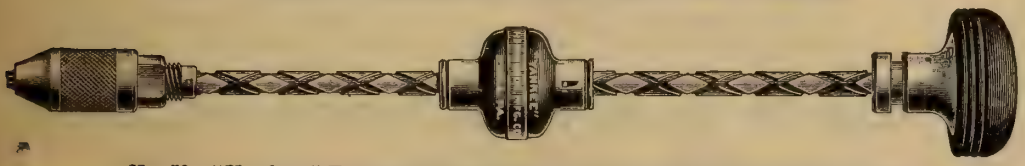

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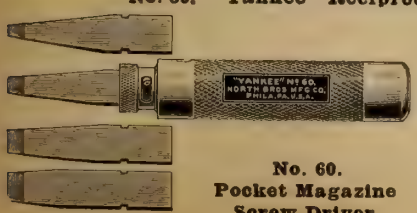

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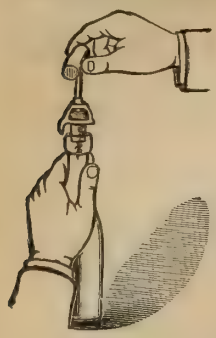

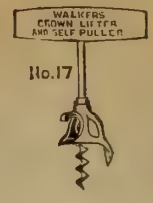

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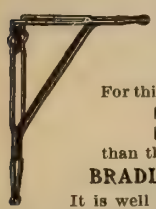

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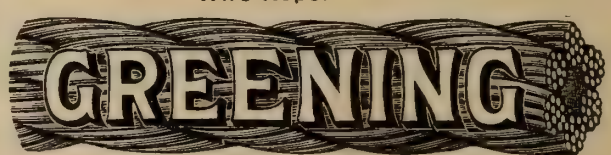

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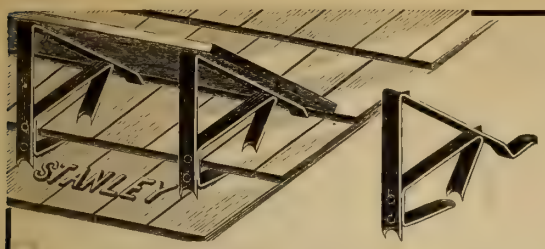

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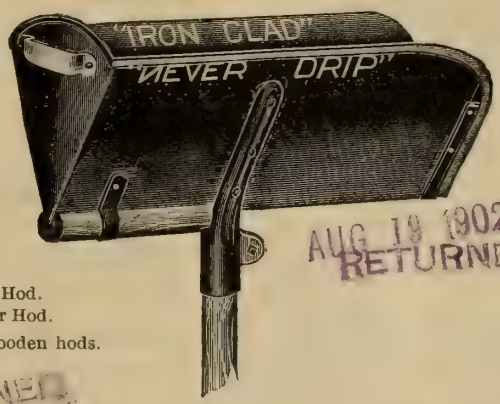

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Will outlast 10 of the ordinary wooden hods.

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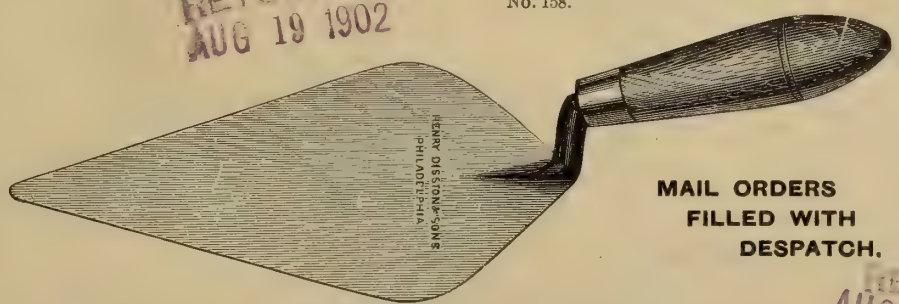

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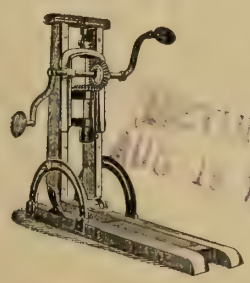

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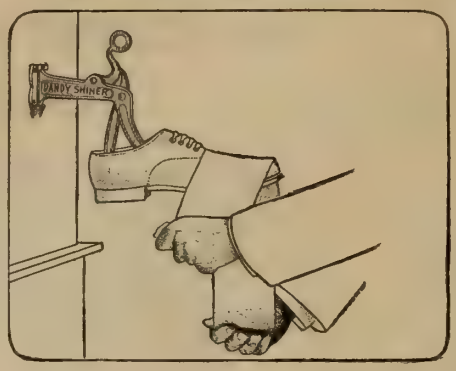

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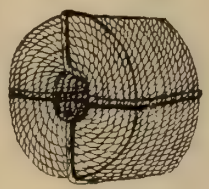

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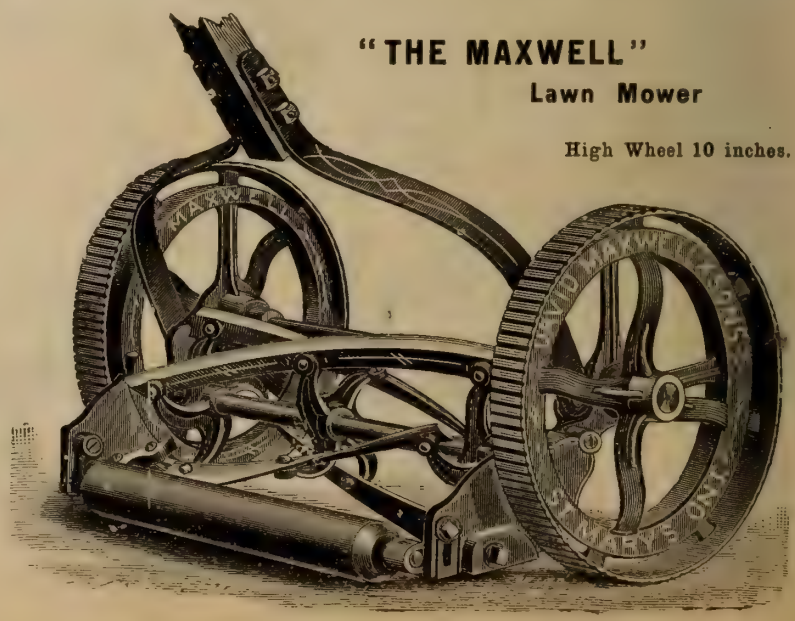

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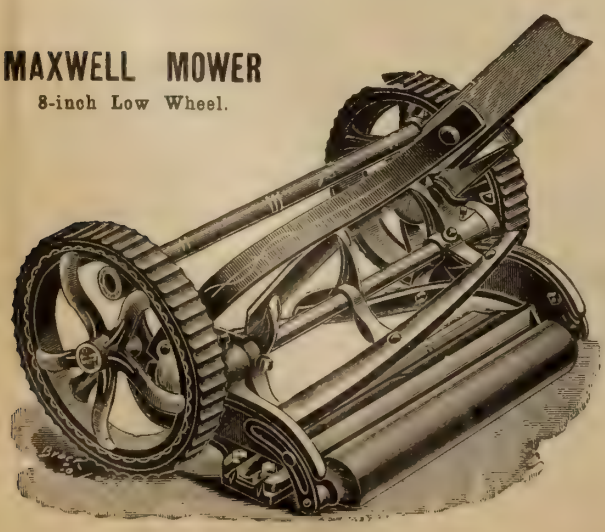

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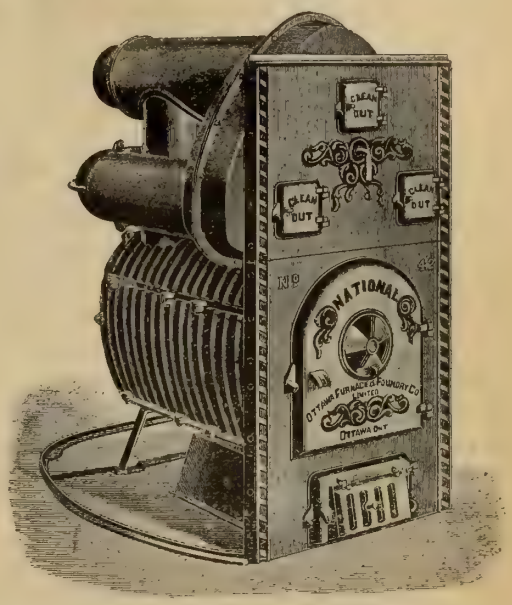

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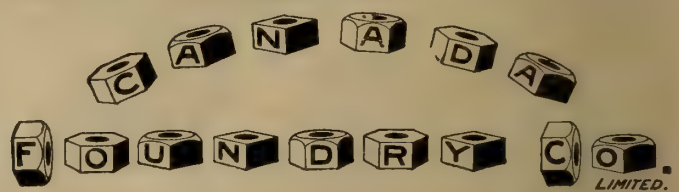

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HARDWARE AND METAL

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DOMINION COAL AND STEEL.

THE Dominion Coal Co. and The Dominion Iron and Steel Co. have certainly a bright outlook, to judge by the strides already made, and the demand with which the products of each of these companies meets with. According to the president of the two companies, Mr. James Ross, the net earnings of the coal company for March, April, May and June, the first four months of the fiscal year, showed an increase of $300,000 over the earnings for the same period in 1901. Only the last two of these months were in the season of St. Lawrence River navigation, and July, he thought, would show an output of 300,000 tons or more. He stated that this year there would be over 1,000,000 tons of coal sent up the St. Lawrence against 850,000 in 1901.

As to The Dominion Iron and Steel Co., Mr. Ross said that they could sell three times as much as they could produce at present. The company was rapidly getting in shape to produce the full output of the plant, 30,000 tons per month. The steel, too, was of the first quality, and never had a customer made a complaint. The chief point was to get down the cost of the raw material for manufacturing steel, as from four to five tons of the various materials were required to produce one ton of steel. Along this road the company is proceeding rapidly, as in June, 1902, they managed to have all the ore delivered at Sydney at 35 or 40 per cent. less cost than last year. He expected that the cost could be brought down materially lower than this, which was under $1 per ton.

The company has secured a number of options on ore bodies, and is spending a good deal of money in testing and developing such, as it is their policy to secure all the iron ore possible in Canada. The three buildings for the rail mill have been practically completed and the machinery will shortly be installed.

Mr. Ross spoke of the ever-increasing market for steel, and the number of new industries springing up in which steel was the principal material used. If such corporations of good financial standing were wanting in this country the company would build other mills themselves.

The man who loafs would die were it not that someone always has a loaf to spare.

HELP THE FARMERS.

ULTIMATELY the success of the merchant depends on the success of the farmer. A merchant's good times come around when the farmer comes to town on market-day with a good fat purse. Retailers in country towns all know this, and realize that in the farmer is to be found their best customer.

Under the circumstances it will be to the merchant's best interest to keep the farmer well posted on those matters of public importance which will tend to increase his prosperity. For instance, a pamphlet has just been published by Mr. J. G. Rutherford concerning the breeding in Canada of horses for army use, which contains matter of vital interest to the farmer. In this document Mr. Rutherford points out that the South-African campaign has demonstrated the necessity for equipping the army with serviceable mounts. Such an equipment to day has become imperative in every army with any pretence of being modern.

Canada, which would naturally be expected to supply any number of suitable horses, has been found strangely lacking in this respect. It is not an easy matter at present to obtain in this country any large number of horses altogether suitable for army use. This lack is due to the want of encouragement shown to breeders and the absence of a demand for such horses. To-day there is a demand and there should be an encouragement. Therefore, in self-interest, our merchants ought to direct their country customers' attention to the new demand. Very little extra effort or expense will be required to increase the present small supply enormously. Instead of rearing light horses and ponies, which are of but little value, breeders might just as well raise animals better suited to military service.

EXPORT DUTY ON NEWFOUNDLAND IRON ORE.

A REPRESENTATIVE of HARDWARE AND METAL in London, England, reports as follows: "I have just been informed by one of the Canadian Ministers now in London that during one of the conferences between the Colonial Premiers, Sir Robert Bond, the Newfoundland Premier, remarked that his Government intended placing an export duty on iron ore. 'Sir Robert holds,' said the Canadian Minister, 'that the Island is getting very little benefit from its enormous beds of iron ore, and that as the Dominion Iron and Steel Co. bought the mines at a comparatively low figure and is mining the ore at a very low cost, it can afford to pay a moderate export duty.' "

This is all the information our correspondent furnishes, but it is enough to indicate that the Newfoundland Government proposes to do what it has been for some time expected to do.

About six or seven months ago The Evening Herald of St. John's, Newfoundland, started an agitation in favor of the imposition of an export duty of 25c. per ton on iron ore. The Herald is generally understood to be in the confidence of the Government, and it is possible our contemporary was feeling the way. At any rate, the proposition appeared at the time to meet with a great deal of favor, and it is possible the Government has been influenced by public opinion in the matter.

The iron deposits of Newfoundland which have become so famous of late years are on Bell Island, about 35 miles from St. John's. The ore beds consist of small regular blocks of red hematite, which are piled one upon another to an average depth of about 8 ft., and extending over an area of nearly 1,000 acres. The quantity of ore within this area is estimated to be nearly 40,000,000 tons. The cost of mining the ore and placing it on board ship is estimated at 25 to 30c. per ton. Both The Nova Scotia Steel and Coal Co. and The Dominion Iron and Coal Co. draw the greater proportion of their supplies from the Bell Island deposits. The mines were at one time owned by the former company, but the latter secured an interest two or more years ago for which it paid about $1,250,000. In the area purchased by The Dominion Iron and Coal Co. there are estimated to be 28,000,000 tons of ore.

According to the trade and navigation returns of the Dominion the imports of ore from Newfoundland during the fiscal year 1901 were about 520,000 cwt., the value of which was $165,000. A tax of 25c. on this amount would, of course, greatly add to the cost of the ore. While this would be regretted the iron and steel manufacturers of Cape Breton would still have cheaper ore than any of their competitors on this continent.

LOCAL INTERESTS AND THE ATLANTIC SERVICE.

IT is to be hoped that local jealousy will not be sufficiently strong to prevent the realization of a fast Atlantic service between Canada and Great Britain.

For ten years scarcely any question has been more largely in the public mind than the necessity of a fast Atlantic service. There have been times when it has been relegated to the background or eclipsed for the time being by some other question, but it has again and again come to the front; and it will continue to do so until it has been dealt with in a way that the necessities of the case demand.

Among the various problems which are to-day demanding solution that regarding transportation transcends all others. The tariff is important. Imperial trade is important. But unless we have efficient transportation facilities the trade and commerce of the country must labor under disabilities no matter how favorable the conditions may be in other particulars. And the fast Atlantic service is at least one of the pivotal points of the transportation problem.

On some of the questions before the public it would be practically impossible for the business men to unite, because of the political atmosphere which surrounds them. But there is no political atmosphere around the transportation question. As far as the Atlantic service is concerned there is no doubt in it a mixture of sentiment, particularly since the Morgan merger startled the British world, but the sum and substance of the matter is, after all, business. It therefore demands the attention — the careful attention—of business men. If they cannot solve it in a satisfactory manner no one can. To leave it to the politicians would be idle. And yet there is danger of business men delaying solution of the question by viewing it from a local or provincial and not from a national standpoint.

What we want to keep before our mind is not the particular interests of Montreal or Quebec or of Halifax or St. John. The paramount interest to consider is that of the Dominion. And the more we allow that interest to overshadow all others the more easily will the question be settled.

MISMANAGED COUNCILS.

MISMANAGEMENT of the city's affairs is even a more than usually fashionable subject for discussion in Toronto at present. It is asserted that the affairs of the city are not run in a business-like way. No doubt this is quite true. And the cause is not far to seek: It is the lack of practical business men in the council.

If the ward heeler is the predominating influence in the council, the citizens cannot expect anything else but mismanagement. Like begets like.

We are quite aware that the self-respecting business man has very little to encourage him to enter public life through the door of the municipal council in Toronto or any other city. Influences without number are brought to bear against him the moment he steps into the arena. But these influences, even if in the beginning they defeat him, cannot finally do so. Next to fitness the essential to success is persistency.

Business men are gradually awakening, and it is to be hoped that when the next municipal elections come around they will be wider awake than ever before, not only in Toronto, but in every Canadian city as well.

Some attention to this matter might, with profit, be given by such organizations as the Canadian Manufacturers' Association, the Retail Merchants' Association, the Maritime Board of Trade and the Master Plumbers' Association when they meet in annual convention in the course of the next month or two.

TALES OF TRAVELLERS FROM THE EAST.

MR. J. F. JUNKIN, managing director of The Manufacturers' Life Insurance Company, who has just returned via the Empress Line from Japan and other points East, was asked the question : " Is there any opening for Canadian enterprise in China and Japan ? "

Said Mr. Junkin : " Yes, there should be a large and continually growing market for Canadian flour, lumber, beef, and other products, as well as for many lines of manufactured articles, such as electrical appliances, machinery, etc. Japan has made more progress during the last 30 years than any other nation has done in centuries, and electric light, bicycles, and other modern conveniences are coming into general use, even in the interior. The Anglo-Japan alliance will be strong enough to protect China from the European nations who have been acting towards China like a pack of ravenous wolves. There will be no more partition or grabbing of territory, and China will soon learn to confide in the good intentions of the allies, who will then be able to lead her out into more enlightened and progressive ways. Once thoroughly awakened and enlightened under some coming leader, she will startle the nations. The Chinese have a great deal of latent energy, and the business men are honorable in their dealings."

Mr. Junkin also stated : " India, for want of water, consequent on deforestation, seems to be in a state of partial or total famine almost all the time, especially in districts without irrigation. Canadians should take a lesson and preserve their forests, and wherever they have ruthlessly destroyed them, as in many parts of Ontario, they should do a certain amount of replanting each year. In Japan, where they are almost nature worshippers, they long ago began reforestation, and have now many beautiful forests of cryptomena, pine, camphor, maple and other fine trees. Not a twig is wantonly sacrificed, with the result that the whole country is like a garden. Water is plentiful everywhere, and their forests are a perpetual source of wealth."

Mr. W. C. Matthews, Canadian general manager for R. G. Dun & Co., has also just returned from an extended trip to the Orient. When interviewed, Mr. Matthews stated : " The Philippines are very rich in natural wealth, agriculture, minerals and forests.

" This wealth can only be reached by the development that comes through manual labor, and by the suicidal policy of the United States Government in applying the Chinese Exclusion Act to the Philippines they have shut out the only class of people able and willing to do the work—the Chinese coolies. The country will never be developed by the Filipinos, as they are idle and uncertain, incapable of any sustained physical effort, and unwilling to work more than to supply their bodily wants, which are few and easily met."

When asked as to the possibilities for trade, Mr. Matthews said that there was practically no chance for Canadian trade with the Philippines. Flour was about the only article that could be sold, and the long and expensive haul before shipment made competition with the Oregon and Washington product impossible.

There is a great deal of building going on in Hong Kong, with an active demand for structural steel and other building material that could be supplied by Canada if a steel plant was in operation on the Pacific Coast.

" All the foreign trade in Hong Kong, both import and export," he continued, " is in the hands of Europeans and Americans, with Great Britain well in the lead. The distributing trade is done exclusively by the Chinese, who are natural born traders, shrewd and keen, but generally very reliable. Their simple word is taken for transactions involving large sums of money, and they very rarely break faith."

Of Shanghai, where British, German, and United States merchants compete, the former still doing the bulk of the trade, Mr. Matthews spoke with enthusiasm. Of the Chinese he said that they are a much higher type of men than is generally supposed in Canada, where we practically only see the coolie class ; they are born merchants, cool, clear-headed and able, and in a business transaction can hold their own with any nationality under the sun."

" China," said Mr. Matthews, " was suffering from the low value of silver, the currency of the country being on a silver basis. The indemnity of 450 million taels due other nations was due in gold, and with silver at its present price, this meant adding 150 million taels to the present indebtedness, which was a very serious thing for even a rich country like China."

Mr. Matthews replied in the negative to the question : " Is Canada doing as much business in China as she could ? "

" The country is an enormous buyer of flour, which comes almost entirely from the United States, mainly from the same causes as in the Philippines, and because it is cheaper, though poorer. A trade could be got by Canada, and while it would cost something to do it, the market would be sure when once captured, as it is difficult to get a Chinaman to change when once satisfied. There is a great deal of lead used, and with the Government bounty now in force she should now get her share of this market. Lumber can also be sold in much larger quantities if transportation facilities are improved."

" Commercially, Japan has been making enormous strides," said Mr. Matthews. " In 1891 their total foreign trade, both export and import, was 142,454,540 yen ; in 1901 it reached 508,166,187 yen, an average growth per year of 36,571,647 yen. During the four years of 1897 to 1901 the tonnage of Japanese vessels increased 2,287,706 tons, bringing it up to a total of 3,861,659 tons, while Great Britain has 4,080,583 tons and Germany 1,192,153.

" Their motto is evidently ' Japan for the Japanese,' " said Mr. Matthews, "and while they made use of foreigners in starting their railways, telegraphs, etc., they have now dispensed with them entirely, and everything is done by their own people. There is a chance for Canada to increase her trade in timber, lumber, flour, fish and lead, but it will have to be gone about systematically, and may require the expenditure of some time and money before satisfactory returns are reached ; but the field is a good one and the business worth working for."

Mr. Matthews stated that wherever he went in the Orient Canada was a frequent source of conversation. The contingents to the South-African War had advertised the country greatly, and created a warm feeling for us among the other colonies."

CONTRACTS FOR A WINNIPEG SCHOOL.

On July 21 tenders for the erection of a new public school on the corner of Edmonton and St. Mary's streets, Winnipeg, were awarded at a meeting of the public school board. Contracts were entered into with the following contractors, their tenders in each case being the lowest : Kelly Bros., excavation, draining, stone and brick work, cement floors, plastering, $16,900 ; John McLeod, carpenter and joiner work, $11,845 ; W. & W. Rutley Co., heating and ventilating apparatus, $2,500 ; James A. Payne, painting and glazing, $1,640 ; Douglas Bros., tin and galvanized work, $1,455 ; J. L. Wells & Co., plumbing, $446 ; E. S. Harrison, electric wiring and fixtures, $285. Total, $35,071.

THE B. C IRON INDUSTRY.

At a meeting of the Voters' League, Victoria, B.C., the report of the joint committee, as given by Mr. Lugrin, was adopted, that the following resolutions should be carried : (1) That the Government be requested to use the services of the Provincial Mineralogist to examine and describe and sample known deposits of iron, and that a bulletin be published embodying the results ; (2) That an official report embodying the report of the special committee on iron and steel and all other available and reliable matter tending to advertise the iron and steel resources of the Province be compiled, and copies forwarded to the Hon. J. H. Turner, and the boards of trade at the leading cities in Canada and elsewhere.

LEAD REFINING AT TRAIL, B. C.

An unparalleled degree of purity has been attained in practical lead refining operations. At Trail the refined product turned out by the new process of refining by electricity is no less than .999 pure. In addition to attaining such wonderful results with respect to the quality of the product, the electrical process is understood to be less costly and cumbersome than the chemical process ordinarily followed.

The Canadian refining industry thus secures an initial advantage over its competitors, which will be timely, for under existing circumstances the industry has many odds to compete against.

The present production of refined lead at Trail is ten tons daily, and some 40 men are employed about the refining plant, although the permanent force to maintain production at its present standard will not be as large as will be the case as soon as a market can be found for an increased production.

CANADA PAINT COMPANY'S ANNUAL PICNIC.

SATURDAY, July, 26, was a red letter day with the employes of The Canada Paint Co. in Montreal. Seven carloads of merry-seekers pulled out of the Bonaventure Station, G.T.R., bound for Otterburn Park at St. Hilaire.

The managing director, Robert Munro, owing to a peremptory engagement, was unable to accompany the excursionists, but he assisted in seeing that everyone was safely embarked and there was much cheering as the train pulled out.

The St. Gabriel Independent Brass Band was engaged for the day and played lively airs at each stopping place en route. Casey's Symphony Orchestra occupied the stand for the dancing. The music was all that could be desired.

Fortune favored the picnicers in the matter of weather. The day was a glorious one, the sun shone brilliantly in its setting of blue sky which was just here and there tinged with fleecy clouds. The countryside and Campbell's seignory on Beloeil mountain never looked better. A gentle breeze played upon the temples of the gay throng and served to keep everyone in good humor. The air was vocal with the songs of birds and the laughter of children, who, in their exuberance of spirits, carolled forth merrily. Like untiring sentinels the giant trees (their opulent foliage just swayed to motion by the gentle zephyrs), looked down upon the pleasure-seekers and spread a refreshing shade. Cattle grazed and lowed in the surrounding fields, the "chip," "chip," "chip" of the gay chipmunk was heard, and the picture was, indeed, an inviting one.

Beyond, the wavelets of the Richelieu River were seen, and ever and anon loud laughter broke the pastoral stillness as the games proceeded—some drove, some fished and some watched the ball match, "Elephant" vs. "Prism." Johnny Baptiste was there lolling in the shady places, breathing tender words by wireless telegraphy to Rosalie Laflamme; Jock O'Hazeldean and Flora McGillicuddy sat by the river bank pensive and silent as befits a Highland courtship.

James Campbell, of the The Acme Can Works, acted as umpire, and also gave a fine exhibition of wrestling with Fred Thibault, catch-as-catch-can style.

Hugh W. Aird, the popular and indefatigable treasurer of The Canada Paint Co., also acted as umpire, and his decisions always gave unqualified satisfaction.

The chemist of the Company, Dr. Kyle, made a capital referee for the football match, but alas! as most referees do, he came out of the field badly battered. Dr. Kyle took the friction good naturedly, and invariably threw oil (linseed) upon the troubled waters.

The hundred-yard dash was a brilliant affair, and elicited great praise from the spectators. Throwing the 56-lb. weight was a fine exhibition of skill. It was found that some one had purloined the weight for a boat anchor, and a bladder of putty was impressed into service in lieu of the 56-lb. avoirdupois.

A large amount of work devolved upon the secretary, Edward Coleman, but he performed his duty to the entire satisfaction of everyone present, and was voted unanimously a jolly good fellow.

It is satisfactory to note that it was the most successful outing ever held by this company's staff, and they desire to heartily thank, one and all, those who so liberally contributed to the picnic fund.

The programme was printed in colors, and was a more than usually elaborate thing of the kind.

John Thompson, the superintendent, armed with a marshal's baton, was here, there and everywhere on the grounds seeing that the ladies were well looked after, the children regaled with cocoanuts, candies and fruit, and that each man received his just due. John Cox, of the printing department, attended to the gentlemen of the press, and saw that their wants were supplied.

NEGOTIATING FOR STEAMERS.

F. H. Clergue, of Sault Ste. Marie, is negotiating with President Campbell, of the Detroit, Belle Isle and Windsor Ferry, concerning the purchase of one of the steamers now operating at Detroit. The boat will, if the deal goes through, be placed in operation between the American and Canadian Soo above the rapids. The Clergue interests want two boats capable of breaking the ice, and, as the steamers of the Ferry Company have demonstrated that they can do so efficiently, one of them will probably go to the Soo.

HANDSOME SILVER TROPHY.

The new Ontario Bowling Association trophy, to be competed for at the annual tournament at Niagara-on-the-Lake commencing August 10, has been awarded to The Toronto Silver Plate Co., Limited, after some keen competition.

It is to be manufactured of sterling silver and stands 25 in. high on an ebony plinth. The neck and upper portion of the cup is fluted in the French gadaroon style. The shield is handsomely engraved and surrounded by an applied wreath of maple leaves. The ribbon bearing the name of the Association is also applied.

In the centre of the shield are bowls and net, the handles are also ornamented at outer extremity with bowls in lignum vitae. The base bears four sterling silver shields with lignum vitae bowls alternately placed.

The design is most pleasing and reflects a great deal of credit on The Toronto Silver Plate Co.'s designer.

10,000 DIFFERENT BRUSHES.

It is an interesting fact to note that the United Factories, Limited, manufacure over 10 000 different kinds of brushes. They make a brush for every known want—from the finest camelhair brush down to the common dandy brush. Dealers who make a specialty of horse and carriage brushes will do well to note that this large concern import all their raw material direct from the producer. This means much in a wide-margin-of-profit sense to the retailer.

LONDON ROLLING MILLS.

Work on the plant of The London Rolling Mills Co., London, has commenced, and it is expected that the new industry will be in operation in November. The mills are to be located on Trafalgar street, east of the London and Port Stanley tracks, and adjoining the site for The McClary Co.'s new foundry. The main building will be 150 x 176 ft. About 65 persons will be employed at the start. The works at Guelph have been closed, and the removal of machinery to London begun.

A NEW AGENCY.

F. C. Hirsch & Co., 228 St. James street, Montreal, have been appointed sole Canadian agents by Hartley & Sudgen, Halifax, England, for their welded wrought iron boilers, for heating churches, schools and public buildings. These boilers, being welded, instead of riveted, cannot leak at the joints. For public buildings these boilers are unexcelled, and those having to fit up new buildings should examine them.

WIRE NAILS
TACKS
WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

INQUIRIES ABOUT CANADIAN TRADE.

THE following were among the recent inquiries relating to Canadian trade received at the Canadian Government Office in London :

1. Inquiry is made for Canadian shippers of wood flour by a firm who are needing a considerable quantity.

2. A London firm have asked to be placed in communication with some of the principal oilcake mills in Canada.

3. A firm in a good position to undertake the agency in London of a large wood pulp mill in Canada desire to correspond with an important concern not already represented.

4. A Welsh importer is desirous of obtaining f.o.b. prices at Canadian ports, and c.i.f. prices Bristol or Liverpool for Canadian spruce and pine lumber, mouldings, etc.; also for oils and greases in barrels or drums. He is also prepared to quote for high-grade Portland cement for export.

5. An Italian house ask to be referred to a leading Canadian exporter of Labrador cod.

6. An English firm manufacturing agricultural tools, steel files, etc., make inquiry respecting the opening in Canada for their goods.

7. A Canadian firm of engineers with a branch in England are open to take up the agency for Canadian manufacturers of pig iron, steel rails, billets, iron and other ores, wood pulp, etc.

8. A young Canadian now on a visit to Europe desires to get into touch with some English firms in the grocery and smallware line who require such an agency in the Dominion as he can offer on his return.

[The names of the firms making the above inquiries can be obtained upon application to the Editor of HARDWARE AND METAL.]

The Value of Quality.

The one thing and the most essential thing in any article that distinguishes it, that makes it better and more satisfactory than other similar articles in quality.

THE SHERWIN-WILLIAMS PAINT

has every essential of quality. It's a well made paint—one that always gives satisfaction to the user and never brings discredit on the dealer. It's a paint that a dealer may pass over the counter and be certain of good results.

In addition to intrinsic worth, it has the selling qualities that build up trade and make money for the dealer. It's well advertised and is known and sold all over Canada.

Our B-13 booklet tells how Sherwin-Williams Quality and Sherwin-Williams Advertising builds up paint business. Write for it to-day.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CLEVELAND.

CHICAGO, NEW YORK, NEWARK, MONTREAL, BOSTON, TORONTO, SAN FRANCISCO. KANSAS CITY

SALE OF BLACK MAGNETIC ORE MINE.

Deposits of black magnetic ore at Whycocomagh, C.B., were sold, July 25, through the office of McLaughlan & McCabe, solicitors to officials of The Dominion Steel Co. for $100,000.

The quality of ore is by experts declared to be extraordinary, containing 66 per cent. metallic iron, with only traces of sulphur and phosphorus. The quantity of silica is but small. The mine was discovered last year, but it was only last month that its great value became apparent. Its fame traveled swiftly, for within the past few days requests for specimens have been received from Sault Ste. Marie, Montreal and Toronto.

The quantity of ore is estimated at many millions of tons.

THE COMMISSIONERS MEET.

At the first meeting of the Temiskaming and Northern Ontario Railway Commission on Tuesday, July 29, all of the commissioners were present—A. E. Ames, Edward Gurney ; F. W. Folger, Kingston ; M. J. O'Brien, Renfrew, and F. E. Leonard, London. Mr. Ames was chosen chairman, D. E. Thomson, K.C., was appointed counsel pro tem, and P. E. Ryan, secretary pro tem. Reports were received from W. B. Russell, chief engineer for the line, and E. J. Sinclair, acting solicitor, showing the survey and the purchasing of the right of way to be making satisfactory progress. Work is in proceeding on the first 20 miles.

The next meeting of the commission will be on August 9.

CANADIAN AGENTS.

Decatur, Bull & Co., Montreal, are sole Canadian agents for the National Cutlery Co.'s shears, who are not connected with any combination, who make all their own malleables, and manufacture the only tinners' snips and shears made in the world with a steel ride. No soft spots, no saw edges, and with a perfect guarantee. See cut of the no stop joint. Each pair of these shears put up in a separate pocket.

FINEST MICA MINE IN THE WORLD.

The Lacy and Smith mica mine at Sydenham, near Kingston, is said from recent discoveries to be the finest mine of this class in the world. A new bed of great value has been turned up and pieces 7 ft. long have been taken out.

HER FIRST LOCOMOTIVE.

The following is from The Toronto Globe of July 29, 1852 : "A locomotive was put in motion on Monday, for the first time, in New Brunswick, on the first section of the St. Andrew's and Quebec Railway."

A NEW ENTRANCE.

Lewis Bros. & Co. will shortly have the new entrance to their warehouse completed, which will considerably improve the appearance of that part of the building. The new stairway, which is being put up, is much wider than the old one, and is being handsomely fitted up in hardwood. The old entrance will be closed entirely.

AGAIN ON DECK.

Mr. F. S. Murdoch, who represents The Canada Paint Co. in the Lower Provinces, had the misfortune a while ago to meet with an accident, fracturing his leg. We are happy to report that he is once more about and "on deck" for business. Mr. Murdoch has many friends in the Maritime Provinces who will be glad to hear of his recovery, and, it is understood, that a hearty welcome is awaiting him at various points.

MR. CRATHERN A LEADER.

Mr. Jas. Crathern, the well-known wholesale hardwareman of Montreal, is a candidate for reappointment as the representative of the Board of Trade on the Harbor Commission. "His record as a member of the commission," remarks The Gazette, "is evidence that to reelect him will be to retain the services of a capable man attentive to his duties. The likelihood is that he will be reelected."

RETAIL MERCHANTS' MOONLIGHT.

The Toronto Branch of the Retail Merchants' Association of Canada will hold their annual moonlight excursion on Wednesday, August 13, 1902, on the steamer Chippewa.

EXCURSION OF GUELPH SALESMEN.

About 500 salesmen and clerks, of Guelph, enjoyed their second annual outing to Berlin on Thursday, July 24. The Royal City Association had chartered a special train.

The officers were as follows: Secretary, O. L. Dunning; starter, J. Gould; judges, C. L. Nelles, F. Hendley and James Hewer. President Wallace, with the other officers and members of the committee, assisted these gentlemen, and the manner in which the sports were run off was indeed creditable.

In the evening, through the kindness of His Worship Mayor Eden, the Berlin band gave a concert at the park for the pleasure of the visitors, at which about 3,000 people were present.

TOURISTS IN MARITIME PROVINCES

The I.C.R. is doing a rushing business these days. The tourist travel this season is very large. For the 11 months of the year ending May 31 last there was a deficit of about $40,000, compared with $600,000 for the same time last year. The June figures are not yet completed, but when they are this deficit will be wiped out and there will be a small surplus remaining. When the I.C.R. estimates were under discussion last season Mr. Blair said that he expected to close the year with a surplus of about $40,000 or $50,000, and his expectations, according to the information which is now being received at the Department, will be borne out when the final returns are in.

AN EDMONTON HARDWAREMAN'S VIEWS.

Jas. A. Stovel, one of the leading hardware merchants of Edmonton, Alta, in Winnipeg last week stated that the Edmonton district is filling up very rapidly with a splendid class of new settlers, and real estate values have increased very materially during the last two years. One section of the district has been settled by a contingent of 3,000 Russians, who are all prosperous, and will make a substantial addition to the population of the West. Mr. Stovel has great faith in the future of the Edmonton district, and points to the remarkable growth of the town and district as one of the features of Western development.

Robinson & Co. are reported as about to start in the retail hardware business in Toronto.

The name **IVER JOHNSON** on a **SINGLE BARREL SHOT GUN** stands for **absolute DEPENDABILITY**

A result which has established for it a world-wide reputation; has caused the trade to prefer it to all others, and the public to demand it.

To produce the best that money can buy, that experience can produce, is our

CONSTANT AIM.

Semi-Hammerless. Trigger Action. Ejector, or Non-Ejector.
12, 16-Gauge. 28, 30, 32, 34-in. barrel.

LIGHT SURE SAFE

Send for new Catalogue just published.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Salesroom: 99 Chambers St. FITCHBURG, MASS.

THE BATTY STOVE & HARDWARE CO.

. . . Successors to . . .

The Toronto Branch of THE COPP BROS. CO., Limited.

—WHOLESALE DEALERS IN—

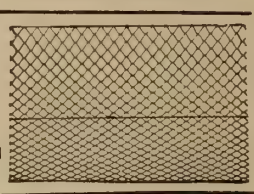
Mantels, Grates, Tiles, etc. Coal Grates. Gas Grates. Gas Logs.

HOT-AIR REGISTERS A SPECIALTY.

Stove repairs for the Copp Bros'. make of Stoves and Furnaces.

New Address—76 York St., TORONTO.

NOTE CLOSE MESH AT BOTTOM



Page Acme Poultry Netting

is close meshed at bottom and does not require rail or board support at edges, having strong straight wire (No. 12 guage) at top, bottom and in centre, cannot sag and is easy to erect. The "Page Acme" netting is of neat appearance, very durable and cheap. We also make farm and ornamental fence, gates, nails and staples. The name of Page is your guarantee of quality.

The Page Wire Fence Co., Limited, Walkerville, Ont. 5

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made.

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

WANTED.

WANTED—POSITION IN GOOD HARDWARE store, by reliable young man; no experience. Anxious to obtain thorough knowledge of business. Can keep books. Best of references. Full particulars, write W. A. Matthews, Durham, Ont. (31)

KNOX HENRY

Heavy Hardware and Metal Broker
Room 32 Canada Life Bldg., MONTREAL.

Samples sent free on application.

HORSE NAILS—"C" Brand Horse Nails Canada Horse Nail Co.

"BRASSITE" GOODS — Gunn Castor Co. Limited, Birmingham, Eng.

H. S. HOWLAND, SONS & CO., LIMITED.

WHOLESALE ONLY

37-39 Front Street West, **Toronto.**

ONLY WHOLESALE

RETURNED AUG 14 1902

PRIMERS

Berdan

Dominion

U. M. C.

Winchester

Eley's

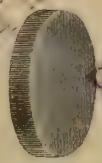
CAPS

Eley's, 8 to 24
U. M. C., 10 to 12

Musket

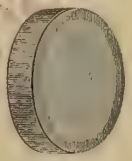
WADS

Thin Carboard



Smokeless

Grease Proof



Black Edge

Thick Black Edge

Thick Black Edge

Brown Felt.

Empty Paper and Brass Shells

DOMINION

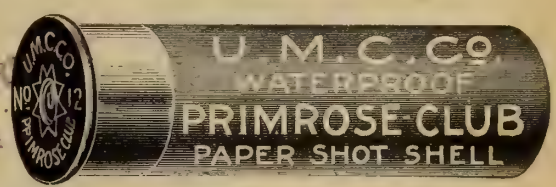
"VULCAN," 12 Gauge.
"TRAP," 10, 12, 16 "
Brass Shells, 10, 12 "

ELEY'S

"GRAND PRIX," 10, 12, 16 Gauge.
"ELEY'S JOB," 20 "

U. M. C.

"UNION," 10, 12, 16 Gauge.
"MONARCH," 10, 12, "



"PRIMROSE CLUB," 12, 20 Gauge.
"CHALLENGE," 10, 12, 16, 20 "

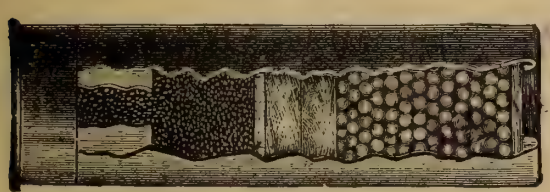
Winchester

"NEW RIVAL," 10, 12, Gauge.
Brass Shells, 10 12, 14 "

"WINCHESTER REPEATER," 10, 12, 20 Gauge.

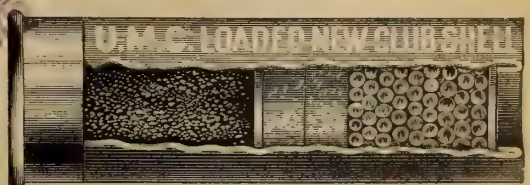
LOADED SHELLS

ELEY'S



ELEY'S, Loaded with Black Powder, 10, 12, 16, 20 Gauge.
" " " Smokeless " 10, 12, 16, 20 "
DOMINION, " " Black " 10, 12, 16 "

U. M. C.



U. M. C., Loaded with Black Powder, 10, 12, 16 Gauge.

FOR FULLER PARTICULARS SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO., LIMITED, Toronto.

OUR PRICES ARE RIGHT

Graham Nails are the Best.

WE SHIP PROMPTLY

Factory: Dufferin Street, Toronto.

MACHINERY AND ELECTRICAL SUPPLY DEPARTMENT

POWER REQUIRED TO DRIVE MACHINERY.

SOME recent tests made on machine tools and shafting showed that 60 feet of 2-inch shafting, driving 17 countershafts with from one to three belts each, required 5 amperes to drive at 150 revolutions per minute, the current being supplied at 150 volts.

To cut hard cast iron required 6 amperes, the cut being ½ by 1-16 inches, and the cutting speed 100 feet per minute with one of the new special tool steels.

A 20-inch drilling machine run without cut, absorbed 1 ampere. A circular milling machine, run on cut, took 1 ampere, and idle it absorbed 0.5 ampere only.

A spur-gear cutting machine requires 0.75 ampere idle, and 1.25 ampere when cutting teeth of about ⅜-inch pitch three at once.

A 6-inch lathe only absorbed 0.25 ampere idle. Except the heavy boring mill with 30-inch table, which did the heavy cast-iron cut, the machines cited were all of light type. Generally, it may be said that machine tools of the light order require very little power to drive them, and there is not much present reason for applying separate motors to them. The 60 feet of shafting cited above was driving 17 machines, all placed on one side of the shaft. It could drive an equal number of machines placed on the opposite side of the shaft, or, say, one machine to each 2 feet of shafting. As the belt pulls would balance on opposite sides, a total current for 34 machines and their countershafts would probably not exceed 8 amperes, or, say, 0.25 ampere per machine. Where machine tools are busy, it will not pay to drive them by separate motors - it will be better to group them on shafting. Nothing, of course, should interfere with the grouping of the machine to secure the best arrangement of work.

Where one shaft drives a number of similar machines, there is some economy to be secured by coupling it up in several lengths, so that in the event of a slack period, or of overtime on a few machines only, the line shaft may be uncoupled beyond the few machines needed. Where it can be arranged, the motor should drive upon the middle of the shaft, but very frequently it is more convenient to arrange the motor to drive from the end.

When a shaft drives different kinds of machines, all operating on the same pieces, it may be both possible and convenient for the machines to be mixed together all along the shaft, instead of being grouped in sets of A, B, C, etc. Then at slack periods some of each machine can be driven off one section of the shaft, the remainder of the shaft being uncoupled for economy of power. This point is, of course, to be secondary to shop economy, but may well be attended to if other economies permit of it.

No bevel wheels should be permitted for coupling shafts at right angles. Each shaft must have its own motor. Heavy machines should not be grouped with light machines, especially when the heavy machines are of the reciprocating order, such as heavy planers. Heavy machines of this type demand a heavy current at each point of stroke reversal. They cannot well have fly-wheels, except at the motor side of the driving belt, because the back and forward strokes of the machine are done at different speeds, and a fly-wheel is therefore inadmissible. It is thus proper for heavy machines to have their own motors, while it is also equally proper that a large number of small machines should have one motor only the load on which is rendered more uniform with the number of machines it drives. In textile machinery the speed is constant for long periods at a time in a few machines, and absolutely so in others. It does not vary widely in any.

In machine tool work machines are fitted in themselves for a wide range of speed. Where a motor can be economically run at wide limits of speed, it will enable the machine which it drives to be simplified to a corresponding degree. When arranging for driving a new works, a balance must be struck between the simplification of the machine and of the motor which drives it. As specially arranged machines are at present more difficult to obtain of satisfactory order than of standard machines, this should be remembered when deciding upon the system to be employed. With separate motors to each machine, each motor must have a power in excess of the maximum effort of the machine it drives. Consequently the aggregate power of a dozen separate motors will be nearly or quite double the power of a single motor that would drive the dozen machines in a perfectly satisfactory manner. Separate motors are therefore likely to involve an excessive first cost. For the remodelling of existing works, the separate motor will usually be quite out of the running. Fairly modern places may require little else than the removal of present motive powers in favor of electrical motors, the present motive power being perhaps a small steam or gas engine on each line shaft, or, perhaps, a pair of bevel wheels, or a belt or rope pulley. Where enormous economies have been effected by means of electrical driving, the cause must be sought in the widely scattered nature of the works, the comparative fewness of machines, and the great length of shafting, or of more wasteful steam piping, and in the badness of the bearings of the shafting and of the attention, as well as in the low quality of the many small engines employed. But in a textile factory there is but small hope of any economy by electrical driving. Probably about one-fifth the present indicated horse-power could at once be cut out by discarding the main engine and driving each shaft by a separate motor. A really well-driven factory may require 37 tons of coal per 1,000 horse power per week, or per 800 horse-power delivered to the shafting. The coal bill is, say, £20 per week. The engineer and fireman will still be required to attend to motors and heaters. To supply 800 horse-power for 56 hours per week for £20, will demand that energy must be sold for 0.107d. per horse-power hour for fuel, to compete with the best present steam practice; allow even ¼ of a penny per horse-power hour, or, say, 1-6 of a penny per unit, and it will be seen that where electrical energy is generated from coal, utilized by means of engines with a poor load factor and distributed by cables, there is but little prospect of its competing with independent high-class steam engines in well-arranged factories of the textile type. But there are undoubtedly many factories that use probably three times the amount of coal of our high-class assumed factory, at 50 per cent. greater price. Power must, therefore, cost these factories about 0.5d. per horse-power hour, or even 0.7d. per unit.

For second-class factories electrical energy can be supplied at paying rates, while for certain classes of factories using heavy machines which do not run continuously, electricity can be purchased to show an economy. Every case must be considered on its own merits, but upon the general lines above indicated.—Electrical Review.

"TWO BALLS"

"Two Balls" is the name of a folder which is being distributed by The Canadian General Electric Company, Limited. The Two Balls Adjustable Hanger, as the name implies, consists simply of two balls, within each of which is concealed in its proper relative position, a vulcanized hard fibre flanged pulley over which the cord passes. Thus the bearings for the cord are of the best insulating material. The whole construction is so simple that there is virtually nothing to get out of order—no springs, no mechanism—two balls, that's all. Several cuts are contained in the folder showing how it is possible to hang the light on a "Two Balls" adjuster, and place it or take it just where you want it. The whole works with automatic adjustment.

The hanger is shown in plain enamel finish, attached to a common rosette at the ceiling, with pattern finished in black iron, gold bronze and aluminum. The hanger is also used with a common attachment plug screwed into socket on the usual fixture, thus furnishing a convenient way of using the "Two Balls" as a portable electric lamp. The hanger is also shown in plain polished brass or nickel with ceiling canopy, being used in a finer grade of work than the enamel finish. A cut shows the hanger in fancy polished brass, embossed pattern. This is often chosen instead of the plain polished finish.

WANTED-- AN AGENT TO SELL

Stocks, Dies and Taps and other Engineers' Hand Tools and Platelayers' Tools to Hardware Factors, Railroad Companies and Mines, on a commission basis. Apply,

Easterbrook, Allcard & CO., LIMITED.

SHEFFIELD, ENGLAND.

Do You Wish to Exchange

Your old Boiler for a better one, or your Engine for a larger one? Write me, stating just what you want to do. You will find the following list of interest if you contemplate any change:

HORIZONTAL TUBULAR.

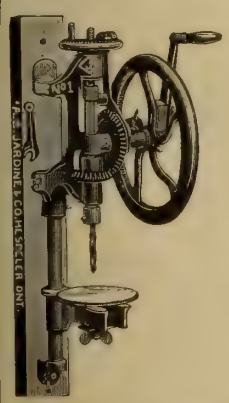
No. 16098.	72 in. x 189 in.	95 3½ in. tubes.
No. 16224.	76 in. x 186 in.	78 4 in. tubes.
No. 16232.	64 in. x 186 in.	51 4 in. tubes.
No. 14833.	22 in. x 66 in.	12 2½ in. tubes.
No. 14000.	30 in. x 69 in.	Return Tubular.
No. 15856.	44 in. x 142 in.	42 3 in. tubes.

ENGINES.

No. 14965.	Cylinder 8½ in. x 14 in. stroke, L.H.	
No. 16146.	" 14 in. x 18 in. "	
No. 14880.	" 10 in. x 28 in. "	Corliss Bed.
No. 10115.	" 9 in. x 12 in. "	"

Monthly Stock List Sent on Request.

H. W. PETRIE, 141-145 Front St. W., Toronto



TRADE MARK REGISTERED

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.

DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to Diamond Stove Back.

Diamond Adjustable Cook Stove Damper

Patented March 14th, 1893.

Patented December 22nd, 1896.

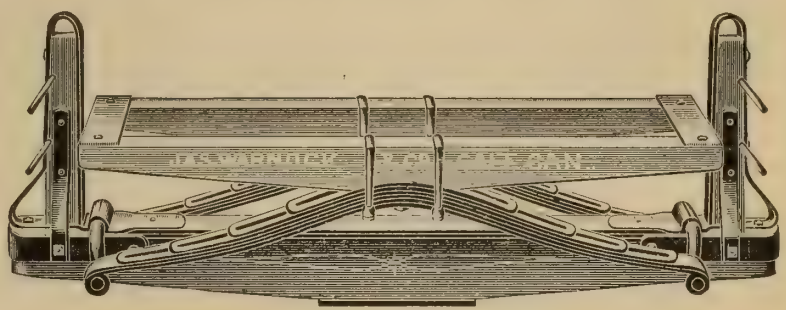
EXTENDED.
4 x 11 to 6 x 21.

For Sale by Jobbers of Hardware.

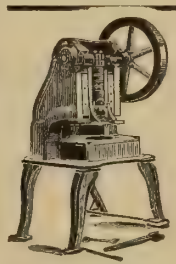
Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
" A. R. WOODYATT & CO., Guelph, Ontario.

"The Peerless"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices



James Warnock & Co. = Galt, Ont.



G. A. Crosby & Co. of Ontario,

SARNIA, ONT. LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

STANYON ENGINEERING CO.

402 McKINNON BUILDING,
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CONTRACTING AND CONSULTING ENGINEERS.

Steel Works, all kinds of Rolling Mills, Wire Mills, etc., all built complete. Machinery designed for any purpose

GENERAL OFFICES - PITTSBURG, Pa.

American Steel & Wire Co.

New York:	Montreal:	Chicago:
Empire Building.	New York Life Building.	The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.

PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

NICKEL STEEL FOR ENGINE FORGING.

By R. S. Tappenden.

THE principal advantage of nickel steel over ordinary carbon steel for forgings lies in the relation which the elastic limit bears to the tensile strength and elongation, the elastic limit being in a sense the true strength of the metal. The elastic limit of nickel steel is very much higher than the elastic limit of carbon steel of the same tensile strength and elongation, very often 30 per cent. higher, and in some cases as much as 50 per cent. higher. The principal drawback to the commercial use of nickel steel is the first cost of producing it, which, in many cases, is higher than the cost of ordinary finished forgings.

The United States Bureau of Steam Engineering is using nickel steel very largely in the principal engine forgings, the specifications being of H. G. M. F. tensile, 95,000; elastic, 65,000; elongation, 21 per cent. in 2 inches. These specifications are met and in many cases exceeded at the works of The Fore River Ship and Engine Company, some tests going as high as 74,400 elastic, 110,000 tensile, 21 per cent. elongation.

One virtue of nickel steel is the facility with which a low carbon steel will harden, it being the practice after a forging is forged and rough machined, to heat it and dip in oil, which hardens it very much; afterward the forging is submitted to an annealing process which removes any strains set up in the metal by the sudden cooling which it receives. Nickel steel, after the first cost of production, is not much more expensive to forge than any carbon steel that runs over 0.40 per cent. carbon, and about the same care is necessary in heating and forging as is required by a high carbon steel.

The market for nickel steel is gradually spreading to the commercial trade. Some of the largest engine builders are using it in work where special strength is required; notwithstanding the increased cost over common steel, it is money saved when we consider the cost of breakdowns and delays.

In cases where strength and lightness are required, the high elastic limit of nickel steel permits of using forgings of much less sectional area for the same strength. When the virtues of nickel steel become more largely known it will most surely be used largely in our merchant marine. One of the greatest benefits derived from its use is the fact that a fracture started is not nearly so apt to increase in size as in common steel or wrought iron. This is due to the great tenacity and strength of the metal.

Nickel steel if properly forged, oil tempered and annealed has a very fine grain, and the fracture, in testing, is close and homogeneous and free from crystalline spots. Nickel steel permits of a very fine finish on polished surfaces, and is free from checks and seams, and compares very favorably with any other composition of either steel or wrought iron.

In forging the ingots the United States Government requires a discard of 20 per cent. from the top and 5 per cent. from the bottom from all bottom-poured ingots and a discard of 25 per cent. from the top of all others. The wisdom of this policy is borne out in general practice, as the testing machine shows very quickly when the stock is taken too near the top or bottom of an ingot. Anybody trying to be economical in workin up the discard always regrets the attempt, as it soon shows in the quality of material, and inspectors should be extremely careful that the full amount of discard is taken off and not embodied in the forgings.

NEW GASOLINE MACHINE.

A. F. Gundlach, of Sorel, Que., and F. Paul, jr., have invented a new gasoline gas-producing machine. It obviates difficulties experienced from danger of asphyxiation, and the light is cheap. One gallon of gasoline produces 546 feet of gas, thus making the gas cost 31c. per 1,000 feet.

TO PREVENT COLLISIONS.

An interesting invention for the prevention of railroad collisions has been made by W. J. and J. P. Hare, of Toronto. By means of a third rail, composed of two bands of metal insulated on a wooden base, on a wheel similarly constructed an electric current is sent out half a mile or more in each direction from the engine, the current being alternated by means of an eccentric connection in the driving wheel axle. It is claimed that tests have shown that in this way a positive warning will be given to each of two approaching locomotives.

NEW LIFT LOCK NEAR PETERBORO'.

Rapid progress is being made in the new lift lock on the Trent Valley Canal, just east of Peterboro', which, when completed, will greatly lengthen this chain of inland navigation. This lock is quite remarkable in its way. Its function will be to lift vessels bodily a height of 65 feet to cover a high ridge of land and to avoid building half a dozen or more small locks, to pass which would consume so much more time. The new lock will accommodate vessels 140 feet long, 3[illegible] feet wide, and of 6 feet draught, and is built to raise 2,000 tons by hydraulic pressure. In its construction, which has so far occupied four years, 26,000 cubic yards of concrete, made from Canadian Portland cement, have been used, or a weight calculated at 112,320,000 pounds The work is of great magnitude, and yet simplicity, as the lifting of the one pontoon containing the vessel will be accomplished by hydraulic pressure by filling the corresponding pontoon with water to the required weight and lowering it, thus the one weight of water raising the other, including the vessel, by overbalancing it.

A NEW ELECTRIC CLOCK.

The latest electrical device is a clock that will run for more than three years without winding, and keep good time throughout the entire period, says Profitable Advertising. It was invented by Oscar A. En Holm, and is manufactured by The Commercial Electric Time Company.

The application of electricity is in supplying a motive power in the place of the usual spring. In the base of the clock, concealed from view, are two sealed batteries whose capacity is ten ampere hours. In the place of the spring, and running through the centre of an electro-magnet or solenoid, is an armature in the form of a rod composed of a magnetic material. This core is suspended from a lever, which is connected to the gear train by means of a small ball clutch guided by standards. The clock starts with the core or armature at its highest point, its own weight carries it downward; and, as it descends, it pulls down the lever with it, which has a sliding motion insuring uniform driving power, thus giving the driving power to the regular machinery of the clock.

When the armature reaches the lowest point it tips a bulb containing mercury, which completes the circuit. This causes the electromagnet to raise the armature to its original height, when the bulb again assumes an upright position, disconnecting the circuit.

It is stated that the batteries contain enough electricity to run the clock for more than 3,000 days, or over eight years, but the makers guarantee it for only three years.

MACHINERY NOTES.

H. W. Petrie, Toronto, shipped J. Ballantyne & Son, Preston, a 16-inch shaper.

Dyment, Butterfield & Co., Barrie, Ont., have added a 100-inch radial drill to their plant, the machine being furnished by H. W. Petrie, Front street west, Toronto.

The July monthly stock list of machinery, tools and power has just been issued by H. W. Petrie, 141-145 Front street west, Toronto. It contains its usual complete list of machines for immediate delivery.

Owing to the satisfaction given by a "Jewel" automatic engine installed in the plant of The Northern Navigation Company, at Collingwood, some time ago, H. W. Petrie, 141 - 145 Front street west, Toronto, has just made shipment of another No. 4 "Jewel," to be operated in the plant of the above company.

The Toronto Junction Gasoline Engine Company, 116 Bay street, Toronto, have just received a consignment of steel launches finished throughout with polished oak. They report that Dr. Emery has taken their gasoline launch Wanda to Lake Simcoe. This company has just completed a gasoline engine for pumping oil for the plant of Fox & Ross, Northwood.

A CLEVER DEVICE.

An exceedingly clever device is "Porcelain Cleats, No. 1740," just issued by The Canadian General Electric Company, Limited. Reasonable claims, tersely expressed and admirably arranged render the advertisement neat and attractive. "Hardware and Metal" seldom sees a better distribution card. The final exhortation is particularly good. "If you agree, you will order; if you doubt, order and be convinced." This advertising effort is sure to prove a splendid trade bringer.

The International Mining Company, Limited, with a share capital of $1,500,000, has been incorporated by a number of Sault Ste. Marie men, including L. C. Holden, W. M. Snell, V. E. Metzger, M. J. Magee and S. E. Fleming.

TWENTY NEW LOCOMOTIVES.

Twenty consolidated locomotives for special freight service, five passenger locomotives, and two for switch work are among the additions to the rolling stock of the I.C.R. The contract for these has been given to the Canadian Locomotive Co., of Kingston, Ont. The Rathbun Co., of Deseronto, Ont., will build 150 platform cars for the people's road. In the I.C.R. shops at Moncton there are under construction four 10 wheeled passenger locomotives, a first-class car and a number of platform and box cars.

Facilities at Moncton are also to be increased by the addition of a car shop, blacksmith shop, storerooms and offices for the rolling stock department, all of which work will be done by tender. Roundhouses and shops will also be built at River de Loup and Chaudiere Junction.

These additions have been necessitated by the very rapid development of the business on the line.

The new I.C.R. steel ferry steamer Scotia is running on regular schedule across the Strait of Canso and is giving every satisfaction. When the 30 mile stretch of road from Stellarton is equipped with the 80-lb. rails the I.C.R. will have heavy rail facilities from Truro to the Sydneys. This is expected to prove of immense advantage in handling the traffic which must eventually come from the Cape Breton towns.

BEDSTEADS.

An invitation is extended to the trade to see the samples of English brass and enamelled bedsteads of every description, which F. C. Hirsch & Co., 228 St. James street, Montreal, have received. They are manufactured by the old-established firm of Thomas Perry & Sons, Limited, of Bilston, England, whose reputation for the manufacture of these articles is world-wide.

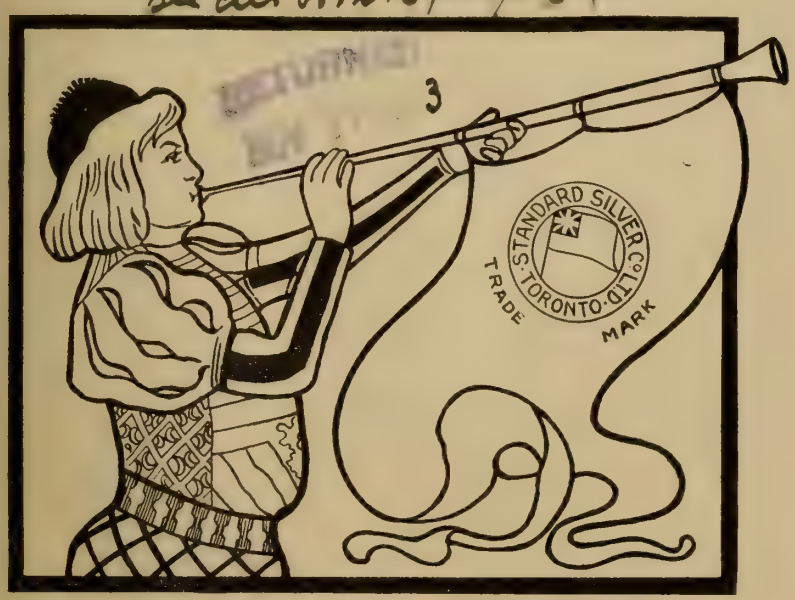
ATKINS HIGH-GRADE, CROSS-CUT SAWS ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS

E. C. ATKINS & Co., LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS.

Factories and Home Office : INDIANAPOLIS, IND. Write for Catalogue and Prices.

2 Standard Silver Plate Co
see our book 15 page 34



Of the Wearing Kind

There is nothing in which the public can be more easily deceived than Silverware. The goods may look well, but how long will it be before that brassy or black color will appear underneath?

Standard Silverware

is manufactured only in first-class quality, and all goods bearing our brand are guaranteed to look well, and therefore sell well, and to wear well, and therefore please well.

Our Fall and Christmas Catalogue, giving some valuable pointers to the trade, may be had for the asking.

STANDARD SILVER CO., LIMITED,

31-41 Hayter Street **TORONTO, ONT.**

INDUSTRIAL GOSSIP.

CALCIUM CARBIDE AT SHAWENEGAN.

EXISTING plants have been quite unable to keep pace with the increasing demand for calcium carbide, the substance used principally in making acetylene gas. The industry is said to be only in its infancy, and men who have studied the question prophesy that within a comparatively short time calcium carbide will be used to a far greater extent than at present, especially for lighting purposes. Shawenegan Falls, the new manufacturing centre of the Province of Quebec, will soon have extensive calcium carbide works.

It has peculiar advantages, which will help to make the new carbide company a tremendous success. In the first place, there is an inexhaustible supply of cheap water-power, then taxes are exceedingly low, and the supply of labor is sufficient to provide for all requirements in that direction. The town is centrally situated, and it is an easy matter to ship to any point in the Dominion either by water or rail.

The Shawenegan Carbide Company, as the new concern will be known, has been organized under the laws of the Province of Ontario, confirmed by a special Act of the Quebec Legislature, and will operate under the patents granted to Thos. L. Wilson, of Ottawa. Among the directors are James W. Pyke, of Montreal; John Joyce, of Boston; Walter Barwick, of Toronto; and J. E. Aldred, who has played so important a part in developing the resources of Shawenegan Falls.

MANUFACTURE OF ELECTRO-STEEL IN SWEDEN.

At a meeting of The Iron Manufacturers' Association (Brukssocieteten) at Jernkontoret, Sweden, Engineer F. A. Kjellin and Mr. Benedicks gave some very interesting information about the production of electro steel at Gysinge. The problem of smelting steel by electricity has for a long time attracted the attention of inventors. By the advice of Engineer Kjellin, Mr. Benedicks decided in 1899 to build at Gysinge an electric steel furnace without electrodes.

In the latter part of February, 1900, the first furnace was finished and ready for trial, and after a few experiments the first ingot was produced. The steel was found to be of excellent quality. The problem was thus solved technically, but not economically; for, with the dynamo of 78 kilowatts used, not more than 270 kilograms (575 lb.) of steel were obtained in 24 hours, and in the furnace there was not room for more than 80 kilograms (176 lb.). A larger furnace was seen to be necessary, and this was completed in November, 1900, and proved to be a great improvement. In the second furnace, which held 180 kilograms (397 lb.), from 600 to 700 kilograms (1,220 to 1,340 lb.) of steel were produced in 24 hours. The Gysinge sulphite factory burned down on August 11, 1901, and it was decided to build steel works in its place and to use the water-power available there. For the steel furnace there was utilized a turbine of 300 horse power, with direct coupled generator. The new furnace is to hold 1,800 kilograms (3,970 lb.), and the production is estimated to be at least 1,500 tons a year if charged with cold raw material.

Engineer Kjellin said that the steel produced is of superior quality and characterized by strength, density, uniformity, toughness, and the ease with which it can be worked in cold, unhardened condition, even when containing a very high percentage of carbon. Compared with other steel, it also has less tendency to crack or warp when hardened.

The reason why this steel in certain qualities differs from other steel, especially in its softness when unhardened, is considered to be its freedom from gases. The manufacture of special steel, with nickel, chrome, manganese, and wolfram, will, of course, not meet with any difficulties. The chrome steel and wolfram steel produced at Gysinge have proved to be excellent for lathe tools. When used for permanent magnets, the Gysinge wolfram steel has been found to give stronger magnets than other wolfram steel, and has not warped in the hardening.

From estimates made, it has been ascertained that the furnace used at Gysinge, which is simple in construction and easily managed, has prospects of competing, as to cost of operation, with the furnaces heretofore used for fusion of steel, especially as it yields steel of a better quality.

SHIPBUILDING AT SYDNEY.

At a meeting of the ratepayers of Sydney, C.B., on Friday last for the purpose of discussing the advisability of granting a bonus to a shipbuilding industry, Mayor Crowe stated that as a result of the bonus of $50,000 granted to The Dominion Iron and Steel Company in 1898, instead of a town of 2,500 there was a splendid city of at least 14,000 people, and moreover, the rate of taxation had not been increased one cent. He urged strongly a bonus for a steel shipbuilding industry.

The following resolution was passed:—

Resolved that this meeting request the town council to call a public meeting of the ratepayers at the earliest date permitted by law to consider the advisability of voting a sum of $250,000 as a bonus towards a shipbuilding industry to be established within the town limits.

SCORIA BLOCK PLANT FOR SYDNEY.

A representative of The Canadian Scoria Block Company visited North Sydney last week to select a suitable site for the erection of a plant to manufacture bricks. Hitherto these bricks have been imported to Canada from England and Belgium, where they are made from the slag of blast furnaces. The company has already made blocks in Toronto, and a thorough test of them made by Dr. Bovey, the Dean of the Faculty of Applied Science at McGill, proved their superiority over the imported article. The high cost of scoria blocks has hitherto limited their use to street crossings and street-railway pavements, but when they are turned out at a greatly reduced cost, they will, it is expected, be largely used for the foundation of buildings, piers, and for use in damp places. The company has purchased the exclusive right to manufacture by the new process and has secured the services of the inventor to overlook the work of manufacture. The company is being formed in Toronto with a capital of $150,000. The provisional directors are Hon. John Dryden, Hon. George Foster, H. Waddington, W. C. Trotter, Simpson Rennie, J. Blacklock and William Murins.

A NEW BRIDGE FIRM.

The Sarnia Steel Bridge and Structural Works is a new enterprise added to the list of Sarnia's manufacturing industries. The new works have been established in The Turnbull Boiler Works on the bay shore. The manager of the new concern is W. H. Mackenzie, formerly of The Port Huron Bridge Works, Port Huron, a gentleman of long experience in the business of steel and wrought-iron construction, and thoroughly acquainted with every department, theoretical and practical, of the business. The Sarnia Bridge Company's specialty will be the construction of steel and wrought iron highway bridges, but they will be prepared to handle all varieties of steel and wrought iron structural works. The use of steel construction for road bridges, growing out of the increasing scarcity and consequent costliness of suitable bridge timber, is extending year by year. The company has already orders on its books from two municipalities in the county for steel bridges, with the prospect of several more important contracts of a similar kind to follow in the near future.

The Paris Plow Company, Limited, has just been incorporated with a share capital placed at $250,000, at Paris, Ont. The applicants for incorporation were Messrs. Frederick Ward, of Batavia, N.Y.; John Penman, R. L. Murray, S. Appleby, P. G. Wickson, of Paris; and C. Barker and G. D. Clump, of South Dumfries township. The company will manufacture plows and other agricultural implements.

THE IRON MOULDERS.

The Iron Moulders' Convention in session in Toronto, on Friday last selected Philadelphia as the place of meeting in 1905.

The elections resulted as follows:—President, Martin Fox, Covington, Ky.; first vice-president, Jos. F. Valentine, San Francisco, Cal.; second vice-president, M. J. Keough, Troy, N.Y.; third vice-president, J. P. Frey, Worcester, Mass.; fourth vice-president, John Campbell, Quincy, Ill.; secretary, E. J. Denney, Cincinnati, O.; assistant-secretary, John G. Weaver, Covington, Ky.; financier, R. H. Metcalf, Cincinnati, O.; treasurer, Alex. Faulkner, Cleveland, O.; editor Iron Moulders' Journal, David Black, Cincinnati, O.

All of the foregoing officers were re-elected, but there were other candidates for every position, and in some cases the contest was keen.

Most of the candidates left Saturday, and the secretary paid out about $50,000. This convention lasted longer than any other in the history of the order. It was 20 days since it opened. Each delegate received $3 a day and travelling expenses. The mileage and per diem allowance while travelling amounted in the aggregate to $20,000.

John Bowman

HARDWARE & COAL CO.

LONDON, ONT.

Our stock of goods for the spring trade is now complete, and we can fill all orders promptly on the following lines :

Wire, Nails, Cordage, Window Glass, White Lead, Paints, Whiting, Churns, Linseed Oil, Spades and Shovels, Screen Doors, Wove Wire, Poultry Netting, Builders' Hardware, Guns and Sporting Goods. Finest stock in the Province of Cutlery.

Prompt Shipment. Prices Right.

DOMINION

Wire Manufacturing Company, Limited

Head Office
MONTREAL
Que.

ESTABLISHED 1880 INCORPORATED 1883 DOMINION TRADE MARK

Branch Office
TORONTO
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Annealed,
Oiled and Annealed,
Bright,
Bright Spring,
Coppered,
Coppered Spring,
Brass, Brass Spring,
Copper, Tinned and
Galvanized WIRES.

Wire Nails,
Wood Screws.
Jack Chain.
Cotter Pins.
Bright Wire Goods.
Door Pulls.
"Crescent"
Coat and Hat Hooks
Tinned Bottling
Wires.

Fence, Poultry Netting, Bed and Blind Staples.

COPPER AND GALVANIZED WIRE
For Telegraph and Telephone Lines.

What Does It Mean ?

When a merchant selects goods without a blemish it means that every transaction must please the customer. These are the good goods that keep your clerks busy :—

Boeckh's Standard Brooms and Brushes,

Bryan's London Brushes,

Cane's Newmarket Woodenware.

If our representative does not visit your town, write us, and we will, if possible, arrange for him to call upon you, or we will send you quotations and full particulars of these goods by mail. Our illustrated Catalogue free for the asking.

UNITED FACTORIES, Limited,

Head Office : Toronto.

OPERATING :
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

LONDON WAREHOUSE,
65 Dundas Street.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, August 1, 1902.

HARDWARE.

MIDSUMMER quietness, as usual, now prevails in hardware circles. But although business is not as brisk as some weeks ago, orders for fall delivery are coming in satisfactorily, and as the present season is inevitable and always expected, the trade are not in a complaining mood by any means. Among the fall goods now beginning to move are lanterns, sleigh bells, skates and hockey sticks, guns, etc., orders for which for fall delivery have begun to come in well. An advance of 5c. took place in black tea kettles, Nos. 8 or 9 now being quoted at 55c. and No. 10 at 60c. In picks there is also an advance in price, amounting to about 50c. per doz. all round. The prices now are: 5 to 6 lb., $4.75 per dozen; 6 to 7 lb., $5.10; 7 to 8 lb., $5.35; short mattocks, $5.65; long mattocks, $5.75; pick mattocks, $5.75. The prices on wire netting for 1903 have been settled and the new discounts will be found under the heading of "poultry netting." Other lines in general hardware are unchanged in price.

SCYTHES.—These have become very quiet on the market, the demand now being wholly of a sorting nature. We now quote: Lance, No. 80, $5.50; Hurd's Clipper, $6.50; concave, $7.50; Sibley, $8.50; Cradle scythes, cast steel, $8.50; silver steel, $9.50; "Harvest King," $10.50. Bush scythes, $6.50.

BARB WIRE.—Trade in barb wire continues quiet. The demand is still very light, and business is confined to small orders for some special purpose. There has been no change in the price, which is $3 per 100-lb. keg f.o.b. Montreal.

GALVANIZED WIRE.—There is nothing of importance to note in this market, which is quiet under a light demand. Prices are steady. We quote: Nos. 6, 7 and 8 gauge, $3.45; No. 9, $2.80; No. 10, $3.55; No. 11, $3.65; No. 12, $2.95; No. 13, $3.05; No. 14, $4.05; No. 15, $4.55; No. 16, $4.80; No. 17, $5.20; No. 18, $5.45.

SMOOTH STEEL WIRE.—Business in this line is still of a quiet nature at unchanged prices. Our quotations are now as follows: Bright and annealed, $2.60 per 100 lb. f. o. b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—The market is very much the same as a week ago. There is but a small demand, and trade is quiet. The discount, which is unchanged from last week, is 22½ per cent.

BRASS AND COPPER WIRE.—There is no change. The market continues quiet and featureless, with the discount still at 60 per cent.

FENCE STAPLES.—There is not much doing in fence staples. A few orders are still received, but the market, in general, is very quiet. Prices are unchanged, and galvanized staples are quoted at $3.25 per 100-lb. keg, and bright at $2.90 per 100-lb. keg. For 25 and 50-lb. packages, 25c. extra is charged.

WIRE NAILS.—These are in fairly good demand. No quotable change has occurred, and in small lots the price is $2.55; in carlots, $2.50 f.o.b. Montreal, London, Hamilton, Toronto, Gananoque, Brantford, Windsor, Ont., St. John and Halifax.

CUT NAILS.—There is a moderate demand for cut nails at unchanged prices. We quote: $2.45 per keg for small lots, and $2.37½ per keg for carlots.

HORSE NAILS.—There is a small amount of business doing in horse nails. Jobbers report a continual improvement in the number of orders as the fall approaches. The discount on "Monarch" nails has been changed to 70 and 5 per cent. instead of 66 2-3 per cent. We quote: "C" brand, 50 and 7½ per cent.

Preserving Season Requirements

Have you examined your stock of Preserving Utensils lately?
It would be unfortunate to run out of any of these lines just at present.
We can make prompt shipment of any orders (large or small) for these goods.

Lipped Preserving Kettles

Made in 12 Sizes, in "Famous" and "Imperial" Enamel Ware.

Fruit Funnels . . .

Tin and Enamelled.

Fruit Strainers

WITH MASHERS.

HAVE WIRE HANDLES.

The McClary Manufacturing Co.,

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

"Everything for the Tinshop"

ENGLISH
GERMAN
BELGIAN
CANADIAN
AMERICAN
} PORTLAND CEMENTS.

FIRE
BUILDING
ENAMELLED
SILICA
MAGNESIA
} BRICKS.

DRAIN
CULVERT
} PIPES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents

Drummond, McCall & Co.
or to MONTREAL, QUE.
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

off; "M" brand, for "Oval" and "New City" heads, 60 per cent. off, and for "New Countersunk" heads, 70 per cent. off. "Monarch" horse nails are also discounted at 70 and 5 per cent.

HORSESHOES.—A fair demand is reported for horseshoes, and trade is improving. Nothing of interest has occurred during the past week on this market. We quote: Iron shoes, light and medium pattern, No. 2 and larger, $3.35; No. 1 and smaller, $3.60; snow pattern, No. 2 and larger, $3.60; No. 1 and smaller, $3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; featherweight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 1, $6.25. Shoes, more than one size in a keg, 10c. per keg extra. F.o.b. Montreal only.

SCREWS.—These are moving about as usual. A fair and steady demand is reported with no quotable changes whatever, and the discounts are as follows: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—There is nothing new to report in this line. The market is still quiet for cordage. Binder twine is scarce and firm in price, but no quotable change has been made. Our quotations are now as follows: Manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, 11c. Prices on binder twine are as follows: Blue Ribbon, 650 feet to the pound, 15c.; Redcat, 600 feet to the pound, 14c.; Tiger, 550 feet to the pound, 13c.; Standard, 500 feet to the pound, 11½c.; sisal, 500 feet to the pound, 11½c. Prices are subject to a rebate of ¼c. in carload lots.

RIVETS AND BURRS.—The demand is keeping up well on both lines, and the market is fairly active and steady. The prices are unchanged. Discounts are: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

BOLTS.—These continue to move about as usual. Trade is fair and nothing of importance has occurred during the week. We quote: Norway carriage bolts, 55 per cent.; common, 50 per cent.; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 per cent.; coach screws, 66 2-3 per cent.; sleigh shoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼ per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

BUILDING PAPER.—Business during the past season in building paper and builders' hardware has been of the most satisfactory character. Building paper, in particular, moved rapidly throughout the season, and sales have been very large in comparison with other years. Now, however, the demand has dropped off greatly and the market has become quiet. Prices are unchanged. We quote: Tarred felt, $1.70 per 100 lb.; 2-ply, ready roofing, 85c. per roll; 3- ply, $1.10 per roll; carpet felt, $2.25 per 100 lb.;

A. C. LESLIE & CO.

HEADQUARTERS FOR

IRON, STEEL and METALS

BEST BRANDS AT LOW PRICES TO WHOLESALE BUYERS,

Sanderson's Steel in Stock

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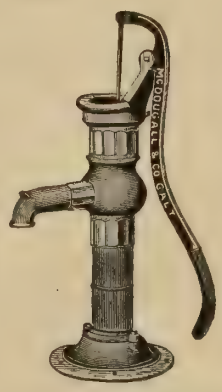
MONTREAL.



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Manufacturers of Pumps for all services.

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OPEN HEARTH STEEL.

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This is demonstrated by the increasing demand for

Elastilite Varnish,
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For a good all-round trade-winner and trade-keeper there is nothing you can stock to compare with a reliable line of paint.

"Ark Brand"

has many points that cannot be equalled by other paints, and we give you a written guarantee to back up what is said of it. On the whole "Ark Brand" cannot be beaten. Our sales prove this.

THE FRANCIS-FROST Co. Limited
TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler.

dry sheathing, 35c. per roll ; tar sheathing, 45c. per roll ; dry fibre, 50c. per roll; tarred fibre, 60c. per roll ; O K and I X L, 65c. per roll ; heavy straw sheathing, $30 per ton ; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—There is little demand for this. The market is quiet, and the price remains at $1.37½ per 100 square feet.

POULTRY NETTING.—Trade is quiet at present in this line. Prices on wire netting for 1903 have been decided on, and the discounts will be 60 per cent. off for 19 wire and 55 per cent. off for heavier. For immediate delivery there is no change, and Canadian or English is discounted as follows : 2 x 2 mesh, 19 wire, 50 and 10 per cent.; 2 x 2 mesh, heavier wire, 50 per cent. Canadian list used.

HARVEST TOOLS.—Business in this line is quiet and featureless. The discount is 60 per cent.

FIREBRICKS.—These move out slowly and trade is quiet. We quote : English, $16 to $22 and Scotch, $17 to $22 per 1,000.

CEMENT.—There has been no material change in the condition of the market. The demand is only fair, and prices are unchanged. Our quotations are as follows : Canadian cement, $1.90 to $2.25 ; German, $2.20 to $2.30 ; English, $2.15 to $2.25 ; Belgian, $1.70 to $1.95 per barrel ex-wharf, and American, $2.10 to $2.20 ex-cars.

METALS.

The metal market continues active, and is in a somewhat better condition in some lines. Supplies, which became short on account of the damage done to the Monteagle's cargo, have been replenished to a certain extent by that of the steamer Montfort, now in port. As regards the cargo of the Monteagle, some of the terne plates came out all right, but not a great quantity, while the Canada plates suffered badly.

PIG IRON.—There is no change in the price. The market remains very firm. We quote : Canadian, $18.50 to $19 and Summerlee, $21.50 to $22.

BAR IRON.—The demand is fair. The price of merchants' bar is $2 and of horseshoe iron, $2.20.

BLACK SHEETS.—These are in fair demand and there is still some shortage reported. We quote : 28 gauge, $2.65 ; 26 gauge, $2.60 ; 20 to 24 gauge, $2.50, and 8 to 20 gauge, $2.50.

GALVANIZED IRON.This continues to move out well at unchanged prices. We now quote as follows : No. 28, Queen's Head, $4.40 ; Apollo, 10¾ oz., $4.40 ; Fleur de Lis, $4.15 ; Comet, $4.25 ; "Bell" brand, $4.30. For less than case lots 10c. extra is charged.

INGOT COPPER.—There is a fair inquiry. No change in price is reported. We quote 14c.

INGOT TIN.—This has not improved. The demand is only fair. The price of Straits remains at 33½c.

PIG LEAD.—There has been no change in the condition of this market, which is still quiet, the price being $3.25.

LEAD PIPE.—Composition and waste are quoted at 8c. and ordinary at 7c., with the discount at 37½ per cent. The demand is only fair.

IRON PIPE.—A moderate business is doing this week at unchanged prices. Our quotations are as follows : Standard pipe per 100 feet, in lengths under 19 feet : Black, ¼, $2.40 ; ⅜, $2.65 ; ½, $2.85 ; ¾, $3.65 ; 1-in., $5.20 ; 1¼, $7.35 ; 1½, $8.95 ; 2-in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.15 ; ½, $3.85 ; ¾, $5 ; 1-in., $7.20 ; 1¼, $10.05 ; 1½, $12.20 ; 2-in., $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows : Black, ½, $4.20 ; ¾, $5.25 ; 1-in., $7.55 ; 1¼, $10.55 ; 1½, $12.75 ; 2-in., $17.60. Galvanized, ½, $5.20 ; ¾, $6.65 ; 1-in., $9.55 ; 1¼, $13.25 ; 1½, $16 ; 2-in., $21.90. For threads and couplings 5 per cent. is added.

TINPLATES.—There is a fairly good trade being done in this line and prices have been steady. Charcoals are quoted at $4.75 to $5.25 per box and cokes, $4.25 per box.

CANADA PLATES.—The scarcity of Canada plates which began to be felt on the local market has been considerably relieved by fairly large shipments by the steamer Montfort. No quotable change has been reported, and we quote : 52's, $2.70 to $2.80 ; 60's, $2.85 to $2.90 ; 75's, $2.80 to $2.85 ; full polished, $3.75, and galvanized, $4.25 to $4.35 ; galvanized, 60's, $4.45 to $4.55.

STEEL.—Trade is quiet and the market shows no change. We quote as follows : Sleighshoe, $2.10 ; tire, $2.20 ; bar, $2.05 ; spring, $2.85 ; reeled machinery, $2.75 ; toecalk, $2.70.

SHEET STEEL.—There is no improvement in this market, which continues quiet at unchanged prices. We quote : Nos. 10 to 20, $2.50 ; 3-16, $2.50 ; ¼, 5-16, and ⅜, $2.40.

TOOL STEEL.—There is nothing of importance to note in the market for tool

steel. Trade is quiet and no quotable change has occurred. We quote: Black Diamond, 8c.; Sanderson's, 8 to 12c., according to grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 8 to 15c.; "Air Hardening," 30 to 50c.

TERNE PLATES.—Some business is doing this week, but the demand is irregular and the market, in general, is quiet. $7.50 is the price quoted.

COIL CHAIN.—Jobbers report a fair demand for chain this week at unchanged prices. Our quotations are as follows: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼-inch, 7¼c. per lb.; 5-16, $5; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4.05; ½, $3.95; 9-16, $3.85; ⅝, $3.55; ¾, $3.50; ⅞, $3.45; 1-inch, $3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC.—Nothing new has occurred in this market. Trade is rather quiet, and the price remains at $5.85 to $6.25.

ANTIMONY.—In this line business is very quiet and the market is featureless. We quote 10c.

ZINC SPELTER.—The demand for this has not improved. The price is still 5c.

SOLDER.—We quote 18c. for bar solder and 20c. for wire solder. Business continues brisk in both lines.

PAINTS AND OILS.

With the exception of a little flurry in paris green, which has been in active demand for the past few days, nothing unusual has occurred in paints and oils. A meeting of white lead manufacturers was held, but the price to the retail trade remains unchanged. The liquid paint trade is keeping up wonderfully well, and manufacturers are as busy to-day as they were in April, a very unusual state of affairs. The sudden arrival of warm, dry weather, has apparently stimulated the business all over Canada. Coach colors, enamels, roofing paints and varnishes are all feeling the effect of the growing time, and an optimistic feeling prevails in this branch of the hardware trade. Linseed oil and turpentine have been steady throughout the week. We quote:

WHITE LEAD.—Best brands, Government standard, $5.87½; No. 1, $5.50; No. 2, $5.12½; No. 3, $4.75; No. 4, $4.37½ all f.o.b. Montreal.

DRY WHITE LEAD.—$5.25 in casks; kegs, $5.50.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote: Bulk, in bbls., $1.90 per 100 lb.; bulk, in less quantity, $2.05; bladders, in bbls., $2.25; bladders, in 100 or 200-lb. kegs or boxes, $2.40; in tins, $2.55 to $2.65; in less than 100-lb. lots, $3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50, and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 77c.; boiled, 80c. In 5 to 9 bbls., 1c. less. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gal. advance.

The Handsome Effect Of Our Sheet Metal Fronts

Makes them wonderfully popular, either for new buildings or improving shabby exteriors

We make them complete, including Cornices, Door and Window Caps, etc.—a most durable, economical finish, giving fireproof protection, as well as fine appearance.

These, and our improved metal building materials for exterior and interior use, are favorably known throughout Canada for their reliable merit—a merit we intend to maintain. So you stand certain of satisfied customers when you sell our goods.

A look through our catalogue will be profitably interesting to anyone in the trade.

The Metallic Roofing Co., Limited,

WHOLESALE MANUFACTURERS,

TORONTO, MONTREAL, WINNIPEG.

TURPENTINE.—Single barrels, 68c.; 2 to 4 barrels, 67c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.45 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PARIS GREEN.—Petroleum, bbls., 16¾c. per lb.; arsenic kegs, 17c.; 50 and 100-lb. drums, 17½c.; 25-lb. drums, 18c.; 1-lb. packages, 18½c.; ½-lb. packages, 20½c.; 1-lb. tins, 19½c.; ½-lb. tins, 21½c. f.o.b. Montreal. Terms: 3 per cent. 30 days, or four months from date of delivery.

SCRAP METALS.

The only change in price to report in this market is on heavy copper and wire, which is ½c. lower per lb. Copper has been very weak of late; supplies have been large, and there is no demand. Iron remains quiet and unchanged in price. Zinc is in good demand, and there is a better feeling in red brass. We quote as follows: Heavy copper and wire, 10c. per lb.; light copper, 8c.; heavy red brass, 10½c.; heavy yellow, 9c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2¼c.; iron No. 1, wrought, $15; No. 2, $7 per ton; machinery scrap, $16; stove plate, $12; malleable and steel, $5; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6 to 6¼c. per lb.

GLASS.

The market is still quiet. The trade have all purchased their supplies and nothing but a few sorting orders are being received. Our quotations are as follows: First break, 50 feet, $2.10; second, $2.20 for 50 feet; first break, 100 feet, $4; second break, $4.20; third break, $4.70; fourth break, $4.95.

HIDES.

There has been no quotable change in this market, which is quiet and steady. We quote as follows: No. 1 hides, 10c.; No. 2, 9c.; No. 3, 8c. Calfskins, 10 to 12c.; lambskins, 30c.

MARKET NOTES.

Black tea kettles are 5c. higher.

Picks have advanced about 50c. per dozen.

Wire netting for 1903 will be from 5 to 15 per cent. lower.

"Monarch" horse nails are now discounted at 70 and 5 per cent., instead of 66 2-3 per cent. off.

ONTARIO MARKETS

Toronto, August 1, 1902.

HARDWARE.

THE midsummer season has quieted down business in hardware in common with other lines, but a fair number of sorting-up orders continue to come in by mail. The demand for rope continues good and some jobbers are experiencing a scarcity in harvest rope sizes, which they find it difficult to relieve by reason of slow deliveries from the factories. Trade in horse nails is increasing, but the prices of these are still very low. Horseshoes are also active, and the same applies to harvest tools, the principal demand for these being in forks, scythes and snaths. The season for lawn mowers is over. Eavetroughing continues in good demand and stocks in the hands of jobbers have become light by reason of the slowness of the manufacturers in filling their orders. Canadian Portland cement has advanced 15c. per barrel.

BARB WIRE.—There is quite a demand this week for barb wire, and some call is reported for hay-baling wire. Prices are unchanged. We quote $2.65 in carlots and for less than carlots, $2.77½ f.o.b. Cleveland. From stock, Toronto, $3.

GALVANIZED WIRE.—There is still some call for galvanized wire, and our quotations are as follows: Nos. 6, 7 and 8, $3.50 to $3.85 per 100 lb., according to quantity; No. 9, $2.85 to $3.15;

No. 10, $3.60 to $3.95; No. 11, $3.70 to $4.10; No. 12, $3 to $3.30; No. 13, $3.10 to $3.40; No. 14, $4.10 to $4.50; No. 15, $4.60 to $5.50; No. 16, $4.85 to $5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at $2.52½ in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE.—The volume of trade in this line continues moderate at unchanged prices. We quote the base price as follows: $2.60 per 100 lb. Oiling, 10c.; coppering, 60c., and tinning, $2 per 100 lb. extra. Delivery points Toronto, Hamilton, London and Montreal, with freights equalized on those points.

FINE STEEL WIRE.—Trade in this line keeps steady and prices are unchanged. The discount is 22½ per cent.

WIRE NAILS.—These are still meeting with a steady demand.. We quote the base price as follows: $2.55 for less than carlots and $2.50 for carlots. The delivery points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—A small trade in cut nails is reported this week with no change in prices. We quote: Cut nails, $2.45 per keg and $2.37½ for carlots.

HORSE NAILS.—Business in these is increasing, but prices are still low. The manufacturers claim that there is no profit in making them. The great number of manufacturers engaged in making these keeps the prices low. Base price is quoted as follows: "C" brand, oval head, 50 and 7½ per cent.; on "M" brand, 50, 10 and 5 per cent.; "Monarch," 60 2-3 per cent. Countersunk head, 60 per cent.

HORSESHOES.—Quite a little business is doing in these for the fall trade. A manufacturer of horseshoes in the United States had a large quantity of slightly damaged goods which he endeavored to dispose of in this country, but he is reported to have found the market here too low to do business. Prices in the United States, it is claimed, are considerably higher than they are here. Our quotations are now as follows: Iron shoes, No. 2 and larger, light, medium and heavy, $3.60; snow shoes, $3.85; light steel shoes, $3.70; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.85; snow shoes, $4; light steel shoes, $3.95; featherweight (all sizes), $4.95.

SCREWS.—The demand for these still continues in excess of the supply, and the market is strong. We quote the discounts as follows: Flat head bright, 87½ and 10 per cent.; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze, 70 per cent.

RIVETS AND BURRS.—Trade in these is still brisk, but supplies are limited. Discounts are: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—Business in these is keeping up well, and our quotations are now as follows: Carriage bolts, common ($1.00 list), 50 per cent.; carriage bolts, full square ($2.40 list), 55 per cent.; carriage bolts, Norway iron ($3 list), 55 per cent.; machine bolts, all sizes, 50 and 5 per cent.; coach screws, cone points, 66 2-3 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SCREEN DOORS AND WINDOWS.—A good many orders are coming forward for the cheaper grades of doors. We quote: Walnut, stained, 3-inch style, $6.80 per dozen; stained, yellow, $7; natural color, oil finish, $8.15; 4-inch style, 20c. extra per dozen. Windows: No. 0, $1.60; No. 1, $1.70; No. 2, $1.95; No. 3, $2.10; No. 4, $2.50 per dozen.

GREEN WIRE CLOTH.—There is still some sorting-up business being done in green wire cloth, but the trade of the season will soon be over. We quote the base price at $1.37½ per 100 square feet.

SPADES AND SHOVELS.—A fair sorting-up trade continues in these. The discount is 40 and 5 per cent.

ROPE.—A good trade is doing in all lines of rope, especially in hayfork rope, some sizes of which are scarce. The prices continue unchanged. We quote as follows: Pure manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, single, 11c., double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per dozen.

BINDER TWINE.—A good demand for binder twine continues from all quarters of the country, and the available supplies are rapidly diminishing. The indications this season are that owing to so much damp weather, that has been prevalent all summer, there will be lots of stalk to the grain, and this will require and extra quantity of binder twine to be used. Our quotations are as follows: "Blue Ribbon," 650 ft., 15c.; "Red Cap," 600 ft., 14c.; "Tiger," 580 ft., 13c.; sisal, 500 ft., 11½c.

HARVEST TOOLS.—A good number of sorting-up orders are coming in from all directions, and forks, scythes and snaths are at present in brisk demand. The discount is still 60 per cent.

EAVETROUGH, ETC.—A heavy demand for eavetroughing continues, and jobbers find it difficult to fill all their orders owing to the slowness of the factories in making deliveries. Quotations are as follows: Eavetrough, $3.10 per 100 square feet, for 10-inch, and conductor pipe at $4 for 3-inch, and $5.25 for 4-inch.

BUILDING PAPER.—A good trade is keeping up in building paper. In fact, all building materials are selling well. The market is steady. The base price is as follows: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll.

HARVEST WHIPS.—A good trade is doing in whips of all kinds, including harvest whips.

POULTRY NETTING.—Quite a number of sorting-up orders are being forwarded to outside points.

TINWARE AND ENAMELLED WARE.—A large amount of tinware continues to be sold, and a large movement in enamelled ware is reported to continue.

SPORTING GOODS.—A good demand is reported for guns and rifles, and trade in ammunition is on the increase.

CEMENT.—There has been an advance of 15c. per barrel in Canadian Portland cement. The manufacturers are finding a greater demand for cement than they at present can attend to and are refusing orders continually. A very active inquiry keeps up. We quote as follows: Canadian Portland, $2.10 to $3 and Canadian hydraulic, $1.35 to $1.60 per bbl.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
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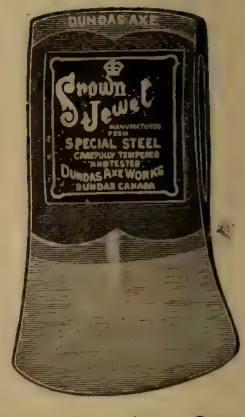
MONTREAL

COVERT MFG. CO.
West Troy, N.Y.
Steel Carriage and Wagon Jacks,
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

Don't Forget the Name. . .
NEWMAN'S INVINCIBLE FLOOR SPRINGS
Strong, Quick, Reliable, Effective.
Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.
W. NEWMAN & SONS, Birmingham.

Oneida Community Goods
HALTERS, COW TIES SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT.

An Experience.
One of the largest operators on the North Shore after one year's experience of CROWN JEWEL AXES in his shanties is so satisfied he will not consider buying any other.


Dundas Axe Works, Dundas, Ont.
W. L. Haldimand, Jr., Montreal Agent.

METALS.

There has been no change in the general metal business this week. Trade is not so heavy as during the busier seasons of the year, but some business continues without much large buying. The United States pig iron market has steadied itself, its upward career being checked by importations of that product from other countries. The outside copper markets are quiet, and the English and United States tin markets are easier. There has been a slight reduction of 10c. in some cases in all dull and half-polished Canada plates.

PIG IRON.—The market locally, is still strong. The market of the United States is steady and little inclination is manifested by dealers to buy for future delivery. We quote on track, Toronto, as follows: No. 1 foundry, $21 and No. 2, $20.50.

STEEL BOILER PLATES.—Trade in this line is keeping up well, and the tone of the local market is firm. We quote: Steel boiler plates, $1.80 for carload lots on track, Toronto.

STEEL BEAMS.—A good business continues in these. We quote: Steel beams, from stock, $2.75 and $2 per 100 in carload lots on track.

STEEL RAILS.—These are quoted at $30 per ton for steam railways and $36 per ton for electric railways.

TOOL STEEL.—A good local business keeps up in tool steel. We quote as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 8 to 15c.; ditto, "Air Hardening," 30 to 50c.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's Special, 15 to 20c.

MILD STEEL.—The business doing in this line continues fair.

SPRING STEEL.—A fair trade is reported in spring steel.

BOILER TUBES.—The demand is fair and the market steady.

BAR IRON.—Stocks of bar iron on the local market continue small and the demand is in excess of the supply. The United States markets are steady. Our quotations are as follows: $1.95 to $2.05 base. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS.—There is no change in this line and a fair amount of business is being done. We quote: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—Some business continues in these. Some jobbers have reduced the prices of all dull and half-polished Canada plates 10c. We quote: All dull, $2.90 to $3; half-polished, $3 to $3.10, and all bright, $3.75.

GALVANIZED SHEETS.—A brisk demand for these continues. The base price in case lots is: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 29 gauge; Bell brand, $4.20 for 28 gauge.

TIN.—This metal is quiet on the local market. The London tin market was irregular and the New York market dull. There was little buying on either market. Prices continue unchanged at $32 to $33 per 100 lb.

TINPLATES.—These have been more active during the week. We quote: Charcoal, $4.75 to $5 per box and cokes, $4.25 per box.

COPPER.—Trade in ingot copper is slack, but the demand for sheets has improved. The outside markets are quiet and steady. We quote: Ingot copper, $14 per 100 lb and sheet copper, $22 to $23.

BRASS.—This metal continues in good demand. We quote the discount at 15 per cent.

PIG LEAD.—A fair demand for pig lead is reported at unchanged prices. We quote pig lead at $3.50 to $3.75 and bar, $5.

IRON PIPE.—An error was made last week in saying the trade discount had been changed from 4 to 7½ per cent. on all sizes up to 2 inches. The discount remained the same as before. We quote per 100 ft.: ¼-in., $2.40; ⅜-in., $2.65; ½-in., $2.85; ¾-in., $3.65; 1-in., $5.20; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; galvanized, 1-inch, $7.20. Discount of 4 per cent. on page 37 is for carlots.

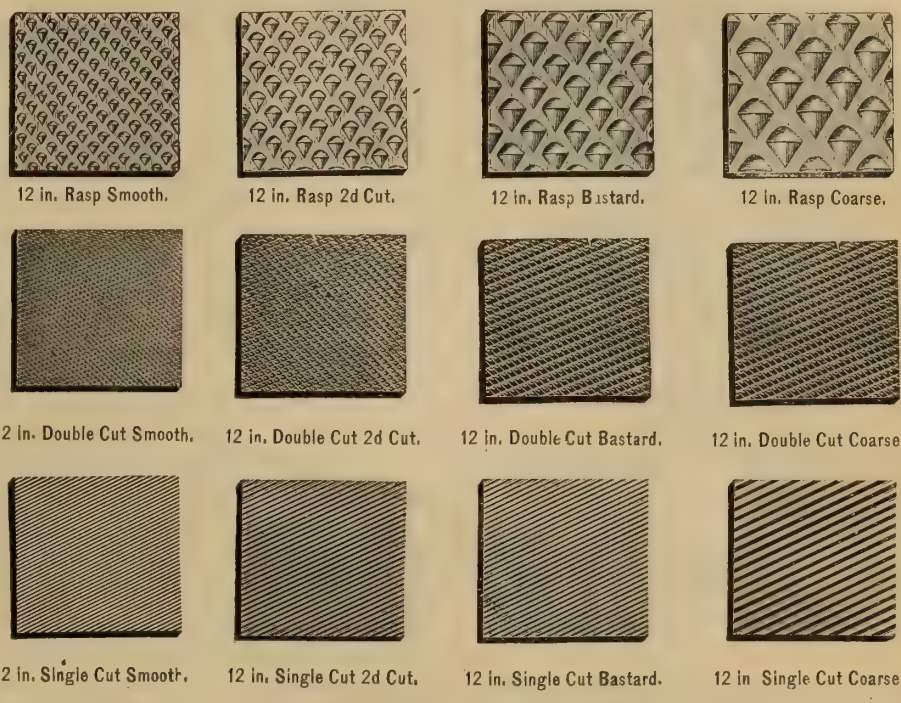
ZINC SPELTER.—There is some demand for zinc spelter in small lots. We quote 5 to 6c. per lb.

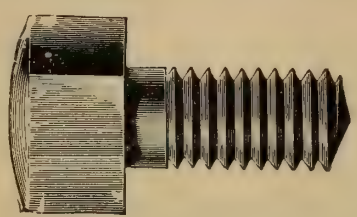
NICHOLSON FILE CO.

Dominion Works, Port Hope, Canada.

Are now producing six hundred dozen First Quality Files and Rasps daily, which are being shipped to all parts of the Dominion, and may be obtained from prominent hardware merchants who carry a full stock of these goods at reasonable prices.

Canadians **DEMAND** and **WILL HAVE** superior goods.





THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

THE CELEBRATED

NATIONAL CUTLERY CO. SHEARS

Acknowledged the best and fully warranted. Not connected with any Shear Combination.

Tailors' Shears,
Trimmers,
Ladies' Scissors,
Barbe s'
Shears,
Tinners'
Snips.

DECATUR, BULL & CO., Sales Agents, MONTREAL.

ZINC SHEETS.—Trade in this line continues steady at unchanged prices. We quote: Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER.—An active business in this line continues.

ANTIMONY.—The market for antimony is quiet. We quote $19.50 per 100 lb.

PAINTS AND OILS.

During the week trade in paints and oils has dropped off considerably and the market is quiet. Raw and boiled linseed oils and spirits of turpentine are unchanged. The market in England for linseed oil has increased in strength and the spirits are stronger on the primary markets. The manufacturers of white lead ground in oil have increased the rebate on leads to the jobber. From this out until the end of the year 5 p. c. rebate will be granted on all lots under a ton, and on from 1 to 5 tons the rebatewill be 10 per cent. A little sorting up business continues in mixed paints, and the other lines of paints are quiet. We quote as follows :

WHITE LEAD—Ex Toronto, pure white lead, $5.87½ ; No. 1, $5.50 ; No. 2, $5.12½; No. 3, $4.75; No. 4, $4 37½ in packages of 25 lb. and upwards ; ½c. per lb. extra will be charged for 12½ lb. packages ; genuine dry white lead in casks, $5.12½.

RED LEAD—Genuine, in casks of 560 lb., $5 to $5.12½; ditto, in kegs of 100 lb., $5.50; No. 1, in casks of 560 lb., $4; ditto, kegs of 100 lb., $4 50.

LITHARGE—Genuine, 6 to 6½c.

ORANGE MINERAL—Genuine, 7½ to 8c.

WHITE ZINC—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6.

SHINGLE STAIN—In 5-gal. lots, 60c. to $1.20 per gal.

BENZINE AND GASOLINE—Benzine, in barrel lots, 17c. per gal.; gasoline, ordinary, 20c., and engine, 21c. f.o.b. Toronto.

PARIS WHITE—90c. to $1 per 100 lb.

WHITING—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC—In cases, 35c.; in less than cases, 40c. per lb.

LIQUID SHELLAC—Pure orange, in bbls., $2.25 to $2.35 ; white, $2.35 to $2.45 per gal.; in less quantities, 10c. extra.

PUTTY—Bladders, in bbls., $2.25 ; bladders, in 100 lb. kegs, $2.40 ; bulk in bbls., $1.90 ; bulk, less than bbls. and up to 100 lb., $2.05 ; bladders, bulk or tins, less than 100 lb., $2 90.

PLASTER PARIS—New Brunswick, $1.90 per bbl.

PUMICE STONE—Powdered, $2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity ; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS—Pure, $1.20 to $1.40 per gal.; No. 1, $1.10 per gal.

CASTOR OIL—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL— Raw, 1 to 2 barrels, 79c.; boiled, 82c. ; 3 to 5 barrels, raw, 78c.; boiled, 81c.; 6 to 9 barrels, raw, 76c.; boiled, 79c., delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil, sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE—Single barrels, 69c.; 2 to 4 barrels, 68c., delivered. Toronto, Hamilton and London 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

A fair amount of business In glass continues for this time of the year. prices are unchanged. We quote as follows : Under 26 in., $4.45 ; 26 to 40 in., $4.65 ; 41 to 50 in., $5.10 ; 51 to 60 in., $5.35 ; 61 to 70 in., $5 75 ; 71 to 80, $6.25 ; 81 to 85, $7 ; 86 to 90, $7.75 ; Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days. Discount off pane price list, 33⅓ per cent.

OLD MATERIAL.

Trade in this line keeps fairly active. Scrap zinc is weaker, while lead is stronger. We quote: Heavy copper and wire, 10¼c. per lb.; light copper, 8c. per lb.; heavy red brass, 10c.; heavy yellow brass, 8 to 8½c.; light brass, 5c.; lead, 2¼ to 2½c.; scrap zinc, 2¼c.; iron, No. 1 wrought, $14 per net ton ; No. 2 wrought, $6 ; machinery cast scrap, $14; stove plate, $10; malleable and steel, $6 ; old rubbers, 6c. per lb., and country mixed rags, 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES — Trade continues quiet at unchanged prices, and we quote as follows : No. 1 green, 7½c.; No. 2 green, 6½c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8¼ to 8½c.

SKINS — The skin market is also inactive. Our quotations are as follows : Veal skins, 6 to 14 lb. inclusive, No. 1; 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each ; lambskins, 30c.; shearlings, 25c.

WOOL — The receipts are small and the market is firmer. We quote fleece wool, 13c., and unwashed, 7c. per lb.

TALLOW—The arrivals are limited and the prices are firm. We quote 6¼ to 6½c. per lb.

COAL.

There have been no advances made so far either by the strikers or the mine owners to effect a settlement. Latest reports from the mining regions seem, however, to indicate that work will soon be resumed by the miners. The news of rioting at the mining regions seem to show that matters there are coming to a head, and the belief is becoming general that an early settlement will be arranged. Quotations are as follows : Soft coal, $3 to $4 per ton.

PETROLEUM.

A good summer trade is reported in petroleum, and prices are unchanged. We quote as follows : Pratt's Astral, 17 to 17½c. in bulk (barrels extra); American water white, 17½ to 18c. in barrels ; Photogene, 17 to 17½c.; Sarnia water white, 16½ to 17c. in barrels ; Sarnia prime white, 15 to 15½c. in barrels.

MARKET NOTES.

Canadian Portland cement has been advanced 15c. per bbl.

The discount on cast iron fittings is now 50 and 10 per cent., instead of 60c.

The discount on malleable fittings has been changed from 35 to 30 per cent.

Jobbers have reduced the prices of all dull and half polished Canada plates 10c.

ORDERS FOR SHELF BOXES.

Cote, Boivin & Co., of Chicoutimi, Que., have just placed their fourth order for shelf boxes and cabinet. L. A. Levesque, Ville Marie, Que., is equipping his new store with J. S. Bennett's shelf boxes and shelving.

BUSINESS IN ANNAPOLIS VALLEY.

A well-known business man of Kentville, the pretty little town in the Annapolis Valley, Nova Scotia, writes : "Although the season has been so queer the Valley looks well. Business seems very good all over this county, although crop prospects are not at high water mark."

PERSONAL MENTION.

Mr. T. S. Sevanston, of Lewis Bros. & Co., Montreal, passed through Toronto on his way home on his vacation.

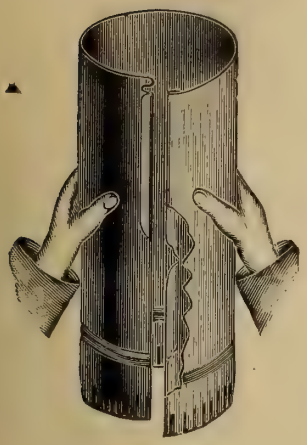
Mr. Albert H. Hough, of Toronto, representative of the Montreal Rolling Mills Co., is holidaying in Montreal.

Mr. J. T. Kinsman, foreman of the Fletcher Mfg. Co., Toronto, has just come successfully through an operation for cancer.

Mr. C. W. Sprague, of The National Cutlery Co., Philadelphia, Pa., was in Montreal calling on the trade during the week.

Mr. W. H. Carrick, of the Gurney Foundry Co., Limited, Toronto, has just returned from a trip to the Maritime Provinces, during which he spent most of his time at Digby and Wolfville, N.S.

Stove Pipe and Elbows



"Empire"
Patent Stove Pipes
Put up in Crates of 25 lengths each.

A Few Reasons why they are winners.

Long in the throat—which insures perfect draft.
Flat in the crimp—easily cleaned.
Holds no dirt, inside or out.
Adjustable—readily fitting all makes of pipe.
Saves time and labor in putting up. Makes neatest work.
Crated in bundles of one dozen—safe delivery. insured.
Polished are made of Dark Blue Steel.
Common are made of Dark Black Steel,
5 — 6 — 7 — 8 inches.

Standard Pleated Elbows

THE THOS. DAVIDSON MFG. CO., Limited
MONTREAL.

Winning Favor in Australia

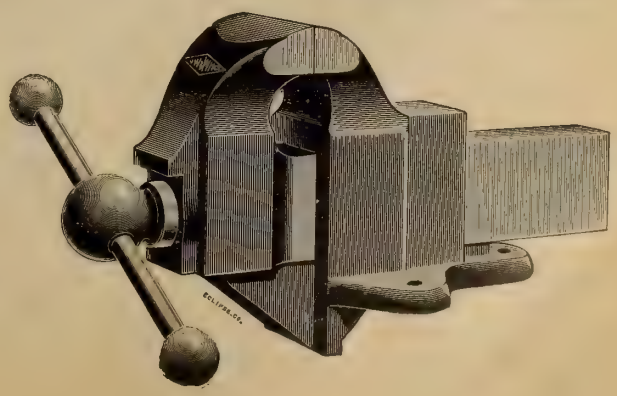
"The engineering merchants here consider your Solid Box Blacksmiths' Vises superior in quality and workmanship to any they have ever handled. They say they are remarkably suitable, and give perfect satisfaction."
[Extract from letter received from our Australian Agents located in Melbourne.]

Our facilities are unexcelled for making

Blacksmiths' and Machinists' Vises

Modern equipment and methods, high-grade material and workmanship are combined in our plant, producing

THE BEST VISES MADE



Lamplough & McNaughton
CANADIAN SALES AGENTS
19 De Bresoles St., Montreal

Manufactured by

THE COLUMBIAN HARDWARE COMPANY
CLEVELAND, OHIO.

NEW CATALOGUE JUST ISSUED—WRITE FOR IT.

HEATING AND PLUMBING

BUILDING PERMITS IN TORONTO.

DURING the week the following permits were taken out in the office of Building Inspector Edward Copping: Wm. McBean, six attached stores and dwellings, three-storey brick and stone, corner of Dundas and Gladstone ave., for $18,000; Bank of Toronto, two-storey stone and brick bank, corner of King and Bathurst, for $15,000; Dr. S. P. May, three attached two-storey and attic brick dwellings, near Parliament street, on Winchester, for $6,000; Dr. E. R. Langrell, two-storey detached brick front, roughcast dwelling, 17½ Spruce street, for $1,200; J. Davis, stone and brick foundation and brick-veneered dwelling, 110 Hazelton ave., for $1,900; Church of Christ, for two-storey brick church, near College street, east side of Bathurst street, for $6,000; Jas. McBean, alterations to dwelling, brick-veneered, corner of Queen and Greenwood ave., for $700; James Wilkie, 2½-storey brick and roughcast dwelling, 321 Shaw street, for $2,300; Wm. Allison, one-storey dwelling, brick front, roughcast sides and back, 141 Jones ave., for $500; Jas. Laing, brick front to dwelling, 300 Givens street, for $600; Walter Nash, for pair semi-detached 2½-storey brick dwellings, near College street, east side of Beatrice street, for $4,000; James Russel, two-storey brick detached dwelling near Dupont street, west side of Palmerston ave., for $1,600; W. Reynolds, for a two-storey frame and brick cellar dwelling, 1991 Queen street east, for $1,400; Ed. J. Roberts, pair semi-detached two-storey roughcast brick cellar and brick-veneered dwellings, Hamilton street, near Elliott street, for $900; Mrs. M. Stewart Thompson, two-storey and attic, two pair semi-detached brick and stone dwellings, on Brunswick ave., near Bloor, for $12,000; Mrs. Johanna Duff, two-storey brick dwelling on Columbus street, for $800; Allan Coskie, two-storey and attic brick-veneered dwelling, stone foundation, near Carlaw ave., on Bain ave., for $1,000; Mrs. Siddal, 2½-storey brick residence, corner Roxborough and Scarth Road, for $4,000; Isaac W. W. Plewes, two-storey attic and brick detached dwelling, Spadina Road, near Bernard ave., for $4,500; Jno. E. Hoare, for pair of 2½-storey brick and stone dwellings, 34-36 Albany ave., near Bloor street west, for $6,000.

BUILDING PERMITS IN OTTAWA.

During the week eleven building permits, amounting to the value of $17,500, were taken out in the office of Building Inspector Pratt, of Ottawa. They were all for new residences or alterations, and were as follows: A. Kerr, frame dwelling, Kenny street, $750; D. Doherty, solid brick addition to workshop, Besserer street, $350; George Johnston, brick-veneered dwelling, Stewart street, $800; W. H. Bishop, veneered dwelling, on Gilmour street, for $1,100; Chas. Boivin, for a frame dwelling on McLeod street, $800; Dr. W. C. Cousens, alterations to dwelling, Slater street, $1,000; Mr. Wilson, brick-veneered dwelling, Cooper street, $2,200; Mrs. J. K. Forbes, brick-veneered dwelling, Cartier street, $3,800; James Wilson, solid brick dwelling, Somerset street, $2,500; Wm. J. Davidson, two brick-veneered dwellings, Lisgar street, $3,000; W. Green, frame kitchen, Turner street, $200.

BUILDING NOTES.

Ottawa is to build a million dollar hotel this fall.

Wilfrid Mercier, Montreal, has secured the contract for building the new greenhouse on Mountain Park, for $2,035.

The Nova Scotia Steel and Coal Company propose building a machine shop at North Sydney, which will give employment to a large number of men. Plans have already been prepared.

James C. Johnstone, contractor, Cornwall, Ont., has secured the contract for the building of a new wing, 38 x 26 feet, to the Cornwall General Hospital. The wing will have three storeys, exclusive of basement.

The Cape Breton Silicate Brick Company has let the contract for a building to be erected at the lower end of the town. The building will be 100 feet long, 50 feet wide and two storeys high. The company expects to start manufacturing by October.

PLUMBING AND HEATING CONTRACTS.

Campbell Bros., Cornwall, Ont., have secured the contract for the plumbing and heating of the new wing of the Cornwall General Hospital.

R. Bigley, Queen street east, Toronto, will instal the new combination heating apparatus of hot water and hot air for J. B. Reid, Bloor street.

J. W. Walsh, Hamilton, will do the plumbing and put in the steam heating in the new public school on Mary street; also in the Nurses' Home.

Dr. Kennedy, of Guelph, has awarded the contract for the hot water heating and the plumbing of his new residence to J. W. Walsh, of Hamilton.

Mimms, of Spadina ave., Toronto, has secured the contract for the lighting and plumbing of dwelling for J. N. Sampson, Dufferin and Dundas streets.

Fiddes & Hogarth, 122 King street east, Toronto, plumbers, steam and gasfitters, have secured the contract for plumbing and lighting four houses on Isabella street for Mr. Bryce.

Lessard & Harris, Montreal, report the following plumbing, heating and roofing contracts: Henry Birks & Co., manufacturing jewelers, building; Catholic Home for Incurables, Notre Dame des Neiges; North British and Mercantile Insurance Company, building.

A. Rogers & Co., Hamilton, report the following contracts: J. Stuart, two dwellings on Markland street, plumbing; Dr. Leslie's dwelling, Main street, combination system, hot air and hot water; Schmidt House, St. James street, combination system; Mr. Steele, Dundas, plumbing; Bank of Hamilton, Orangeville, steam heating; T. W. Barry, dwelling, 85 Robinson street, hot-water heating and plumbing; Mrs. Osborne, dwelling, heating and plumbing.

BUILDING IN WINNIPEG.

Winnipeg is experiencing one of the greatest building booms in its history. According to the figures furnished by Building Inspector Rogers, the value of the buildings constructed to date amounts to $1,622,800. This is $400,000 in excess of last year, which closely approached a record breaker. The buildings are all of a good class, and construction is not confined to any particular section of the city. A large addition has been made to the Winnipeg Grain Exchange building.

BATH TUB AND SOIL PIPE FACTORY.

H. T. Bush and A. E. Pipher, of Detroit, are negotiating with the Ottawa City Council for a factory location and site for the manufacture of a line of porcelain enamelled bath tubs, soil pipe and soil-pipe fittings. They will employ approximately 100 men the first year, with the possibility of doubling this number in two years; all men—no boys or girls. Enamel sifters, pattern men and moulders' day's pay average a very high rate. They write:

"What we need is about two acres of land, a building 100 x 250 feet, two storeys in front and back about 100 feet; balance to be strictly foundry building, with 150 horse-power. We must have the best of railway facilities for shipping, with railway siding to warehouse, and water transportation if possible. While we anticipate starting in the smallest way possible, which would be a melt from 10 to 12 tons per day; that is, would approximate about 3,000 tons in and out, or a total of 6,000 tons for the first year, with the possibility of doubling this tonnage inside of two years."

A REMODELLED HOTEL.

The Queen Hotel, Halifax, has lately been undergoing extensive improvements. Manager Fairbanks has expended $20,000 in refitting and remodelling.

The contract for the hot-water heating was one of the largest single contracts ever let in the city of Halifax. 140 radiators, equal to over 5,000 square feet of heating surface, were required, and the cost was upwards of $5,000.

New plumbing has also been installed, in the most scientific and sanitary manner. Steel porcelain lined baths have been placed throughout the entire hotel. Drainage and ventilation have also received special attention, and all the basement has been concreted.

The incandescent system of electric lighting is of the most perfect description and was installed at a cost of $2,000. Electric fans are also placed in different parts of the building.

Throughout the entire building only the best and most expensive hotel furniture has been used, and everything is new.

The contractors who did the work were S. M. Brookfield, the rotunda; James Dempster & Co., staircase; Crump & Perrier, hot-water heating; Gordon & Keith, furniture; David Roche, painting and paper hanging; John Starr & Son, electric light.

PAINT SPECIALTIES

RAMSAYS EXTERIOR LEAD, always the leader in the lead market—advertised to all architects and painters in Canada. Ordered by dealers because it's easy to sell, pays well and satisfies all—Special booklets to help.

RAMSAYS VIENNA GREEN. A clean, pure, rich green in three shades, away ahead of imported greens and cheaper as well. The strongest and brightest of all the greens, to cover anything that should be green and kept green—booklets.

RAMSAYS OUTSIDE PAINTS. This is the paint for the farmer's barn. It's what he wants for his outhouses, fences, etc. It does the work and isn't dear. It pays.

RAMSAYS UNIVERSAL VARNISH. It is made for the boat, the canoe, the house, the church, doors, wainscots, anything that wants a varnish that is all varnish and nothing else.

A. RAMSAY & SON, MONTREAL.

PAINT AND VARNISH MAKERS.
ESTABLISHED 1842.

Booth Copper Co., Limited

Cuts Copper and Brass

SHEETS—TUBES—RODS

to any size.

FULL STOCK ALWAYS ON HAND.
PROMPT SHIPMENTS.

The BOOTH COPPER CO., Limited

119-123 Queen St. East,
TORONTO.

One minute's work with The TRIPLEX BLOCK.

There is always economy in buying the BEST.

Time saved is money gained.

We have no hesitation in making the statement that

The Yale & Towne Pulley Blocks

are the best made, longest wearing and quickest operating blocks on the market.

They are good sellers, and it will pay you to have them.

We are carrying a large stock, and our prices and catalogues will interest you. Send for them.

THE FAIRBANKS COMPANY,

SOLE CANADIAN AGENTS FOR
The Yale & Towne Mfg. Co.

Montreal ——— and ——— Vancouver

RETURNED
OCT 17 1902

FIRSTS AND SECONDS IN GRANITEWARE.

VERY unsatisfactory for the retailer is the present condition of the graniteware business. The departmental stores "bargains" are killing the trade. These bargain goods are often culls, which, owing to some defect in their manufacture have been rejected from the regular lines of goods. The dealers of Toronto, particularly, suffer from this practice and are becoming much dissatisfied with the manufacturers at their methods of doing business. This state of the trade came up for discussion at a recent meeting of the hardware section of the Toronto branch of the Retail Merchants' Association of Canada, and it was decided to discuss the matter at the coming convention of the Retail Merchants' Association of Canada, to be held in Toronto on September 9 and 10.

To ascertain the views of the hardware merchants in Toronto on this matter, a representative of "Hardware and Metal" called on a number of dealers.

H. C. Maas, hardware merchant, 360 Queen street west, Toronto, said that there was now no profit for him in the graniteware business. For some years the manufacturers of that line of goods had been in the habit of disposing of their culls and surplus stock in quantities at a time to the highest bidder, usually one or other of the departmental stores. The smaller merchant, through insufficient capital, was unable to buy these lots. Besides, his trade was not large enough to allow him to quickly dispose of large amounts of graniteware. So he had to let the departmental stores slaughter prices and demoralize the trade. He thought by the retail merchants meeting and taking a firm stand in the matter the present state of affairs in the graniteware market might be improved.

The manner in which the graniteware business at the present time is conducted was not approved of by H. Tweedie, 371 Yonge street. Some manufacturers supplied the departmental stores with graniteware at about 35 per cent. less than was allowed the retailer. He also knew of a manufacturer of stoves who likewise did business with the departmental stores in the same way. For the last three years he had persistently refused to patronize these manufacturers on this account, and he believed that if every other merchant did the same as he did, there would soon be an end put to this practice.

John Caslor, hardware merchant, Queen street west, declared that all retailers should not buy from manufacturers who discriminated against them in favor of the departmental stores. It would probably take a long campaign to thoroughly arouse the merchants to the necessity of their holding together and fighting the manufacturers who upheld the departmental stores. City merchants already were fully alive to the fact, and now their task was to educate the merchants outside the city as to the necessity of their binding themselves together and fighting for their rights. Graniteware now had to be sold by the smaller dealer almost without profit, owing to the bargains of the departmental stores. Things were going from bad to worse and the only way he could see to remedy this evil was for the merchants everywhere to organize.

C. P. Godden, hardware dealer, King street east, had suffered from the departmental stores selling their graniteware off by means of "bargains." The graniteware business was now in a bad condition for the retailer, but he was unable to suggest a remedy. Anything he thought that would be attempted to be done to put a stop to this practice would but serve to advertise the departmental stores.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

GEORGE ALLAIRE, sawmill owner, St. Francois Xavier de Brompton, Que., has assigned.

Jackson & Cheesman, contractors, etc., Montreal, have dissolved.

R. A. Lawrence, general merchant, Wetaskiwin, N.W.T., has assigned.

A. L. Kent is curator of A. H. Pare, general merchant, Pont de Maskinonge, Que.

V. E. Paradis is curator of P. Gagnon, general merchant, St. Flavie Station, Que.

Samuel Webster, general merchant, Copper Cliff, Ont., has assigned to David Jacobs, Sudbury.

Gorman & McDonnell, general merchants, Douglas, Ont., are offering to compromise at 50c. on the dollar.

SALES MADE AND PENDING.

P. A. Allen, blacksmith, Bridgen, Ont., has sold out.

The assets of Riordan Bros., contractors, Montreal, are to be sold.

H. A. Nash, blacksmith, Camilla, Ont., is advertising his business for sale.

The assets of O. Beaulieu, general merchant, New Carlisle, Que., are to be sold on August 5.

Augustine & Son, planing mill owners, Port Colborne, Ont., are advertising their business for sale.

The stock of Simard & Trembly, general merchants, Copper Cliff, Ont., is advertised to be sold by tender.

Henry Hunter, general and lumber merchant, Winchester Station, N.S., is advertising his property for sale.

The stock of Mason & Boright, general merchants, grist mill, etc., Magog, Que., was advertised to be sold by auction.

The stock of Joseph Ayotte, general merchant, Riviere a Pierre, Que., has been sold at 71c. on the dollar to Joseph Perron.

The stock of the estate of Burton Sweet, general merchant, Goldenville, N.S., is advertised for sale by tender on August 15.

John C. Ross, general merchant, Pleasant Harbor, N.S., will have his mining property, etc., sold by sheriff under execution of judgment, August 5.

CHANGES.

L. Taillon & Cie, St. Louis de Mile End, Que., has registered.

Sarah Francis, harnessmaker, Douglas, Ont., is giving up business.

Jackson & Co., contractors and builders, Montreal, have registered.

A. Rochon & Cie, manufacturers of brooms, Quebec, have registered.

The La Ferriere Lumber Co., Malbaie and Montreal, has registered.

Mercier & Mercier, lumber and grain merchants, St. Nicholas, Que., have registered.

C. S. Ryder, hardware merchant, Extension, B.C., is opening a branch at Ladysmith.

McBean & Co., lumber merchants, Toronto, have changed their style to McBean & Verral.

Hurlburt & Balfour, hardware merchants, Wolseley, N.W.T., are succeeded by Hurlbert & Biden.

Sara A. Hamilton (estate of), hardware merchant, Emerson, Man., is succeeded by Hamilton & Son.

FIRES.

Wm. Boivin, builder and contractor, Sorel, Que., was burned out; partially insured.

John Hillock & Co., planing mill owners, etc., Toronto, were partially burned out.

DEATHS.

James Shackleton, wagonmaker, West Hill, Ont., is dead.

P. A. Craig, blacksmith and carriagemaker, Windsor, Ont., is dead.

James McCalla, proprietor of W. J. & J. McCalla, grocers and hardware merchants, St. Catherines, Ont., is dead.

ELECTRICAL NOTES

ARRANGEMENTS are now being made for the transfer of the plant and all property of The People's Heat and Light Company to The Halifax Electric Tram Company; the price to be paid by The Tram Company is $350,000.

This week The Canadian Suspender Company of Toronto purchased a two horse-power motor from Jones & Moore, 22 Adelaide street west, Toronto.

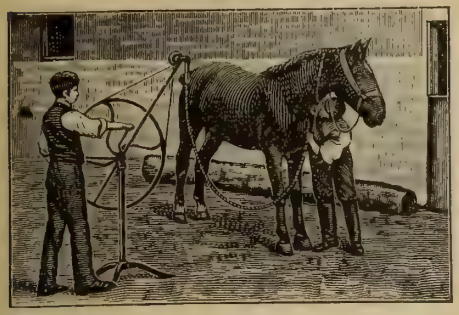
Jones & Moore, 22 Adelaide street west, Toronto, during the week have sold a complete electric lighting plant to The W. & A. G. Gray Co., of Saskatoon, N.W.T.

The contract for the equipment of The Levis County Electric Railway Company, to be operated at Levis, opposite Quebec, connecting together Levis, St. Joseph, Biennville and St. Romauld d'Etchemin, has been awarded to Ahern & Soper. Some 21 cars and snow sweepers will all be made in Ottawa. The route of the railway along the river front commands a magnificent view of the St. Lawrence, Quebec city, Isle of Orleans and the Laurentian Mountains, and the cars will serve a population of about 25,000.

Ahern & Soper have successfully completed the installation at Montreal and Chambly of 20 Westinghouse electric transformers, which are the largest in size and greatest in capacity ever manufactured in the world. Each transformer has a capacity of 35,500 lights, making a total of almost three quarters of a million of lights. At Chambly the transformers stop up the current to 25,000 volts for transmission to Montreal, where it is transformed down again to 2,000 volts for distribution on the circuits of The Montreal Light, Heat and Power Company.

BURMAN & SONS' CELEBRATED CLIPPERS

Established 1871. **BIRMINGHAM, ENG.** for Horsemen and Barbers.

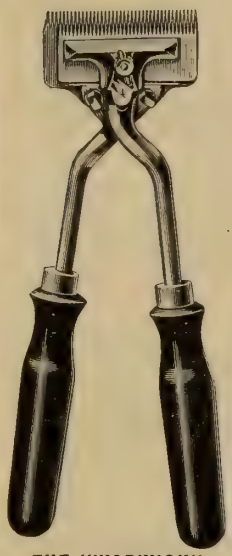


NO. 3—POWER CLIPPER, with "Wrist Joint."

As supplied to { The Czar of Russia. The King of Denmark. Earl Roberts, Etc., Etc.

Having bought the good-will, machinery and stock of Wm. Bown, Limietd, we shall in future supply the Celebrated "Newmarket" Clipper, marked exactly as before, with the addition of "Made by Burman & Sons, Limited, Birmingham" on the handles. Largest makers of Horse Clippers in the world.

NO. 297.



THE "WARWICK" CLIPPER.

Cuts over three teeth.

As supplied to His Majesty's War Department.

SEND FOR PRICE LIST AND TERMS.

To be obtained from all the principal Jobbers throughout the Dominion.

Star Safety Razor.

The original and best Safety.

Shaves Clean Saves Time Never Pulls

Over 5,000,000 daily users are our best advertisers.

A Razor of merit.

Established 1875.

A Marvel of Simplicity and Durability

BEWARE OF IMITATIONS.

The Three Star Safety is the only Safety Razor that can be adjusted to a hair's width by anybody to suit any face or beard by means of adjusting screws, fully protected from infringers by the U.S. Circuit Court.

For sale by all leading dealers throughout Canada.
Rock bottom prices upon application to

KAMPFE BROS.,

INVENTORS AND MANUFACTURERS,

8 Reade Street - NEW YORK CITY

CHAMPION Stoves and Ranges

RIGHT PRICES
QUICK SHIPMENTS
QUALITY GUARANTEED
FIRST-CLASS NICKLE PLATE
CORRESPONDENCE SOLICITED

Made by——

D. J. BARKER & CO.

PICTON, ONT.

—Toronto Agents—
THE BATTY HARDWARE & STOVE CO.

GLASS

We import and manufacture every description of

Window and Fancy Glass.

Write for our new Catalogue.

Hobbs Manufacturing Co. Limited

LONDON, CANADA.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

THE OAKVILLE BASKET CO.,

Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE BASKET CO.

A minute or two and your shave is through. The "**New Gem**" Safety Razor is guaranteed to always shave any growth of beard. Catalogues mailed free from these Canadian agents: **Montreal**-Caverhill, Learmont & Co.; **Quebec**—Chinic Hardware Co.; **Berlin**—Jno. Fennell & Son; **Hamilton**—Wood, Vallance & Co.; **St. John, N.B.**—Kerr & Robertson; **Halifax, N.S.**—A. M. Bell & Co.; **Winnipeg, Man.**—J. H. Ashdown Hardware Co.; **Vancouver, B.C.**—McLennan, McFeely & Co.; **Victoria, B.C.**—M. & H. A. Fox; or direct from makers, **The Gem Cutlery Co.**-34 Reade St., **N.Y.C.**; 9 London St., E.C., **London**; 9 Pickhuben St., **Hamburg, Germany.**

FILES. **RASPS.**

WE ARE NOT IN THE TRUST.

Quality of our goods guaranteed and our discounts very liberal. A trial order solicited. Write for discounts.

99 Niagara St., **TORONTO FILE CO.**

CANADIAN GOODS FOR CANADIANS.

FAIR WARNING.

We desire to give the Hardware Trade timely notice and a fair warning, that they will consult their own interests by ordering promptly what they may require of "C" Brand Horse Nails.

We have now arrived at the season of the year when every man and machine we have are fully engaged in the production of our usual average requirements for the Fall trade. It is approaching the time when every hardware dealer sells more horse nails than at any other period of the year. Don't wait until your stock is sold out of certain sizes, and be subjected to the delay which is inevitable, when a large number of orders are poured in on us from one end of the country to the other, and all wanted for "prompt shipment."

Another thing: (between ourselves) anthracite coal of the high quality which we use for forging, is not to be had "for love or money." We have been waiting since May for a shipment. We have only enough for another month, and then it will depend upon the price of coal (if we can get any) and some other considerations, how much more we shall have to charge you for "C" Brand Horse Nails. You wont buy them any lower this year than you can do to-day. We guarantee that.

MORAL :—Buy "C" Brand Horse Nails to-day, and every day.

Canada Horse Nail Company
MONTREAL.
August 2nd, 1902.

CATALOGUES, BOOKLETS, ETC.

METALLIC BLOTTERS.

SOME people swear by blotters as good advertising mediums, and a glance at a set of six sent out by The Metallic Roofing Co., of Toronto, would convince even the most inveterate opponent of any kind of publicity that there was something pretty clever and insistent about the advertisements on these blotters. One-half the blotter is occupied by a cut done in glaring colors and the other half describes the picture in breezy fashion, always pointing to the moral that the goods of the roofing company are the best.

SPORTING GOODS CATALOGUE.

Catalogue No. 9, of the wholesale hardware firm of A.M. Bell & Co., Halifax, is dated July, 1902, and deals with the many ranges of shot guns, ammunition, etc., handled in their warehouse. Every article is illustrated and concisely described, with price affixed. Some space is also devoted to gun implements, sportsmen's sundries, skates, saws, halter chains and wringers, but the guns and rifles form the specialty.

FINE PRECISION TOOLS.

The Massachusetts Tool Co., of Greenfield, Mass., who are represented in Canada by Decatur, Bull & Co., have issued a catalogue of their fine precision tools, including steel rules, micrometers, calipers, etc., which the trade should apply for. It is illustrated with a number of exceptionally fine engravings of the various tools, and full descriptive text will be found regarding each article. This catalogue will be sent to any of the readers of this paper applying to the above firm for it.

CAVERHILL, LEARMONT & CO.'S CATALOGUE.

Catalogue No 42, of Caverhill, Learmont & Co., Montreal, is a book of 80 pages illustrated with numerous cuts of the goods handled by this firm. They are dealers in guns, rifles, ammunition, sporting goods, skates, sleigh bells and sewing machines. Their guns and rifles are of the celebrated Marlin and Winchester makes, guaranteed to be of good materials and workmanship. Revolvers also can be obtained from this firm, who always carry a full range of patterns and makes varying in price according to their quality. For the benefit of their customers they always have on hand a full assortment of gun parts, loading implements, powder flasks, etc. Their steel traps, fishing tackle, compasses, hunting knives are of good material and warranted to stand the test of use. Their steel skates are of durable pattern, and their sewing machines are tested before leaving the factory, and each bears the guarantee of the maker to stand the wear and tear of family use for five years. Further information may be obtained by addressing a card to the headquarters of this firm at Montreal.

GREEN

The popularity of green is strongly in evidence. Green is the color of the season and may be seen everywhere. Green Shutters are still in vogue and the favorite brands of the **Canada Paint Company** are preferred.

The brands Dry, or ground in Oil are:

"Evergreen."
"Bottle Green."
"Mistletoe Green."
"French Permanent Green."
"Royal Permanent Green,"
and
"Crown Imperial Green."

Close buyers will bear in mind that we manufacture our own Green and Dry Colors from the essential chemicals.

In Liquid Paints we make the following tints:

"Apple Green."
"Bottle Green."
"Emerald Green."
"Green Stone."
"Olive."
"Pea Green."
"Parrot Green."
"Window Blind Green,"
and
"Mountain Green."

In Carriage Colors ground in Japan we manufacture:

"Coach Painters' Green."
"Merrimac Green."
"Parrot Green."
"Quaker Green,"
"Very Deep Green."
"Silician Ollve,"
and
"Bronze Green."

OUR SUCCESS
in Green is creating imitations. Avoid Sustitutes.

THE CANADA PAINT COMPANY, Limited.

DRY COLOR MAKERS, MONTREAL TORONTO

THAT OLD RUSTED STOCK

Why don't you get it together and have it made like new?

WE REPLATE, REPOLISH

all kinds of Metal Goods in Gold, Silver, Copper, Brass and Nickel.

Don't put it off any longer. Get the old stock fixed up for your trade.

WRITE US FOR PRICES.

MOORE & ORR, Electro Platers

81 Adelaide St. W., - - **TORONTO.**

Lockerby & McComb

AGENTS IN CANADA

FOR THE

Celebrated P. & B. Cold Storage Lining

AND

. . Ruberoid Roofing . .

P. S.--Prices on Application.

65 Shannon Street, MONTREAL.

FRANK MILLER'S

HARNESS PREPARATIONS.

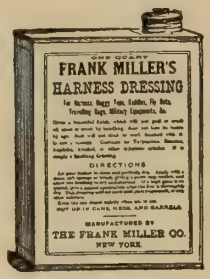
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant jet-black gloss which will not peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness. Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, thus adding life.

The highest quality of oil on the market.

Wrapping Papers That Please.

Our kind — for we have in stock only the good kind — the kind that will give satisfaction always to both yourself and your customers.

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

The Oshawa Wire Fence Co.

OSHAWA, ONT. Limited

Manufacturers of . . .

Woven Wire Fencing, Gates, Etc.

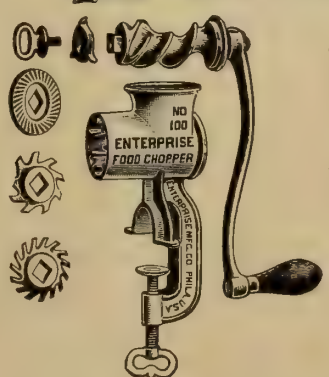
Also Dealers in Galvanized Fence Wire

Agents wanted Send for catalogue and prices.

ENTERPRISE on an article is a Guarantee of QUALITY

ENTERPRISE

FOOD CHOPPERS



Four Knives with each Machine

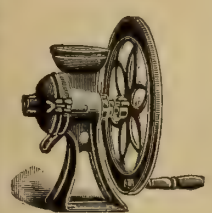
No. 100, *chops 2 lbs. per minute,* **$1.50**
No. 300, *chops 3 lbs. per minute,* **$2.25**

Sell every Day in Year

GUARANTEED TO CHOP RAW MEAT

Illustrated Catalogue FREE *Order through your Jobber*

Bone, Shell & Corn Mill



No. 750, $7.50

Meat Juice Extractor

No. 21, $2.50

Cherry Stoners

5 Sizes & Styles

No. 1, $7.50 doz.

Rapid Grinding & Pulverizing Mills

45 Sizes & Styles for Hand & Power, $1.25 to 300.00

No. 2½, $4.75

New York Branch, 10 Warren Street

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch, 105 Front Street

MANITOBA MARKETS.

Winnipeg, July 28, 1902.

IN company with other jobbers, hardwaremen have been busy all week looking after visitors and customers. There is great activity in hardware at present, and some houses are finding it hard to keep abreast of orders. Considerable selling was done during the week. All lines of building hardware are in specially good demand, as the amount of building throughout the country is astonishing.

There is a good deal of interest being taken in binder twine in this market at present owing to the splendid outlook for crops and the fact that there will be little or no surplus twine in the United States to help out this market. Prices have not changed since last week, but there is a decidedly firmer tone to the market. Implement men are busy, as the shipment of mowers and binders is in full blast, and there is also a good demand for ploughs. The business done by implement men through Fair week was heavy. Quotations are as follows:

Barbed wire, 100 lb	$3 30
Plain twist	3 40
Staples	3 95
Oiled annealed wire 10	3 85
" 11	3 90
" 12	3 95
" 13	4 10
" 14	4 25
" 15	4 35
Galvanized wire, 6 to 8 gauge	4 00
" 9 "	3 50
" 10 "	4 05
" 11 "	4 20
" 12 "	3 65
" 13 "	3 75
" 14 "	4 45
" 15 "	4 60
" 16 "	4 75
Wire nails, 30 to 60 dy, keg	3 25
" 16 and 20	3 35
" 10	3 35
" 8	3 45
" 6	3 50
" 4	3 65
" 3	3 90
Coil chain, 3-16 inch	10½
" ¼ inch	8¾
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Cut nails, 30 to 60 dy.	3 10
" 20 to 40	3 15
" 10 to 16	3 20
" 8	3 25
" 6	3 30
" 4	3 60
" 3	3 75
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No 1	4 30
No. 2 and larger	4 05
Snow shoes, No. 0 to No. 1	4 55
No. 2 and larger	4 05
Steel, No. 0 to No. 1	4 40
No. 2 and larger	4 35
Bar iron, $2.70 basis.	
Swedish iron, $5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	2 79
18 to 22 gauge	4 75
24 gauge	5 00
26 gauge	5 25
28 gauge	5 50
Genuine Russian, lb	12
Imitation " "	8
Tinned, 24 gauge, 100 lb	7 75
26 gauge	8 00
28 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	11 00
IX "	13 00
IXX "	15 00

August 2nd, 1

Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	6 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	$13 50
" ⅜	14 00
" ¼ and 5-16	14 20
Manila, 7-16 and larger	17 00
" ⅜	17 55
" ¼ and 5-16	18 00
Solder	20
Cotton Rope, all sizes, lb	17
Axes, chopping	$ 7 50 to 12 00
" double bitts	12 00 to 18 00
Poultry netting, 24 in	1 35
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	57½ p.c.
Bolts, carriage	50 p.c.
Machine	50 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Bluestone, cask lots	$5 50
Spades and shovels	40 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 25
Chilled	6 75
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2½ p.c.
" " plain	70 and 15 p.c.

PETROLEUM.

Water white American	25½c.
Prime white American	24c.
Water white Canadian	22c.
Prime white Canadian	21c.

BINDER TWINE.

Sisal and Standard f.o.b. Winnipeg	$ 12
Manila, 550 feet	13
Manila, 600 feet	13¾
Pure Manila	15½

Five-ton lots ⅛c. less per lb., and carlots ¼c. less.

SCRAP.

No. 1 cast iron	$13 to $14 per ton
No. 2 "	5 to 6 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 75
Less than barrel lots	80
Linseed oil, raw	87
Boiled	90
Lubricating oils, Eldorado castor	29
Eldorado engine	28½
Atlantic red	29½
Renown engine	41½
Black oil	20
Cylinder oil (according to grade)	55 to 74
Harness oil	65
Neatsfoot oil	90
Steam-refined oil	85
Sperm oil	2 00
Pure castor oil, East India	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 50
26 to 40 per 50 ft.	2 75
41 to 50 " 100 ft.	6 00
51 to 60 " " "	6 50
61 to 70 per 100-ft. boxes	7 00
Putty, in bladders, barrel lots per lb.	2½
kegs "	2¾
White lead, pure per cwt.	6 50
No. 1 "	6 00

Prepared paints, pure liquid colors, according to shade and color, per gal. $1.30 to $1.90

NOTES.

A. Ross & Co. have built a large addition to their store at Miniota, and are putting in a fine stock of hardware.

The Stuart-Arbuthnot Machinery Co. had one of the best exhibits at the Winnipeg Industrial, and also supplied power and shafting for all other machinery in motion in the main building.

The reason for using Apollo galvanized iron is: it is the best iron: works easiest: makes the best job, and costs least for labor.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

YOU NATURALLY EXPECT THAT THE GOODS **YOU** BUY WILL GIVE ENTIRE SATISFACTION TO **THOSE** WHO BUY FROM YOU. WHEN YOU PURCHASE

2 AND 3 PLY READY ROOFING,
BUILDING PAPERS,
SHEATHING AND CARPET FELT,
COAL TAR PRODUCTS,
HANGING AND PRINT PAPER,
BROWN AND MANILLA WRAPPING

from us your expectations will be realized. Our lines are all guaranteed to give entire satisfaction. Quality, the best.

ALEX. McARTHUR & CO., 82 McGill Street, MONTREAL.

PAPER MILLS: JOLIETTE, QUE. FELT FACTORY: HARBOR AND LOGAN STREETS, MONTREAL.

CURRENT MARKET QUOTATIONS.

Aug. 1, 1902

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits— 56 and 23 lb. ingots, 100 lb.	$32 00	$33 00

TINPLATES.

Charcoal Plates–Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$6 75
I.X. "	....	8 25
I.X.X. "	....	9 75
Famous, equal to Bradley—		
I.C.	....	6 75
I.X.	....	8 25
I.X.X.	....	9 75
Raven and Vulture Grades—		
I.C., usual sizes	....	5 00
I.X. "	....	6 00
I.X.X. "	....	7 00
I.X.X.X. "	....	8 00
D.C., 12½x17	....	4 50
D.X	....	5 25
D.X.X.	....	6 00

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	4 25
I.C., special sizes, base	....	4 75
20 x 28	....	9 00

Charcoal Plates–Terne.

Dean or J.G. Grade–		
I.C., 20x28, 112 sheets	....	8 50
I.X., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X.X., 14x56, 50 sheet bxs.; " 14x60, "; " 14x65, "	....	0 06½

Tinned Sheets.

72x30 up to 24 gauge	....	8 00
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	1 95	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3 in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth & Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "silver" tool steel	0 12	0 14
" "special"	0 15	0 20
Jonas & Colver's tool steel	0 08	0 15
" "air hardening"	0 50	0 50
Drill steel, per lb	0 08	0 10

BOILER TUBES.

		Per foot.
1½, 1¾ and 4 inch	....	0 09
2½ in	....	0 16
3 in	....	0 13
3½ in	....	0 16
4 in	....	0 31

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅝ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	....

COPPER WARE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	....	3 75

IRON PIPE.

Black pipe—		Per 100 feet.
⅛ inch	....	2 90
¼ "	....	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	20 00
3 "	....	24 00
3½ "	....	30 00
4 "	....	37 50
4½ "	....	42 00
"	....	47 00
6 "	....	60 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Discount on pipe up to 2 in. 4 p.c. Larger sizes nett.

Malleable Fittings—Discount 30 p.c.

Cast Iron Fittings—

On all cast iron fitting, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis. All others—discount 60 p.c.

GALVANIZED SHEETS.

	G.C.	Comet.	Bell.	Queen's Head.
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	4 00	4 05
26 "	4 25	4 00	4 15	4 25
28 "	4 50	4 25	4 30	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.		....	....
" ¼ "		7 85	8 10
" 5-16 "		5 25	5 50
" ⅜ "		4 50	4 75
" 7-16 "		4 25	4 50
" ½ "		4 20	4 50
" 9-16 "		4 05	4 50
" ⅝ "		4 00	4 50
" ¾ "		4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 p.c.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.		Per 100 lb.
English B.S., ton lots	....	14 00
Lake Superior	....	....

Bars.

Cut lengths, round, ½ to ⅞ in	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00

Sheet.

Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

Boiler and T.K. Pitts.

Plain tinned, per lb	....	0 28
Spun, per lb	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per lb	5 50	6 00
Domestic "	....	....

ZINC SHEET.

5-cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD.

Imported Pig, per 100 lb.	3 50	3 75
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe, 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7 50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Discount, 60 p.c. on medium and extra heavy, and 55 p.c. on light soil pipe and fittings.

SOLDER.

	Per lb.	Per lb.
Bar half-and-half, guarant'd	....	0 20
Bar, half and-half, commer'l	....	0 19½
Refined	....	0 19
Wiping	....	0 18½

ANTIMONY.

Cookson's, per lb	....	9 50

WHITE LEAD.

	Per 100 lb.
Pure	5 87½
No. 1	5 50
No. 2	5 12½
No. 3	4 75
No. 4	4 37½
Munro's Select Flake White	6 37½
Elephant and Decorators' Pure	6 12½
Brandram's B.B. Genuine	7 00
" " No. 1	6 00

RED LEAD.

Genuine, 560 lb. casks, per cwt.	$4 75
Genuine, 100 lb. kegs, per cwt	5 00
No. 1, 560 lb. casks, per cwt	4 [illegible]5
No. 1, 100 lb. kegs, per cwt	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 50
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 25
Second qualities, per gallon	....	1 10
Barn (in bbls.)	[illegible]	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co's pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Stewart & Wood's Champion pure		1 10

COLORS IN OIL.

25 lb. tins, standard Quality.

Venetian red, per lb	0 04½	0 06
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "	....	0 06
Marine black	....	0 09
Chrome green	....	0 10
French imperial green	....	0 12
Signwriters' black	....	0 16
Burnt umber	....	0 11
" sienna	....	0 11
Raw umber	....	0 11
" sienna	....	0 11

COLORS, DRY.

Common ochre, bbls	1 20	1 30
Yellow ochre (J.F.L.S.), bbls.	....	2 00
Yellow ochre (La Belle)	1 15	1 25
Brussels ochre	....	2 00
Venetian red (best), bbl	1 75	2 00
English oxides, per cwt	3 00	3 25
American oxides, bbls	1 25	2 00
Canadian oxides, bbls	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb	....	0 10
" umber, " "	....	1 10
Raw do	....	0 09
Drop black, pure	....	0 09
Chrome yellows, pure	....	0 18
Chrome greens, pure per lb	0 09	0 10
Golden ochre	0 04	0 05
Ultramarine blue, in 28-lb. boxes, per lb	0 06	0 18
Fire proof mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb.	....	0 07
Mortar color, per 100 lb	1 25	1 50
Pure Indian red, No. 45, lb	0 08	0 10
Whiting, bbl	0 55	0 60
English vermilion in 30-lb. bags.		0 95

PARIS GREEN.

		Per lb
Petroleum, casks	0 16½	0 18
Arsenic kegs	0 17	0 19
50 lb. and 100-lb. drums	0 18½	0 19½
25-lb. drums	0 19	0 20
1-lb. packages	0 20	0 20½
½-lb. do	0 22	0 22½
1-lb. tins	....	....
½ lb. do.	....	....

F.O.B. Toronto. Terms—3 p.c. off 30 days, or 4 mos. from date of delivery.

BLUESTONE.

Casks, for spraying, per lb.	0 07
100-lb. lots, do per lb	0 08

PUTTY.

Bulk in bbls	1 90
Bulk in less quantity	2 05
Bladders in bbls.	2 25
Bladders in kegs, boxes or loose	2 40
Bladders in 25-lb. tins	2 55
Bladders in 12½ lb. tins	2 65
Bladders in bulk or tins less than 100 lb	2 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	....	1 25
" No. 1	....	1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine, brown japan	1 25	1 30
" black japan	0 85	1 50
" " No. 1	0 50	0 75
Elastilite varnish, 1 gal. can, each,		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels: Size 1, $1.20; size 2, 70c.; size 3, 40c. each.

Sherwin-Williams' copal varnish, assorted case, from ½-pts. to 1 gal. $1.50.

CASTOR OIL.

East India, in cases, per lb.	0 09½	0 10
" small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 20
" neatsfoot	....	0 90

GLUE

Common	0 08	0 09
French medal	[illegible]	[illegible]
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY { Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

HARDWARE.

Ammunition.

Cartridges.

B. B Caps Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 40 p. c., Amer
Rim Fire Cartridges, Dom., 5 (and 5 p. c
Central Fire Pistol and Rifle 10 p.c. Amer.
Central Fire Cartridges, pistol sizes Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.
Central Fire, Military and Sporting, Amer. add 5 p.c. to list. B.B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p.c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads	per lb
Best thick white felt wadding, in ¾-lb bags	1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads in boxes of 1,000 each, 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Adzes.

Discount, 20 per cent.

Anvils.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, " " "	0 11¼

Augers.

Gilmour's discount 65 and 5 p.c. off list.

Axes.

Chopping Axes		
Single bit, per doz	5 50	10 00
Double bit, "	11 00	18 00
Bench Axes, 40 p.c.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 00	10 00

Axle Grease.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

Bath Tubs.

Zinc	6 00

Copper, discount 15 p.c. off revised list

Baths.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
" " " 2nd "	20 00

Anti-Friction Metal.

"Tandem" A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Magnolia Anti-Friction Metal, per lb		0 25
Frictionless metal, per lb		0 23

SYRACUSE SMELTING WORKS.

Aluminum, genuine	0 41
Dynamo	0 27
Special	0 ?2
Aluminum, 99 p.c. pure "Syracuse"	0 45

Bells.

Hand

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 45 per cent		

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 40 per cent.

Belting.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 p.c.

Bits.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen. net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind and Bed Staples.

All sizes, per lb	0 07¾	0 12

Bolts and Nuts.

	Per cent.
Carriage Bolts, common ($1 list)	55
" " full square ($2.40 list)	55
" " Norway iron ($3 list)	50
Machine Bolts, all sizes	50 and 5
Plough Bolts	50 and 5
Blank Bolts	50 and 5
Bolt Ends	50 and 5
Sleigh Shoe Bolts	65 and 5
Coach Screws, cone point	66⅔

Nuts, square, all sizes, 3½c per lb off.
Nuts, hexagon, all sizes, 3¾c. per lb. off.
Stove rods, per lb. ....5½ to 6c.
Nuts, in 50 lb. lots ¼c. per lb extra, in less than 50 lb. lots, ½c. extra.

Boot Calks.

Small and medium, ball, per M	4 25
Small heel, per M	4 50

Bright Wire Goods.

Discount .... 62½ per cent

Broilers.

Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

German, per doz	6 00	11 00
American, per doz	12 00	20 00

Butcher Knives.

Bailey's, per doz	0 60	6 30

Building Paper, Etc.

Tarred felt, per 100 lb	1 70
Ready roofing, 2-ply, not under 45 lb. per rol	85
Ready roofing, 3-ply, not under 65 lb. per roll	1 10
Carpet felt, per ton	45 00
Dry sheathing, per roll, 400 sq. ft.	35
Tar sheathing, " " "	45
Dry fibre " " "	50
Tarred fibre, " " "	60
O.K. & I.X.L., " " "	65
Resin-sized, " " "	40
Oiled sheathing, " 600 "	1 10
" " " 400 "	70
Roof coating, in barrels, per gal.	17
" " small packages	25
Refined tar, per barrel	4 50
Coal tar, "	4 00
Coal tar, less than barrels, per gal.	15
Roofing pitch, per 100 lb.	85

Bull Rings.

Copper, $2.00 for 2½ in. and $1.90 for 2 in.

Butts.

Wrought Brass net revised list.

Cast Iron.

Loose Pin, dis., 60 per cent.

Wrought Steel

Fast Joint, dis. 65, 10 and 2½ per cent.
Loose Pin, dis. 65, 10 and 2½ per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Carpet Stretchers

American, per doz	1 00	1 50
Bullard's, per doz	....	6 50

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian Portland	2 25	3 00
English "	3 00	3 15
Belgian "	2 50	2 75
Canadian hydraulic	1 25	1 50
Arrow	....	2 25
Buffalo	....	2 00

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. S. & W. Extra 60, 10 and 5 p.c.

Churns.

Revolving Churns, metal frames—No. 0, $8—No. 1, $8.50—No. 2, $9.00—No. 3, $10.00—No. 4, $12.00—No. 5, $16.00 each. Ditto, wood frames—20c. each less than above. Discounts: Delivered from factories, 56 p.c.; from stock in Montreal, 54 p.c. Terms, 4 months or 3 p.c. cash in 30 days

Clips.

Axle dis. 65 per cent.

Closets.

	Net.
Plain York or Ontario Syphon Jet.	$9 60
Emb. York or Ontario Syphon Jet.	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. Elgin or Teu. Syphon Washout	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
" " " " emb.	10 20
Plain Richelieu	4 00
Emb. Richelieu	4 25
Connections	1 25
Low Down Ont. Sy. Jet, plain	11 70
" " " " " emb'd.	12 30
Closet connection	1 25
Basins P.O., 14 in.	0 70
" oval 17 x 14 in.	1 50
" " 19 x 15 in.	2 25

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Conductor Pipe.

Plain or Corrugated.

2-inch, per 100 feet	3 00
3 " " "	4 00
4 " " "	5 25
5 " " "	6 75
6 " " "	9 00

Cradles, Grain.

Canadian, dis. 25 to 33⅓ per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair	.17½
" " 5, "	.22½
" 6, "	.15
Boynto pattern "	.20

Door Springs.

Torrey's Rod, per doz. (15 p.c.		2 00
Coil, per doz.	0 88	1 60
English, per doz.	2 00	4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.

Hand and Breast

Millar's Falls, per doz. net list.

DRILL BITS.

Morse, dis., 37½ to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.

EAVE TROUGH.

10-inch, per 100 ft.	$3 10

ELBOWS. (Stovepipe.)

	per doz.
5 and 6-inch, common	1 20
7-inch	1 35

Polished, 15c. per doz. extra.

ESCUTCHEONS.

Discount, 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 p.c.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS—Window—Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 20	4 25	....	6 25
26 to 40	2 40	4 65	....	6 75
41 to 50	....	5 10	....	7 50
51 to 60	....	5 35	....	8 50
61 to 70	....	5 75	....	9 75
71 to 80	....	6 25	....	11 00
81 to 85	....	7 00	....	12 55
86 to 90	....	7 75	..	15 00
91 to 95	..	....	...	17 50
96 to 100	.. .	....	....	20 50

GAUGES

Marking, Mortise, Etc.

Stanley's dis. 50 to 55 per cent.

Wire Gauges.

Winn's Nos. 26 to 33, each	1 65	2 40

HALTERS.

Rope, ⅜ per gross	....	....
" ½ "	....	9 00
" ⅝ to ¾	....	14 00
Leather, 1 in., per doz.	3 87½	4 00
" 1¼ in., "	5 15	5 20
Web, — per doz.	1 87	2 45

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent Can. dis. 25 to 27½ per cent.

Tack.

Magnetic per doz.	1 10	1 20

Sledge.

Canadian per lb.	0 07½	0 08½

Ball Pean.

English and Can., per lb.	0 22	0 25

HANDLES.

Axe, per doz. net	1 50	3 00
Store door, per doz.	1 00	1 50

Fork.

C. & B., dis. 40 per cent. rev list.

Hoe.

C. & B., dis. 40 per cent. rev. list.

Saw.

American, per doz.	1 00	1 25

Plane.

American per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair	13¾

HANGERS.

	doz.	pairs.
Steel barn door	5 85	6 00
Stearns, 4 inch	....	5 00
" 5 inch	....	6 50
Lane's covered—		
No. 11, 5-ft. run	....	8 40
No. 11½, 10-ft. run	....	10 80
No. 12, 10-ft. run	....	12 60
No. 14, 15-ft. run	....	21 00
Lane's O.N.T. track, per foot.	....	4½

HARVEST TOOLS

Discount, 60 per cent.

HATCHETS

Canadian, dis 40 to 42½ per cent.

Building Papers, Roofing Material, Wire Edged Ready Roofing.

We don't offer you Gold Dollars for Fifty Cents, but we guarantee our customers

First-Class Material, Reasonable Prices, Prompt Shipment, and Courteous and Liberal Treatment.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

HINGES.

Blind, Parker's, dis. 16⅔ per cent.
Heavy T and strap, 4-in., per lb.... 0 06½
" " 5-in., " 0 06¼
" " 6-in., " 0 06
" " 8-in., " 0 05¾
" " 10-in., " 0 05½
Light T and strap, dis. 65 and 5 per cent.
Screw hook and hinge—
6 to 10 in., per 100 lbs.... .... 4 50
12 in. up, per 100 lbs.... .... 3 25
Per gro. pairs
Spring.... .... 9 00

HOES.

Garden, Mortar, etc., dis. 60 p.c.
Planter, per doz.... 4 00 4 50

HOLLOW WARE

Discount,.... 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird Cage, per doz....	0 50	1 10
Clothes Line, per doz....	0 27	0 63
Harness, per doz....	0 72	0 88
Hat and Coat, per gross....	1 00	3 00
Chandelier, per doz....	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 47½ per cent.

Wire.

Hat and Coat, discount 45 per cent.
Belt, per 1,000 .... 0 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.

"C" brand 50 and 7½ p.c. off new list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk, 60 per cent.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1. and smaller.
Light, medium and heavy...	3 50	3 75
Snow shoes....	3 75	4 00

Steel Shoes.

Light....	3 60	3 85
Featherweight (all sizes)....	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.

Toe weight steel shoes.... 6 70

JAPANNED WARE.

Discount, 45 and 5 p.c. off list, June 1899.

ICE PICKS.

Star per doz.... 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb....) 30 0 50
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis., 45 p.c.
Cabinet, trunk, and padlock, Am. per gross 60

KNOBS.

Door, japanned and N.P., per doz.... .... 1 50 2 50
Bronze, Berlin, per doz.... 2 75 3 25
Bronze Genuine, per doz.... 6 00 9 00
Shutter, porcelain, F. & L screw, per gross 1 30 4 00
White door knobs—per doz. 95 1 00

HAY KNIVES.

Discount, 60 per cent.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz.... 7 00
No. 3 "Wright's" 8 50
Ordinary, with O burner.... 4 00
Dashboard, cold blast.... 9 00
No. 0.... 5 75
Japanning, 50c. per doz. extra

LEMON SQUEEZERS.

Porcelain lined, ...per doz.	2 20	5 60
Galvanized....	1 87	3 85
King, wood....	2 75	2 90
King, glass....	4 00	4 50
All glass....	0 59	0 90

LINES.

Fish per gross....	1 05	2 50
Chalk "	1 90	7 40

LOCKS

Canadian, dis 40 p.c.
Russel & Erwin per doz.... 3 00 3 25
Cabinet.
Eagle dis. 30 p.c.

Padlocks.

English and Am. per doz....	50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.

Flat head discount 25 p.c.
Round Head discount 20 p.c.

MALLETS.

Tinsmiths' per doz....	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz..	3 85	5 00
Caulking each....	60	2 00

MATTOCKS.

Canadian, per doz.... 5 50 6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.
German, 15 per cent.
Gem, each, $1.15.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Quotations are;	Cut.	Wire.
2 d and 3d	$3 45	$3 55
3 d	3 10	3 22
4 and 5d.... ..	2 85	3 05
6 and 7d....	2 75	2 90
8 and 9d....	2 60	2 70
10 and 12d....	2 55	2 65
16 and 20d....	2 50	2 60
30, 40, 50 and 60d. (base)....	2 45	2 55

Wire nails in carlots are $2.50
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 75 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.

NAIL PULLERS.

German and American....	1 85	3 50

NAIL SETS.

Square, round, and octagon per gross....	3 38	4 00
Diamond....	12 00	15 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 50 and 5 to 50 and 10 p.c.
2-in. Mesh, 18 w.g. and heavier, 50 p.c.

OAKUM.

	Per 100 lb
Navy	6 00
U.S. Navy....	7 25

OILERS.

McClary's Model galvan. oi can, with pump, 5 gal. per doz.... .... 10 00
Zinc and tin, dis. 50, 50 and 10
Copper, per doz.... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAILS.

Dufferin pattern pails, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
6, 10 and 14-qt. flaring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.

Per doz.... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross...	1 35	1 50
Brass head "	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 p c.

PINE TAR.

½ pint in tins, per gross....	7 80
1 " " "	9 60

PLANES.

Wood, bench, Canadian dis. 40 per cent. American dis. 50.
Wood, fancy Canadian or American 7½ to 40 per cent.

PLANE IRONS.

English per doz.... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz.... 0 60 2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 p.c.
"J.M.T." Cushion work. dis. 50 p.c.
Fuller work, dis. 65 p.c.
6 doz. lots and over of the above extra dis. 10 p c.
Lever Handle Stops and Waste, discount 60 p.c. With, in lots of 2 doz. and over, an extra dis. of 10 p.c.
"J.M.T." Globe, Angle and Check Valves, dis. 55 p.c.
Standard Globe, Angle and Check Valves, dis. 65 p.c.
"J.M.T." Radiator Valves, dis. 55 p c.
Standard " " dis., 65 p.c.
Patent Quick Opening Valves, dis. 70 p.c.
No. 1 compression bath cock, net .. 2 00
No. 4 " " " 2 00
No. 7, Fuller's 2 20
No. 4½, " 2 35
Patent Compression Cushion, basin cock, hot and cold, per doz 15 00
Patent Compression Cushion, bath cock, No. 2208 .... 2 25
Square head brass cocks, 60 p.c.
" " iron " 60 p.c.
Competition Globe, Angle and Check Valves discount, 70 p. c.
Competition Quick Opening Radiator Valves, discount, 70 p.c.

PRESSED SPIKES.

Discount 22½ per cent.

PULLEYS.

Hothouse, per doz....	0 55	00
Axle....	0 22	0 33
Screw....	0 27	1 00
Awning....	0 35	2 50

PUMPS.

Canadian cistern....	1 80	3 60
Canadian pitcher spout....	1 40	2 10

PUNCHES.

Saddlers', per doz....	1 00	1 85
Conductors' "	9 00	15 00
Tinners', solid. per set....	0 00	0 72
" hollow per inch....	0 00	1 00

RANGE BOILERS.

	Net.
Dominion, 30 gal.	5 75
Dominion, 35 "	6 75
" 40 "	7 75
Ronald's Galvanized, 30 gallons	6 50
" " 35 "	7 50
" " 40 "	8 50
Copper, 30 gallons....	20 00
" 35 "	23 20
" 40 "	26 40

RAKES.

Wood, per doz. net 110

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler & Co.'s....	4 00	18 00
Boker's....	7 50	11 00
" King Cutter....	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's....	7 00	12 00
Bailey's	6 00	12 00
Carbo Magnetic Razor		15 00
Griffon Barbers' Favorite		10 75
Griffon No. 65....		13 00
Griffon Safety Razors....		13 50
" Stropping Machines.		13 50
Klean Kutter....		10 00

All other razors 50 p.c. off catalogue price.

REGISTERS.

Discount .... 40 per cent

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c. per lb.
Copper Rivets with usual proportion burrs, 45 p. c. dis. cartons, 1c. per lb. extra, net.
Copper Burrs only, 30 and 10 p.c.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE, ETC.

Sisal....	12½
Pure Manilla....	15
"British" Manilla....	13
Cotton, 3-16 inch and larger....	16
" 5-32 inch....	21
" ⅛ inch	22
Russia Deep Sea....	15
Jute....	8
Lath Yarn	11
Sisal bed cord, 48 ft.....per doz.	65
" " 60 ft..... "	80
" " 72 ft..... "	95

RULES.

Boxwood, dis. 55 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS. per set.

Mrs. Potts, No. 55, polished.	70
" No. 50, nickle-plated.	75

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ pe cent.
B & A. sand, 40 and 5 per cent.
Emery, 40 per cent.
Garnet (Rurton's), 5 to 10 p.c. advance on list

SAP SPOUTS.

Bronzed iron with hooks, per doz. 9 50

SAWS.

Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.
Crosscut, Disston's, per ft.. 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3
Hack, complete, each 0 75 2 75
" frame only 0 75

SASH WEIGHTS.

Sectional, per 100 lbs....	2 25	2 50
Solid, "	1 75	2 00

SASH CORD.

Per lb.... 0 23 0

SAW SETS.

Lincoln and Whiting, per doz.	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25
X-cut Sets, No. 3 Woodyatt (Morrill)	9 50

SCALES.

Burrow, Stewart & Milne—
Imperial Standard, 40 per cent.
Weigh Beams, 35 per cent.
Champion Scales, 55 per cen
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.
Warren's new Standard 40 p c.
" " Champion 55 p.c.

SCREW DRIVERS.

Sargent's per doz.... 0 65 1 00

SCREWS.

Wood, F.H., bright and steel, 87½ and 10 p.c
Wood R. H., " dis. 82½ and 10 p.c.
" F. H., brass dis. 80 and 10 p.c.
Wood, R. H., " dis. 75 and 10 p.c.
" F.H., bronze, dis. 75 p.c.
" R.H. " 70 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz. 3 25 4 00
" iron, " 4 25 5 00
Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.

Per doz., net.... 5 00 8 00

SCYTHE SNATHS.

Canadian, dis. 45 p.c.

SHEARS.

Bailey Cutlery Co., full nickeled, dis. 60 and 2½ p.c.
Bailey Cutlery Japan handles, 67½ p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.

SINKS.

Steel and galvanized, discount 45 per cent

SNAPS.

Harness, German, dis. 25 p.c.
Lock, Andrews' 4 50 11 50

SOLDERING IRONS.

1, 1½ lb., per lb....	0 37
2 lb. or over, per lb....	0 34

SQUARES.

Iron, No. 493, per doz....	2 40	2 55
" Mo. 494, "	3 25	3 40

Steel, dis. 60, 10 and 5 p.c.
Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.

Tain, dis., 75 and 12½ p.c. off revised list.
Retinned, dis., 75 p.c. off revised list.

STAPLES.

Galvanized....	3 25	3 50
Plain....	2 90	3 15

Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

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STOCKS AND DIES.

American dis. 25 p.c.

STONE.	Per lb.	
Washita	0 28	0 60
Hindostan	0 06	0 07
" slip,	0 09	0 09
Labrador	....	0 13
" Axe	....	0 15
Turkey	....	0 50
Arkansas	0 00	1 50
Water-of-Ayr	0 00	0 10
Scythe, per gross	3 50	5 00
Grind, 2 in, 40 to 200 lb, per ton	....	25 00
" under 40 lb. "	....	28 00
Grind. under 2 in. thick "	....	29 00

STOVE PIPES.

5 and 6 inch Per 100 lengths	....	7 00
7 inch " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4—3 dozen in case, net cash	$4 80
No. 6—3 dozen in case, "	8 40

TACKS, BRADS, ETC.

Cheese-box tacks, blued	80 & 12½
Trunk tacks, black and tinned	85
Carpet tacks, blued	80 & 15
" " tinned	80 & 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 & 10
In dozens	75
Swedes, upholsterers', bulk	85, 12½ & 12½
" brush, blued & tinned, bulk	70
" gimp, blued, tinned and japanned	75 & 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	5 12½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
Lining tacks, in bulk	15
" solid heads, in bulk	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	25
Zinc glazier's points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Shoe nails	60
Clinch and duck rivets	45

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel, each	0 80	8 00

TINNERS' SNIPS.

Bailey's, dis. 25 p.c.

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

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Game, Newhouse, dis. 25 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.

Disston's discount 10 per cent.
German, per doz. 4 75 6 00
S. & D., discount 35 per cent.

TWINES.

Bag, Russian, per lb	....	0 27
Wrapping, cotton, 3-ply	....	0 19
" " 4-ply	....	0 23
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12¾
Pipe Vise, Hinge, No. 1	....	3 50
" " No. 2	....	5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

WIRE.

SMOOTH STEEL WIRE.

No. 0-9 gauge		$2 60
10 "		6c. extra.
11 "		12c. "
12 "		20c. "
13 "		30c. "
14 "		40c. "
15 "		55c. "
16 "		70c. "

Add 60c. for coppering and $2 for tinning

Extras net per 100 lb. — Oiled wire 10c. spring wire $1.35, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c. charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100 lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks 50c., in ½-lb. hanks 75c., in ¼ lb. hanks $1.

Fine Steel Wire, dis. 22½ per cent
List of extras : In 100-lb. lots : No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, 7.65—No. 24, $8—No. 25, $9—No. 26 $9.50—No. 27, $10—No. 28, $11 No. 29. $12—No. 30, $13—No. 31, $14—No. 32 $15, No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31 $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles. 25c.—in 1-lb. hanks, 50c.—in ½-lb. hanks, 75c.—in ¼-lb. hanks, $1—packed in casks or cases, 15c.—bagging or papering, 10c

Brass wire, 50 to 50 and 2½ per cent. off the list.
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.
Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, $3.50 to $3.85—No. 9, $3.85 to $3.15—No. 10, $3.60 to $3.95—No. 11, $3.70 to $4.10—No. 12, $3 to $3.30—No. 13, $3.10 to $3.40—No. 14, $4.10 to $4.50—No. 15, $4.60 to $5.05—No. 16. $4.85 to $5.35. Base sizes, Nos. 6 to 9 $2.52½ f.o.b. Cleveland.
Clothes Line Wire, regular 7 strand No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18. $2.70, No. 19, $2.35; No 20, $2.30, f.o.b. Hamilton, Toronto Montreal

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Galvanized barb	....	3 00
Galvanized, plain twist	....	3 00

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Colored	6
White	8

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Agricultural, 60 p.c.
Coe's Genuine, dis. 20 to 25 p.c
Towers' Engineer, each 2 00 7 00
" S., per doz 5 80 6 00
G. & K.'s Pipe, per doz 3 40
Burrell's Pipe, each 3 00
Pocket, per doz 0 25 2 90

WRINGERS.

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Royal Canadian, "	....	24 00
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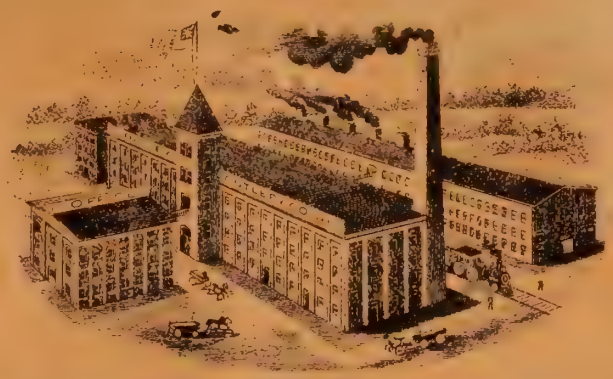

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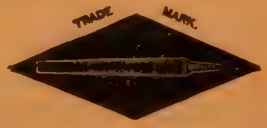

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VOL. XIV. MONTREAL AND TORONTO, AUGUST 9, 1902 NO. 32.

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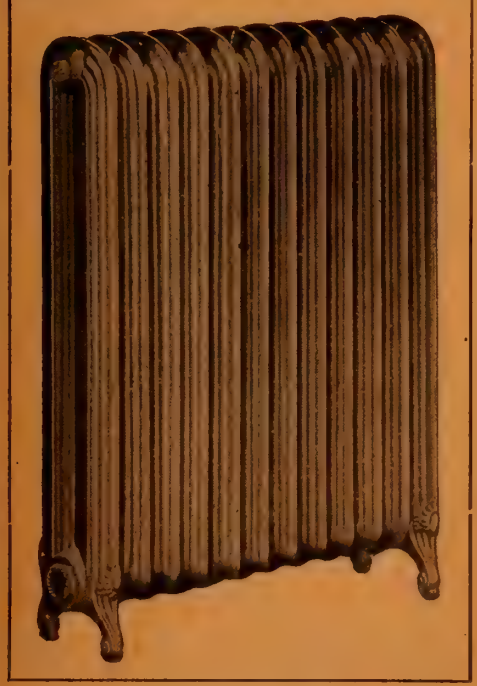

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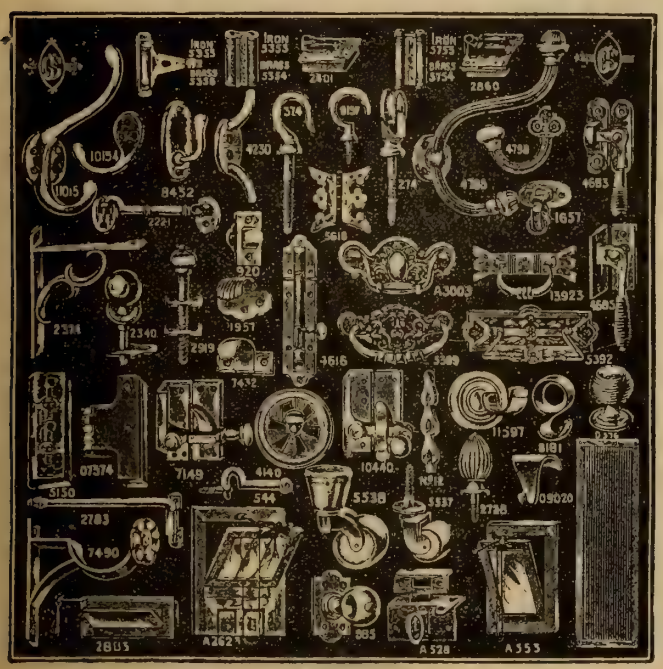

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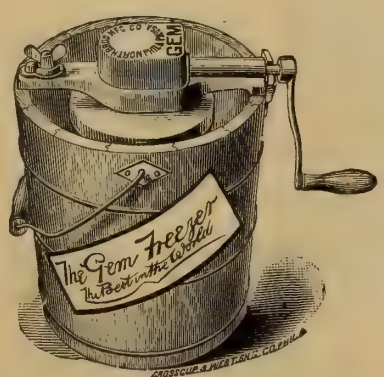

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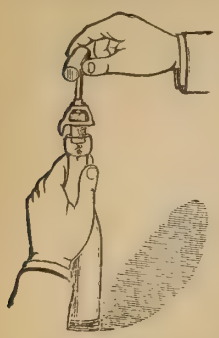

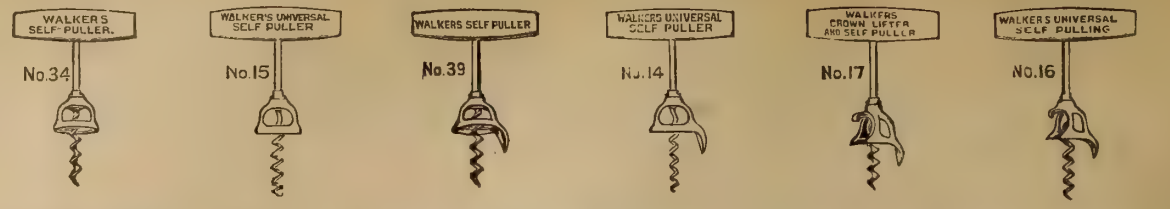

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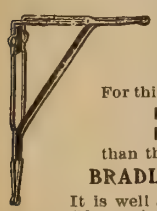

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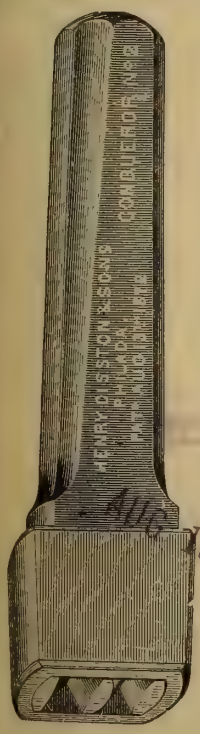

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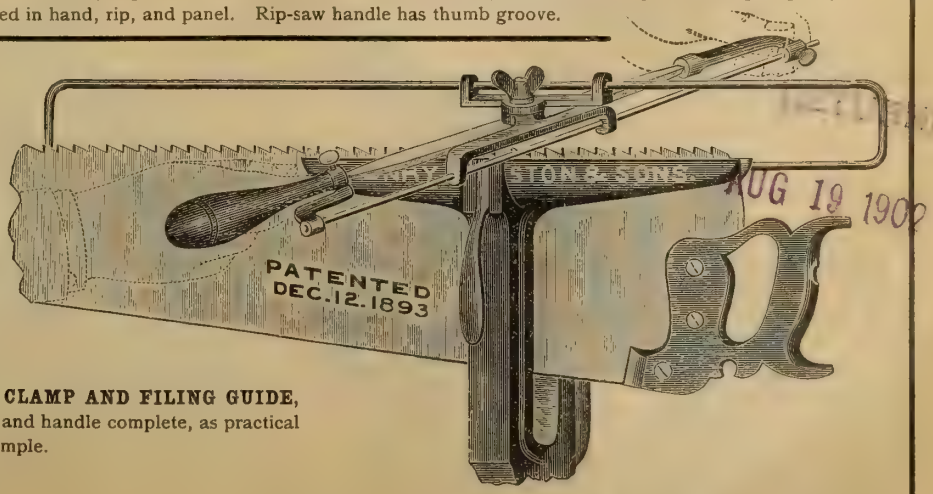

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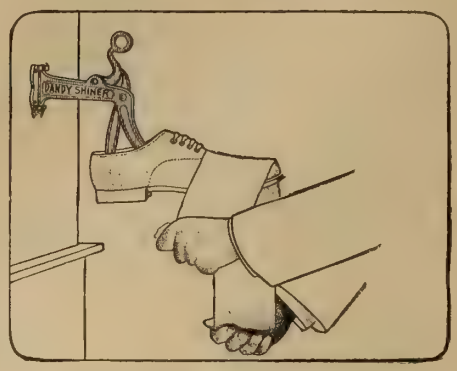

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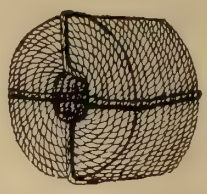

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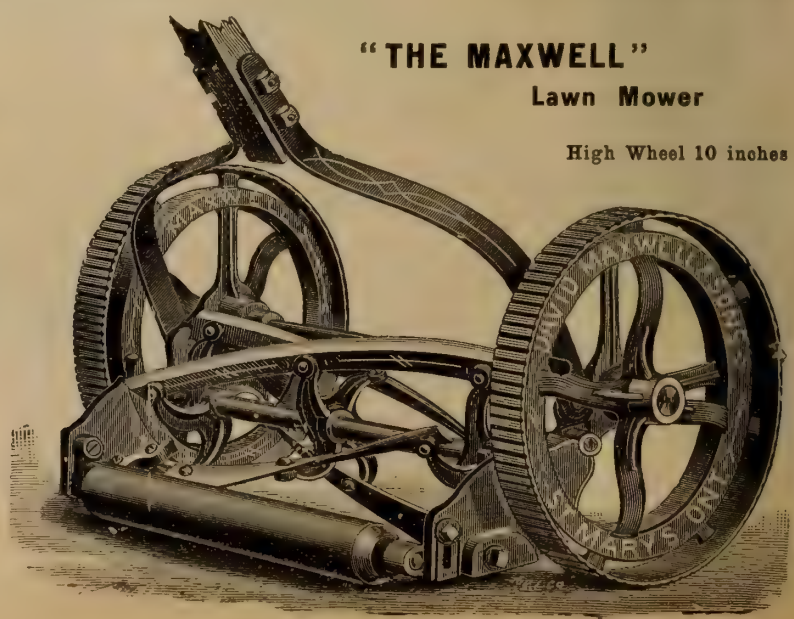

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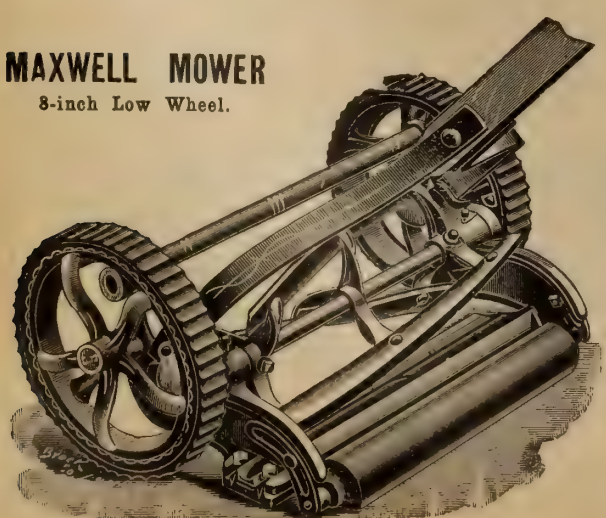

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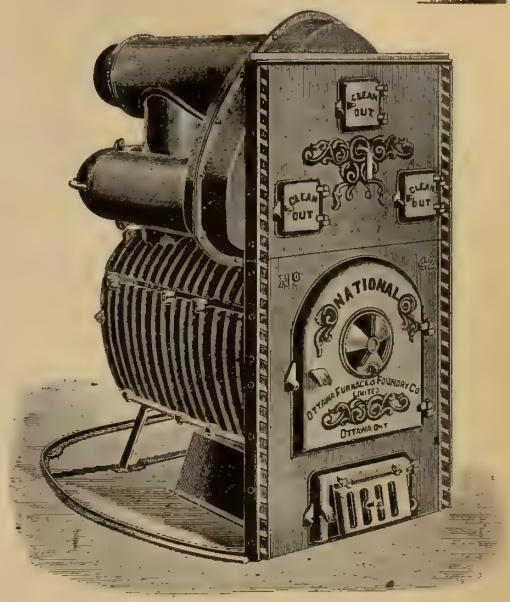

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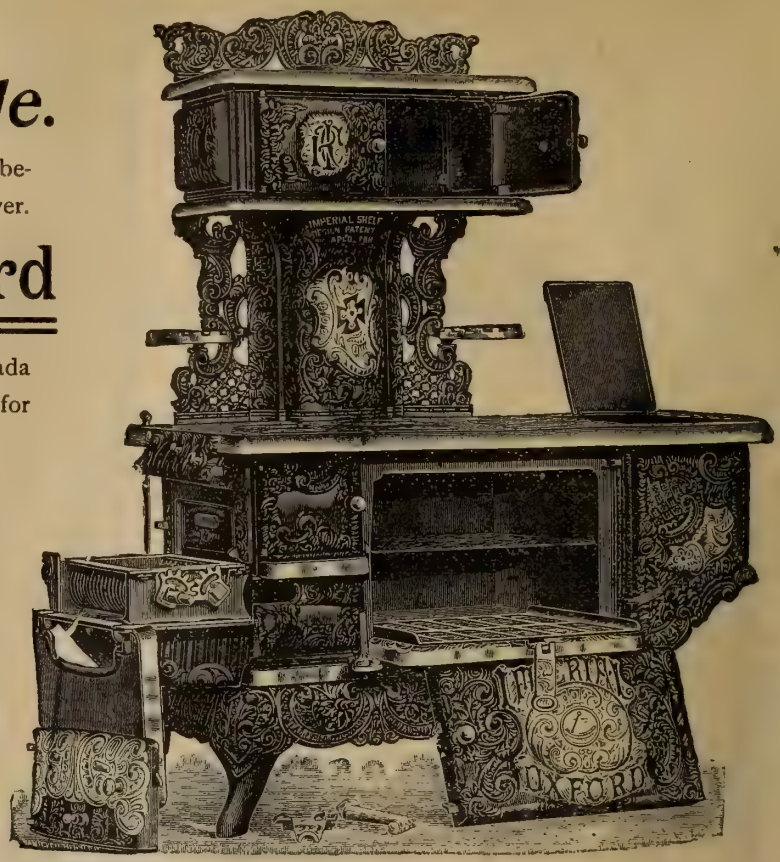

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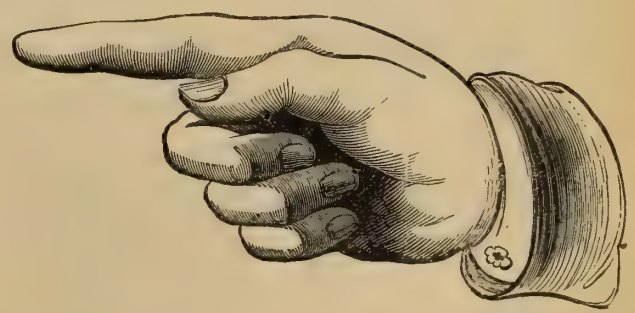

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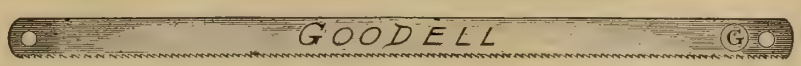

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VOL. XIV. MONTREAL AND TORONTO, AUGUST 9, 1902. NO. 32.

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BRITISH COLUMBIA AS A MINING CENTRE.

THAT British Columbia has a right to the title of the "Mineral Province of Canada" is proved by the report of the Minister of Mines for that Province, which has just been published. The statistics presented cover the year 1901, and show that fully 49½ per cent. of all the gold, silver, copper, lead, iron, nickel, coal and coke produced in Canada came from British Columbia.

No other Province can lay claim to such a mineral output, and, if we may judge by the rapid development of the mining industry there, no other Province can ever hope to be able to equal this record.

The march of progress began with the year 1892, when lode-mining had at length reached profitable proportions, and ever since then the gross output for each year has surpassed that of its predecessor very appreciably. The net result may be seen when it is explained that in 1892 the value of the output was only $2,978,530, while in 1901 it had grown to a value of $20,086,780. Such a record is truly one to be proud of, and the prospects are that in the future the increases will continue.

Under the heading of "General Developments of the Year," a summary of the work done in all the mining divisions is supplied. From this it may be gathered that but a small fraction of the immense resources of the Province are at present being exploited. Several districts are in a transition stage between placer and hydraulic mining, and therefore production has fallen off there. In still others prospectors have been at work and important finds have been made. The older districts in general show an increased output, though for various reasons some are pretty much at a standstill.

The coal mines of the Province have made wonderful strides forward. The net output for 1901 was 1,460,331 tons of coal and 127,081 tons of coke. Of this, 1,261,744 tons of coal and 15,398 tons of coke came from the collieries on Vancouver Island, and 198,587 tons of coal and 111,683 tons of coke from the Crow's Nest collieries. A distinction is drawn between these two sources of supply. In the Coast collieries the output is limited by the market for the product, as these older collieries are better prepared to meet an increased demand, while the Crow's Nest collieries are as yet new and their output is limited, not by the market, but by the undeveloped condition of the collieries and the limited transportation facilities. These difficulties are being rapidly removed and next year an increased output is anticipated.

Turning to the old production, it is seen that 1901 witnessed an increase of 12 per cent. over 1900, bringing the net value of the output up to $5,318,703. This is the greatest gold production British Columbia has ever made. The increase has been made up principally in the lode-mining operations. A value of $4,348,603 was produced in 1901, an increase of 26 per cent. over the production of 1900. In the other processes there have been slight decreases.

Silver is derived from both silver-lead ores and copper ores, and what is worthy of note is that the production of silver from the first-named has shown a falling-off whereas there has been a greatly increased tonnage of the copper-silver ores. Lead, which showed a phenomenal increase between 1899 and 1900 of 206 per cent., in 1901 witnessed a slight falling-off due to the condition of the market and not to the mines themselves. The copper production for the year has been 27,603 746 lb. of fine copper, an increase of 17,606,666 lb. or 175 per cent. over that of 1900.

All this is a very encouraging statement of the mineral wealth of British Columbia, and should the prognostications of the assayers be verified in fact there is a golden future before the mining industry in that Province.

COMING MEETING OF THE MANUFACTURERS.

IT is very gratifying to Canadians who have the welfare of their country at heart to find that the manufacturers of the land have organized themselves into a broad, well-principled association, which to-day wields no small influence upon the future of the country.

The Canadian Manufacturers' Association is not an organization formed to secure a monopoly for certain firms, but its aim is to do all in its power to strengthen Canadian industries and gain for them a firm footing in the markets of the world.

While for a single firm or even for the Government of the country to take the needful steps to push on foreign trade would be of little avail, yet, when it comes to a union of all the powerful manufacturing interests of the country, then results may be more easily secured and at a lesser proportionate cost. It was with a firm belief that in union there is strength that the manufacturers of Canada have united together.

All this is but preliminary to a brief reference to the impending annual meeting of the Canadian Manufacturers' Association, to be held in Halifax on August 12, 13 and 14. It is safe to say that such a meeting a few years ago would have been an utter impossibility. It would have been out of the question to expect a representative gathering of manufacturers to take the time or afford the expense of journeying to the eastern extreme of the Dominion. But now all is changed. The Association has gained strength in all parts of Canada, and manufacturers everywhere have come to believe in its efficiency and usefulness. The possibility of a meeting in Halifax is, consequently, the outward sign of a growing strength.

At the Halifax gathering several important matters of deep interest are to be discussed. The three allied problems of transportation, viz., steamship communication with Britain and the sister colonies, the improvement of Canadian harbors and waterways, and railway regulation by means of a commission will all be treated. Then, the Association will formulate some definite plan of action with regard to the tariff. It will express its opinion about the appointment of special trade representatives. It will state its views concerning importation of alien labor and about the various phases of the postage problem, and among general matters it will discuss technical education, an all-Canadian exhibition, a new trade index and the educational campaign fund.

In this bill of fare many subjects deserving of attention are included, and it may be expected that all will be handled with the carefulness and the sagacity of the modern business man.

To predict what will be the outcome of these discussions would be impossible, but it is not beyond the bounds of possibility that the Association will not only speak out strongly, but will take action to secure an increase in the Canadian tariff. If such is the case this will undoubtedly be the most far reaching of the reforms that will be advocated. With improvements in trade facilities, all will be in sympathy, but any attempt to change the tariff will likely raise a good deal of opposition.

COAL STRIKE CRIPPLING TRADE.

NO settlement of the coal strike in Pennsylvania and the Virginias yet appears in sight, and the situation is showing increasing seriousness from an industrial standpoint.

In Canada the situation is scarcely less serious than it is in the United States. Unless the strike soon ends some of the manufacturers will be compelled to close down their factories. And at present there does not appear to be any hope of a speedy settlement. In fact, no one seems to anticipate one until September at any rate. The question with many a manufacturer is what in the meantime he is going to do for fuel.

One of the largest manufacturers in the Dominion informs us that he has been trying ineffectually since May to procure anthracite coal necessary for the kind of goods he manufactures. Having on August 1 only about 30 days' supply on hand it is possible he will have to close down his works.

Throughout the United States and Canada the lack of fuel is curtailing the pig iron output, and those industries in turn which are dependent upon the latter are also being handicapped in their operations.

Statisticians are estimating the amount of money which the mine owners and the employes are losing by the strike, but no one seems equal to the task of computing the loss entailed upon the different industries which are compelled to curtail their operations owing to the lack of fuel.

MARITIME PROVINCES AND THE WEST.

IF we may believe the press of the Maritime Provinces of the Dominion, there exists considerable feeling down in the east about the way in which the press of Ontario is alleged to be ignoring the existence of the Maritime newspapers and their news columns. The protest of two Nova-Scotian papers has received considerable attention in the editorial columns of several Ontario papers, which, on the whole, appear to regard the matter lightly and merely suggest that some better news service covering the whole Dominion should be inaugurated.

There is no doubt, however, that there exists a number of papers in Ontario which have always recognized the importance of the Eastern Provinces, and have given them much attention in their columns. These are the trade papers, and, in justification to them, some allowance should be made in the sweeping condemnation of the whole Ontario press. It will be found on inspection of the volumes of any respectable trade publication that for years the Maritime Provinces have figured prominently therein. Indeed, the good work of the trade papers may be credited, to a great extent, with bringing about the revival of interest in the east, which finds expression in the present meeting of the Canadian Manufacturers' Association in Halifax.

To take a concrete instance. Readers of HARDWARE AND METAL will remember that for several years almost verbatim reports of the meetings of the Maritime Board of Trade have appeared in its columns. Besides this the market reports regularly appear in our columns.

In spite, however, of whatever defects there may be in the press, the people of the Maritime Provinces and Western Canada are being gradually brought closer together, and one of the fruits of it is the enlarged trade which is developing between these parts of the Dominion.

THE YUKON AND ITS TRADE.

AN INTERVIEW WITH MR. GEORGE H. HEES.

THAT far-away corner of the Canadian Dominion which goes by the name of the Yukon Territory, still wears an air of glamor and mystery for the average easterner. Being so distant and so remotely connected with the arteries of travel and commerce, it has naturally become a good field for the propagation of all manner of political, moral and commercial exaggerations. Therefore when a traveller returns east after having endured the rigors of a journey thither, he is eagerly questioned as to his experiences and views, and people never seem tired of hearing about the Yukon Territory. Realizing this continued interest, a representative of HARDWARE AND METAL called on Mr. George H. Hees, of Toronto, who has just returned from Dawson City, and asked him for a "story" of his trip.

"I went to the Yukon," said Mr. Hees, "for pleasure and also for business; to see the country and to examine the prospects for the manufacturers of Canada. I visited the creeks and mines and found many Toronto people there, who were enthusiastic about the place. They had become accustomed to the climate, and say they could hardly live now in the quiet east. The output of gold last year amounted to $24,000,000, but Mr. Senkler, the Canadian assistant gold commissioner, told me in an interview that the Government estimate for the coming year would not exceed $14,000,000. The reason for this is that no important discoveries of gold fields have been made within the last year and a half, and the old creeks and finds are being worked out. It will take years—some 10 or 20—to work out the present fields, but it follows unless they discover new ones the product will grow smaller year by year. The hope is to find gold quartz.

"Dawson City, situated at the base of Dome Mountain, rising 2,000 feet above the city, has 5,000 inhabitants and is two miles long by one wide. The Government has shown its faith in Dawson by putting up large and substantial buildings. The barracks for the mounted police are large and commodious and capable of accommodating over 500 soldiers, and, whether mines increase or decrease, Dawson, being the headquarters of the Government and mounted police, must always be a city of considerable importance. It is at the junction of Klondyke Creek and the Yukon River. The Yukon is navigable by light-draft boats from St. Michael's to White Horse, a distance of 1,800 miles. The city has four churches; several schoolhouses, all well built and well supported; two banks, charging interest at the rate of 18 per cent. per annum; two theatres and numerous dance halls, where varied entertainments are provided. Gambling has been lately suppressed, and Dawson is the most orderly and quiet place in Canada."

"How about the American business invasion?"

"Most of the merchants doing business are Americans, and, having come out in the early days and having connections with business houses in the United States, they naturally obtain supplies from jobbers where they are best known. They were able to get travellers' prices for anything they had to sell, and the small matter of 35 per cent. duties did not interest them. But now Vancouver and Victoria jobbers are looking well after the trade of Dawson. There are several large transportation and trading companies in Dawson that carry large stocks. They conduct departmental stores, and sell almost anything required by the citizens or miners. These companies own their own ships and carry freight up to St. Michael's in them, thence transfer to lighter craft, which go up to Dawson, thereby saving the extremely high rates by way of Skagway, Alaska, over the White Horse and Yukon Railway, thence by the Yukon to Dawson, which the small trader who gets his supplies thus is obliged to pay.

"Governor Ross told me that but a year or so ago $1 in the east would buy as much as $6 in Dawson, but lately, checking over bills, he found the difference now is about $1 to $4.50. No coin less than 25c. is used in the Klondyke. The three daily papers—smaller than our 1c. papers—sell at 25c. each, $4 a month, $40 per year in advance. All drinks, hard or soft, 25c., but all mixed liquors 50c., poor cigars 25c. or three fair ones for $1. A leading barrister told me he thought he had passed the period of being surprised at Dawson prices, but that morning when he was charged 25c. for a pair of common shoelaces he thought the price rather steep. Rents are very high. An office that rents in Toronto for $30 per month would bring $130 in Dawson. Small shops rent from $10 to $20 a day in advance. Dining-room girls get $100 per month and house servants from $75 to $125 per month. Hotel charges are more reasonable. A small room $2.50 per day, breakfast or lunch 75c. and dinner $1; the meals are better than you would expect under the circumstances. Sample rooms from $5 to $10 per day; hauling baggage $1 per piece.

"There is now in Dawson a great surplus of laborers, who are ready and eager to go to work. I am told there are 10 applicants for every job available, and yet boat load after boat load of adventurers are arriving almost daily to swell the crowd of idlers. Knowing these conditions, and seeing in almost every issue of the Seattle, San Francisco and other papers the glowing accounts of the Klondyke, one cannot help feeling that the transportation companies are responsible for those alluring stories. Dawson is about 4,500 miles from Toronto. From St. Michael's to Vancouver is about 2,800 miles, and from St. Michael's up the Yukon to Dawson about 1,400 miles. The Yukon is navigable for light draught boats 1,760 miles. The cost of a two months' trip would be between $500 and $600."

Dawson is within a little more than one degree from the Arctic circle, and when Mr. Hees was there in June it was almost as light at midnight as at noonday. Saloons, restaurants and fruit shops kept open all night, and out-door games, like cricket or tennis, were often played after midnight.

BLACKSMITHS ORGANIZE.

The blacksmiths of Eastern Ontario have formed an association, which, for the present, embraces 25 shops in that district, including the blacksmiths of Almonte, Carleton Place, Carp, Pakenham, Clayton, Kinburn and Marathon. Mr. Givens, of Pakenham, is the president; Mr. Hannan, of Kinburn, vice-president, and E. G. Code, of Almonte, secretary-treasurer. A committee has been appointed to draw up a schedule of prices to govern the association and also to draft a constitution. It is understood the prices on work will be advanced between 15 and 20 per cent.

Manitoba---Its Wheat Crop and its Merchants.

From Our Own Correspondent.

PORTAGE LA PRAIRIE, Aug. 2, 1902.

YOUR correspondent has just reached this point after a very hurried week of travel, and a general letter on the points touched during the week may not be without interest to readers of your magazines.

Monday morning, July 28, left Winnipeg at 8.45 on the Glenboro' branch of the C.P.R. The train was crowded with excursionists to the Winnipeg Industrial, who had spent Sunday in the city, and, judging from the amount of luggage checked and the enormous quantity of hand baggage, their visit had not been without profit to the merchants of Winnipeg.

Carman is situated 57 miles from Winnipeg in the heart of one of the richest wheat sections of the Province, and is decidedly the most picturesque town in Manitoba, as, in addition to a large number of fine trees of natural growth, the Boyne river runs right through the town, and is spanned by some three or four foot-passenger and vehicle bridges. The settlement of this section dates back to 1880, and the town has had the advantage of a well-to-do farming community to draw from.

Just now the wheat crop is the all-absorbing subject of conversation and interest, as the heads are now filling. The spring was backward and the growth not what it ought to have been until the beginning of July. Since that date, however, the weather has been ideal and the growth simply phenomenal. As the next three weeks is the critical period that will make or mar the season's work, everyone, merchant and farmer alike, is on the qui vive as to the result. A bicycle trip of some 17 miles through the wheat belt immediately surrounding Carman gives one a sight not soon to be forgotten. On either side of the road, as far as the eye can reach, are fields of waving grain broken only by occasional clumps of trees and good farm buildings. In this neighborhood is situated the farm of the Hon. R. P. Roblin, Premier of the Province, where your correspondent saw 780 acres of wheat in one field, that gives every indication of giving 30 bushels to the acre, and may possibly reach 35 bushels.

The town of Carman is growing rapidly and a large number of new buildings are being erected both in town and country; in fact, dealers in building materials are at their wits end to keep up with the demand. A new $25,000 hotel is being erected with all modern improvements, and the Starkey House, the principal hotel at present, is being enlarged by an addition, giving 13 new bedrooms, doubling the size of the dining-room and giving additional kitchen room and pantries.

In the brief time at the disposal of your correspondent it was not possible to call on all the trade, but Roblin & Sons and E. L. B. McLeod's establishments were visited. Both of these houses do a general business and carry large and well-assorted stocks and report business excellent in all lines.

In addition to a general, business Mr. McLeod makes a specialty of ladies' goods of all kinds, and his stock of dress goods and blouses is superior to that of many a large city store. If any lady of the town or country calls for anything that he does not happen to have in stock it is ordered by either wire or letter, according to the urgency of the case.

GLENBORO'.

The next halt worth mentioning was made at Glenboro', 104 miles from Winnipeg. Here also the promise of harvest is the best in the history of the settlement and everyone is proportionately happy and contented. Your correspondent had a view of this section from the top of the mill, an elevation of 65 ft., and from which the country for a radius of 15 miles lies before you like a beautiful picture with the Tiger Hills for a background. There are four large general stores in Glenboro', but it was only possible to call on three of them. J. F. Fumerton & Co. occupy a fine brick store, 32 x 75 ft., two storeys and basement, and carry a large and well-assorted stock of dry goods, boots and shoes, groceries, crockery, glassware, millinery and the like. Mr. Fumerton reported trade for the season very satisfactory.

J. R. Kelly has been in business at this point for a number of years and carries a full general stock. He reported business good, and stated that the amount of cash in circulation this summer was much larger than usual, owing to the establishment of a creamery where the farmers were paid monthly for their cream. This was a great advantage, not only in the matter of money, but also in saving the merchants the loss that is always attendant on the handling of dairy butter. F. Friderickson has done a general business in Glenboro' for 20 years. He is an Icelander, and there are large numbers of his countrymen settled in the neighborhood, many of whom are worth from $30,000 to $50,000. In addition to a large general store business, carried on in somewhat limited quarters, Mr. Friderickson has a good farm a few miles out of town on which he has a crop of wheat that will run 30 bushels to the acre.

SOURIS.

At Souris a brief stop was made, not sufficient to permit of seeing anyone but Mr. McCullough, the owner of the large flour mills, but, judging from the amount of buildlng going on, things must be in a very prosperous condition.

BRANDON.

On to Brandon, where the annual Western Fair was in full swing. The city so crowded that beds were at a premium, and many pepole had to sleep in the city council chamber and the station waiting rooms. Merchants were far too busy to talk.

RAPID CITY.

The next point made was Rapid City, 22 miles directly north of Brandon. The whole character of the country is different, it being fine rolling uplands with numerous bluffs of trees. This section has been settled for 23 years, and has always done mixed farming. The farms are all well tilled, there are fine herds of cattle and excellent farm buildings. The town is progressing. The creamery is doing well. The crops promise better than last year, when the average yield of the section was 38 bushels to the acre of wheat.

Le Page Bros. have a fine brick store and are doing a good general business. Both

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TACKS
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Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

partners were absent when your correspondent called. Hindson also does a large general trade. He has been in business in the district for about 20 years. He reported trade satisfactory for the season, although the cold, wet weather of June had made summer goods a little slow for a time.

There is a fine large hardware store at this point, but, unfortunately, there was no time to call. It is estimated that in addition to the crops, $80,000 worth of cattle will be sold out of the Rapid City section this season.

As there is but one train daily between Rapid City and Minnedosa—on the M. and N.W. branch of the C.P.R.—we drove across country in the early morning, a delightful drive of 20 miles; the road for nearly half the distance lying along the valley of the Little Saskatchewan, which, in Cree, is swiftly running water.

MINNEDOSA

is a large and substantially-built town, lying on both banks of the river and sheltered by beautiful encircling hills. The character of the farming and business generally, closely resembles those of Rapid City, but the town, being a divisional point, has additional railway facilities. The demand for lumber, and, in fact, all classes of building material, is tremendous; dealers are not able to get supplies in fast enough.

P. J. McDermott is one of the principal merchants of the town and the only one it was possible to call on. He has a very fine brick store, two storeys and basement, and it is packed with an excellent stock of boots and shoes, dry goods, clothing, crockery, groceries, and, in fact, everything that goes to make up a stock in a country town. Mr. McDermott reported trade good in all lines. There is a good creamery at this point and that is always a boon to the merchants as it means a certain amount of cash in the farmers' hands the year around.

NEEPAWA

was also visited, but that town and Portage la Prairie have already been fully described in these pages.

ABOUT STEEL SHAFTINGS.

The Pittsburg Steel Shafting Co., manufacturers of turned and polished shafting, are not altogether newcomers in the Canadian field, but they have never had a representative here until Mr. Alexander Gibb was appointed Canadian agent a short time ago. Mr. Gibb is to be congratulated on securing this agency. It is one in which, owing to the acknowledged superiority of the turned shafting made by this firm, there are great possibilities for a large trade.

Those acquainted with the steel manufacturing business know the difference between turned shafting and that produced by the cold rolled or cold drawn process. In the turned shafting the surface of the metal is not laminated and the bar is not subject to internal strains that cause crystallization and liability to fracture, as is often the case with the other processes. With the patent machines used in the turning process the shafts can be made perfectly round and parallel in any diameter. The shafts are highly polished, and not only present an attractive appearance, but are especially suitable for use as piston rods. Their exactness in size, too, makes it possible to fit couplings, pulleys, etc., to the shafts much easier than in the ordinary shafts; and, in addition, since they are perfectly round and straight a very high speed can be attained without vibration or heating of journals.

A Good Fall Business

is almost a certainty for dealers who are fortunate enough to hold

THE SHERWIN-WILLIAMS Agency

We have plans under way now that will secure to every dealer who works with us the largest and best paying paint business in his locality.

We are prepared to give good help to every man who is willing to take hold of our goods with us, and it is a noteworthy fact that those dealers who avail themselves of our proposition not only succeed in the paint business, but are also successful in their other lines.

We want live dealers everywhere who are looking for a money-making business connection. If you do not hold our agency now, it will pay you to write us for prices and further information by return mail.

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PAINT AND VARNISH MAKERS.

CHICAGO, NEW YORK, CLEVELAND, NEWARK, MONTREAL, BOSTON, TORONTO, SAN FRANCISCO. KANSAS CITY

A TWEED MERCHANT'S NEW STORE.

Wm. Wright, who has a general store in Tweed, Ont., started excavating for a 30-ft. addition to the rear of his store. The addition will be of brick and two storeys high. The ceiling at the rear of the present store will be raised to the same height as at the front, and the ceiling of the new addition will also be of the same height. This will give Mr. Wright considerably more room for his large stock, and he will have a much brighter and a more commodious store.

TRADE CHAT.

J. M. ROBINSON has put in a full line of hardware and stoves for retail business at 264 Dundas street, Toronto.

The largest cargo on record was received at Fort William on August 5. The steamer Oliver carried 7,000 tons of coal.

A disastrous fire in Robertson & Givans' grocery and hardware store, Moncton, N.B., caused damage to the extent of $12,000.

Lewis Bros. & Co. are presenting with each two dozen "Klean Kutter" razors a handsome and valuable plush lined leather box suitable for display case.

A large meeting of the ratepayers of Sydney, C.B., decided almost unanimously to vote a bonus of $250,000 for a steel shipbuilding industry. There are two suitable sites for a shipbuilding yard in Sydney, one at Barrack Point and the other near Whitney pier.

A despatch received in Toronto on Monday, August 4, by Elias Rogers, managing director of The Crow's Nest Pass Coal Co., stated that the miners' strike at the Fernie mines had been satisfactorily settled and the men were returning to work. This applies not only to the mines at Fernie, but also to Michel, were a sympathetic strike had been ordered.

GODERICH HARDWAREMAN WEDS.

A pretty wedding took place at Woodbine Cottage, Ashfield, Ont., on Tuesday evening, July 22, when Miss Ella, daughter of Mr. and Mrs. Jacob Crozier, was united in the bonds of matrimony to Mr. Melvin W. Howell, of McKenzie & Howell, hardware merchants, Goderich, Ont. Rev. T. R. McNair, officiated, and the ceremony took place in the presence of relatives and a few intimate friends of the bride and groom. The bride was beautifully dressed in garments of old rose silk, trimmed with lace applique, and wore besides a sapphire and pearl brooch, the gift of the groom.

The happy couple left the following morning on a trip to Toronto, Niagara Falls and other places. HARDWARE AND METAL wishes Mr. and Mrs. Howell long life and happiness.

PROTECTING LOCAL MERCHANTS.

The Town Council of Lachine has issued notices to the effect that no merchant living outside of the town will be allowed to solicit business within that municipality unless a fee of not less than $15 be paid. This special license was intended chiefly to prevent Montreal merchants from absorbing the business of Lachine. The distance between the two places is only about nine miles, and it is a very easy thing for the city dealers to send out their delivery wagons to Lachine and to keep canvassers there for the purpose of securing orders. This custom has been practised for some time by Montreal firms, with, it is claimed, serious results to the Lachine storekeepers, and business in the latter place suffered so severely from it that a decrease of income from taxation was threatened.

PERSONAL MENTION.

Mr. W. G. Ayling, bookkeeper for Decatur, Bull & Co., Montreal, and vice-president of the M.A.A.A., has been spending a few holidays in Ottawa this week.

Mr. J. H. Roper, representing Alexander Gibb, has just finished a trip through central and eastern Ontario, going as far west as London. His trip occupied about six weeks.

Mr. Emil C. Boeckh, of United Factories, Limited, has recently returned from a satisfactory trip through Manitoba and the Northwest. He reports the outlook for trade in general very good. The United Factories are rightly proud of their effort, and people are appreciating their push in the West as elsewhere.

Decatur, Bull & Co., Montreal, have been appointed sole Canadian agents for the knife cleaner manufactured by The World's Manufacturing Co., London, Eng.

IVER JOHNSON SINGLE GUNS

are the successful result of an honorable ambition to make a Gun that is

Safe for the Jobber. Safe for the Dealer. Safe for the User.

SAFE Mechanically and Commercially.

THE TRADE PREFER THEM AND THE PUBLIC DEMAND THEM.

Top Snap—Automatic Ejector or Non-Ejector. 12 and 16 Gauge—28, 30, 32 and 34-in. Barrel.

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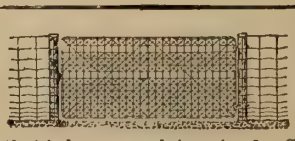
HOT-AIR REGISTERS A SPECIALTY.

Stove repairs for the Copp Bros'. make of Stoves and Furnaces.

New Address—76 York St., TORONTO.



PAGE METAL GATES are so low in price no one can afford to use wooden ones. Light, and yet strong enough to support a heavy man on the end while he swings around the circle without causing them to sag. They are neat in appearance, will last a lifetime. Will not sag nor get rickety. They are supplied with latches which allow them to be opened either way and are self acting. The only good metal gate that is low enough in price for general farm purposes. We also make Farm and Ornamental Fence, Poultry Netting, Nails and Staples. The Page Wire Fence Co., Limited, Walkerville, Ont.

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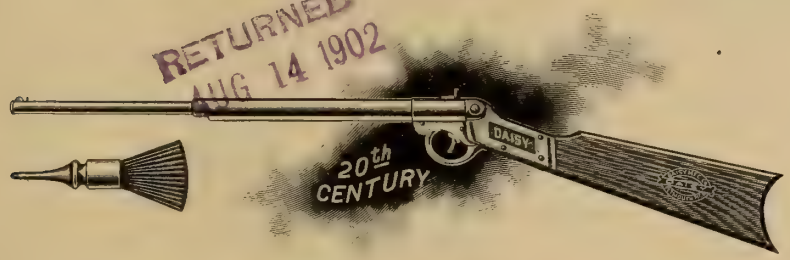

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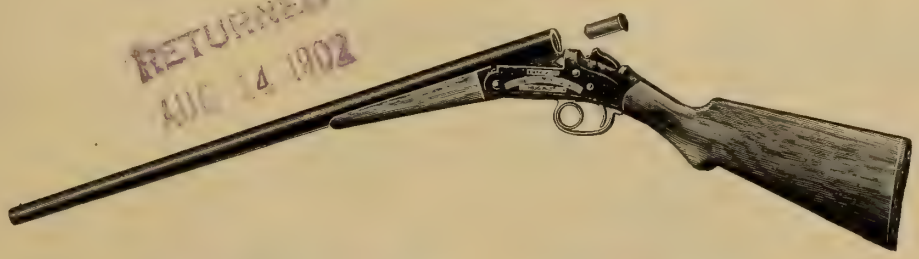
AIR AND FLOBERT RIFLES—Shoot B.B. Caps, Shot, and Darts.



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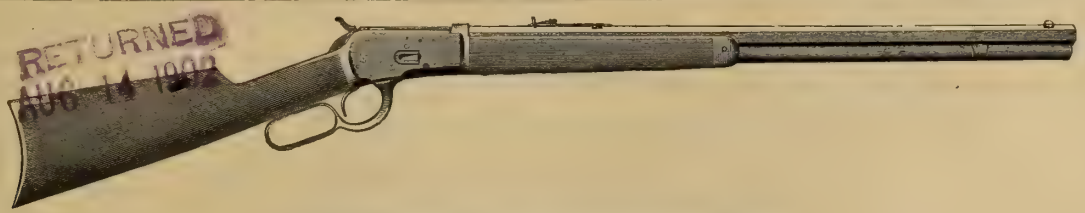

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RELOADING TOOLS, SHOT POUCHES, POWDER FLASKS.

AMERICAN 'DEADSHOT," 25-lb. kegs—**POWDER**—SCHULTZE "SMOKELESS."

FOR OTHER LINES AND FULLER PARTICULARS SEE OUR HARDWARE CATALOGUE.

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MACHINERY AND ELECTRICAL SUPPLY DEPARTMENT

SWISS TRAVELLING CRANE TOOLS.

ONE of the most interesting and practical electrically - operated machines now in general use in the machine shops of the leading manufacturers in this country and abroad is the overhead travelling crane, says F. C. Perkins, in Scientific American. It is now considered by most engineers that the overhead travelling crane operated by electric motors is a necessity for the rapid and safe handling of all heavy work, and for moving the tools themselves when portable. It is becoming more and more the practice to use separate electrically-operated portable tools, bringing them in succession to the heavy work requiring their use. In order that the electric cranes may operate in all the parts of the shop, reaching every tool, or every large piece of work to be tooled, there must be no overhead obstructions, and we find this another reason for the direct-connected electrically-driven tool, with its entire absence of overhead pulleys and shafting. The Maschinenfabrik Oerlikon, of Oerlikon, near Zurich, have recently designed an attachment for electric cranes, whereby the tool electrically operated is directly mounted upon the crane, and may easily be brought to the work to be drilled at any part of the shop. The motor is controlled from below where the work is being done, and a suitable counterweight balances the drilling apparatus, allowing it to be easily moved up or down. A direct-current motor supplies the necessary power. The electric cranes are operated by either alterating or direct-current motors, although the latter are more extensively used at the present time, on account of the ease with which they may be controlled, and the great range of speed possible with the direct-current motor. The alternating-current motor has, however, the advantage of having no troublesome commutator, and may be made practically ironclad. Where the induction motor can be used, not even slip rings and brushes are necessary, which is a decided advantage; but in most cases slip rings and brushes are found quite necessary, in order to introduce resistance on starting, and hence alternating current motors for this class of work are not as extensively used as direct-current motors.

A weighing device suspended from a crane would undoubtedly find extensive use, as any heavy piece of work could easily be raised and its weight noted without difficulty.

NO SETTLEMENT

No settlement was made at the meeting of creditors of Pendrith & Co., machinists, 74 Adelaide street west, Toronto, who assigned to E. R. C. Clarkson. The meeting was held at the office of the assignee, and the statement presented showed clearly the liabilities, as owing to the necessity of finishing the contracts on hand it was not possible to procure a list of the assets. The total liabilities are over $30,000, of which $23,000 are direct, $2,600 preferred, and $5,500 secured. George T. Pendrith offered for the assets $6,500, of which $500 was to be cash, and the balance on time. The creditors did not come to any arrangement, but appointed inspectors to act with the assignee, and with power to dispose of the estate. Mr. Pendrith was asked to submit his offer in writing. The machinery is understood to have been valued at $16,000.

THE NIAGARA POWER DISPUTE.

The Ontario Government on Wednesday disposed of the dispute between The Canadian and Ontario Niagara Falls Power Companies by passing a general Order-in-Council providing that all plans and specifications, whether concerning structures within the park, below the bank or projecting out into the stream, shall be submitted not only to the Park Commissioners, but also to the Government. This will avoid hasty action in any case and will not involve delay.

AUTOMATIC HAY PRESS.

A company is being organized this week in Brantford, for the construction of an automatic hand-hay press. The charter will call for a capitalization of $50,000. They will have a complete monopoly of their line of manufacture for 18 years in Canada. After the company has been formed and the charter secured, the work of preparing for manufacturing the article will be rushed forward rapidly, and it is expected that samples will be ready for display at the fall exhibitions.

MACHINERY NOTES.

A 30-in. upright drill was shipped to The Richelieu & Ontario Navigation Co., at Sorel, by H. W. Petrie, Toronto.

John Mutch's machine shop, Winnipeg, and three stables were destroyed by fire on August 4. The loss is estimated at $4,000.

The Gillies estate works at Carleton Place, Ont., has installed a gasoline motor in the office of The Almonte Times.

The McLachlan Gasoline Engine Co., Queen street east, Toronto, shipped, on Wednesday, August 6, two 7 H.-P. gasoline engines to Glenboro', Manitoba.

The McLachlin Gasoline Engine Co., Queen street east, Toronto, have booked an order for one 15 H.-P. engine for the Experimental Farm at Indian Head, N.W.T.

A 22-in. x 8 ft. F. E. Reed lathe and 30-in. "Bullard" boring and trimming mill was installed in the plant of The London Machine Co., London, by H. W. Petrie, Front street west, Toronto.

An "up-to-the-minute" laundry has been established at 403 Spadina avenue, Toronto, by Campbell Bros., and called the "Corona." H. W. Petrie, 141-145 Front street west, Toronto, supplied and installed the entire plant.

STRIKE SETTLED.

In Toronto, the machinists' trouble with their employers, relative to increase in wages demanded by the union has, after several weeks' delay, been settled, and the men have been granted a substantial increase. Representatives of the union and the employers, who have been holding joint conferences, with a view of reaching an amicable settlement and averting any further trouble, have effected a settlement in the nature of a compromise by which the machinists will receive an advance all around of 7½ per cent., which will bring the minimum rate up to about 20 cents per hour. There will be no change in the hours of labor, and the terms have been ratified by the union.

ELECTRICAL NOTES.

Jones & Moore, Adelaide street west, Toronto, have sold a 6 H.-P. motor to The Toronto Roller Bearing Company.

The Hunter, Rose Co., Toronto, have purchased a 10 H.-P. motor from Jones & Moore, Adelaide street west, Toronto.

H. & A. Saunders, Toronto, have purchased from Jones & Moore, Adelaide street west, Toronto, a plating dynamo and electric motor.

The Northwestern Development Syndicate are installing a ten-stamp mill, sawmills, tramway and complete electrical equipment on their property at Camborne Claim.

The Levis Electric Tramway has taken action against The Clergue Co., of Sault Ste. Marie, on account of delay in delivery of rails. It is now said in Levis that, owing to this delay, street cars will not be running until next spring.

The I. O. F. electricians are lighting up the Foresters' Temple with electric lights. With the number of lamps in the neighborhood of 10,000, Coronation Day will be as brilliant on that corner as it was on the occasion of the Duke and Duchess' visit in October last.

The town council of Rat Portage will submit a by-law to the ratepayers providing for the construction of an electric railway from Rat Portage through Norman to Keewatin. The towns have already the waterpower with which to generate the electric power, and it is estimated that the railway can be constructed for $50,000, and that when completed it will be a paying investment.

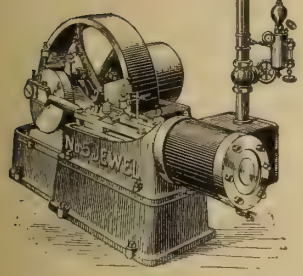
Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

WANTED-- AN AGENT TO SELL

Stocks, Dies and Taps and other Engineers' Hand Tools and Platelayers' Tools to Hardware Factors, Railroad Companies and Mines, on a commission basis. Apply,

Easterbrook, Allcard & CO.,
LIMITED.
SHEFFIELD, ENGLAND.

ECONOMY

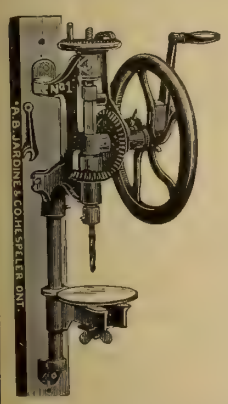


Combined with Durability and Simplicity, is the essential quality of an Engine.

The **JEWEL** Automatic Engine has this combination.

Full description and prices sent on request.

H. W. PETRIE, 141-145 Front St. W., Toronto



TRADE MARK J REGISTERED

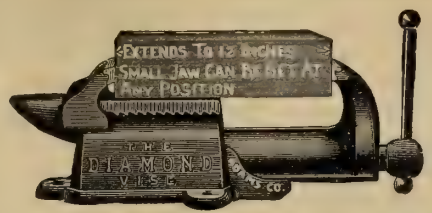
Blacksmiths' Hand Drills.

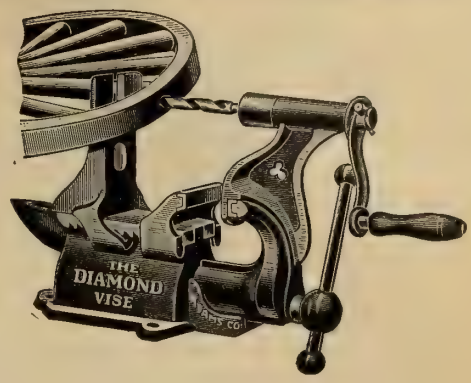
The very best.

A. B. JARDINE & CO.
HESPELER, ONT.

DIAMOND VISE AND DRILLING ATTACHMENT

U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95.





JAWS are faced with steel ⅞ inch wide, 4 inches long, firmly fastened to jaw, checked and hardened. VISE weighs 38 pounds. DRILL weighs 13 pounds.

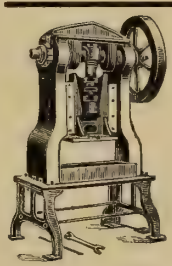
For Sale by Jobbers of Hardware.

Made by—
The Adams Company, Dubuque, Iowa, U.S.A.
Made by **A. R. Woodyatt & Co.**, Guelph, Ont.

"The Peerless"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices

James Warnock & Co. = Galt, Ont.



G. A. Crosby & Co. of Ontario,

SARNIA, ONT. LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

STANYON ENGINEERING CO.

402 McKINNON BUILDING,
Phone Main 2177. TORONTO

CONTRACTING AND CONSULTING ENGINEERS.

Steel Works, all kinds of Rolling Mills, Wire Mills, etc., all built complete. Machinery designed for any purpos
GENERAL OFFICES - PITTSBURG, Pa.

American Steel & Wire Co.

New York: Empire Building.
Montreal: New York Life Building.
Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

INDUSTRIAL GOSSIP.

THE Carleton Foundry Company has been granted letters patent. The capital stock is $6,000 and headquarters at St. John. The incorporators are Messrs. William G. Haslam, William J. Irons, Ezekiel McLeod, W. Edwin Riley, John J. Gordon, William E. Scully and H. Colby Smith, all of St. John.

The Deering Harvester Co. are erecting works at Hamilton at an estimated cost of $95,000. The work of construction is under the supervision of F. Dickenson, contractor, and the architect is Edward Patterson.

RUBBER GOODS FACTORY.

There seems to be every prospect of securing the location in Ottawa of a branch manufactory for rubber tires, wheels, ball bearings, axles, etc. Ald. Coates has just returned from New York, whether he went to point out Ottawa's exceptional advantages. The manufactory would employ from 70 to 80 skilled workmen.

NEW IMPLEMENT FACTORY

The Cockshutt Plow Co., Limited, Brantford, Ont., have erected a large factory at Brantford at a cost of $150,000, which they will equip with the latest type of machinery for the manufacture of plows and agricultural implements. They are also building a new warehouse at Winnipeg, Man., of brick and stone, at a cost of $50,000.

NEW CAR SHOPS.

Work on the new car shops of the British Columdia Electric Railway at New Westminster, B.C., has been commenced. The new shops will be 75 x 100 ft. in size and will be large enough to turn out eight cars per day. These cars will be of a serviceable pattern, 32 ft. long. The whole plant will cost about $15,000, and everything is to be in operation by October 1.

NEW IRON AND FOUNDRY CO.

In The Canada Gazette public notice is given that under the Companies Act, 1902, letters patent have been issued under date of July 25, incorporating Thomas J. Drummond, manufacturer, Edgar Mill McDougall, manufacturer, George E. Drummond, manufacturer, John Dyer, manager, and T. Brosseau, advocate and King's counsel, all of Montreal, for the following purposes: To manufacture, buy, sell, deal in and deal with iron, iron ore, steel and kindred products, car wheels and railway supplies generally, to do general foundry and machine work and other business of a like nature, incidental thereto or arising therefrom; to purchase, lease or otherwise acquire, sell and deal in any mine, mining rights and land in the Dominion of Canada and elsewhere, explore, work, exercise, develop and turn to account the same, etc. The operations of the company are to be carried on throughout the Dominion of Canada and elsewhere, by the name of The Canada Iron and Foundry Company, Limited, with a total capital stock of $150,000 divided into 1,500 shares of $100.

TO MAKE MANURE SPREADERS.

A by-law will be submitted to the ratepayers of Stratford on August 14 to guarantee the bonds of The Kemp Manufacturing Co. to the extent of $15,000 for 15 years, if they erect a large factory in the city for the manufacture of manure spreaders. The company will employ upwards of 100 hands. A trial of the machine was made in Downie, and farmers pronounce it a most serviceable implement. The United States factory is situated at Newark Valley, N.Y. The Stratford Board of Trade have in charge the organization for bringing out the vote.

NEW COMPANIES.

The Cerberite Co. of Canada, Limited, is incorporated with a capitalization of $500,000. Those interested are: Dr. William Beatie Nesbitt, Dr. John Noble, James Pearson and J. K. Paisley, of Toronto, and Hugh Mann, of Winnipeg. The object of the company is to manufacture and deal in chemicals and chemical compounds, and dynamite, cerberite and all other explosives. The head office of the company is in Toronto.

Other companies incorporated are: The London Rolling Mills Co., Limited; capital, $200,000; head office, London. The Butchart Bros. Real Estate Co., Limited; capital, $150,000; head office, Owen Sound. The J. M. Green & Sons Co., Limited; capital, $50,000, contractors and builders, St. Thomas.

The American Bridge Co. of New York is authorized to do business in Ontario, with a capital of $100,000.

A HANDSOME WINDOW.

On Sunday, June 29, was unveiled in St. John's Church, Norway, Ont., a memorial window commemorative of the 27 years' rectorate of the late rector, the Rev. Charles Ruttan. The window adds materially to the beauty of the church, and reflects great credit on The Luxfer Prism Co., Toronto, whose production it is. The subject of the window is the appearance of the angel to the three Marys at the empty tomb on the first Easter morning. The cost of the window ($200) was contributed by the congregation. On the window are inscribed the words: "To the glory of God, and in loving memory of Rev. Charles Ruttan, for twenty-seven years rector of this parish."

Another window will shortly be placed in position by the same firm, the subject being the nativity of Christ.

The Luxfer Prism Co., Toronto, have secured contracts for windows at several points throughout Ontario.

SOME IMPORTANT TRADE QUESTIONS.

HARDWARE AND METAL has received from Charles W. Creed, secretary of the Maritime Board of Trade, the subjects for discussion at the annual meeting of the Board at Sydney, C.B., on Wednesday, August 20. They are as far as known to date the following:

1. Proper methods of curing, culling and preparing dry and pickled fish.
2. The urgent necessity of better aids to navigation on the Atlantic seaboard and the entrance to the Bay of Fundy.
3. The desirability of daily steamship communication between St. John and Digby throughout the year.
4. Is not the fast Atlantic service an absolute necessity in the development of the Maritime Provinces?
5. The necessity of the establishment of county Boards of Trade.
6. Trade with South Africa.
7. Forest preservation.
8. Preferential Customs tariff.
9. Steel shipbuilding.
10. Government ownership of the fast Atlantic service.

A WESTERN MARRIAGE.

At the home of Dixon Bros., who operate a general store in Maple Creek, N.W.T., a very pretty wedding was celebrated on Wednesday, July 23, when Miss Harriet Crela, formerly of Peterboro', Ont., and Mr. F. W. Porter were united in the bonds of holy matrimony. The groom was supported by Mr. J. R. H. Dixon.

NAILS

Right Prices
Quick Shipments
Quality Guaranteed

Also

STAPLES

Write, Telegraph or Telephone

Page Wire Fence Co.
Limited
Walkerville, Ontario

ATKINS

HIGH-GRADE, SILVER STEEL SAWS

Are the FINEST that Money, Experience and Skill can Produce.

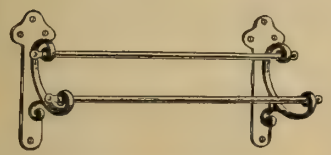
No dealer's Stock is complete without them. They are easy to sell. Every saw warranted.

Write for Catalogue and Prices.

E. C. ATKINS & CO.

Factories and Home Office: INDIANAPOLIS, IND.

Trade Producers For the Hardware Dealer.



One of several styles of towel racks.

A full line of our nickel-plated bathroom accessories displayed in any show window will not only attract attention but will produce business.

Put in the complete assortment, consisting of Shower Bath Equipment, Towel Racks, Towel Shelf, Towel Horse, Towel Basket, Sponge, Soap and Tumbler Holder, Robe Hooks, Comb and Brush Trays, Toilet Paper Holders—make a window display, and you will instantly note the increased attention to your Window—and business coming directly from it.

Let us quote you prices.

TRADE MARK J.M.T. REGISTERED

THE JAS. MORRISON BRASS MFG. CO. LIMITED TORONTO, ONT.

"BUILD TO-DAY THEN, STRONG AND SURE. WITH A FIRM AND AMPLE BASE." —Longfellow.

DO YOU?

WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors

WESTERN ASSURANCE COMPANY

Incorporated 1851

Fire and Marine

Capital -	$2,000,000.00
Assets, over -	2,900,000.00
Annual Income	3,000,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.

The Telephone

has no equal as a saver of time and money for the buying and selling of goods from distant points.

The travelling salesman found this out long ago. Others are learning the truth daily. Bear it in mind.

THE BELL TELEPHONE CO. OF CANADA.

The Grey and Bruce Portland Cement Company of Shallow Lake, Limited,

Manufacturers of

"HERCULES" BRAND OF

Portland Cement

Unsurpassed for Sidewalks, Floors, and all work requiring the Highest Grade of Portland Cement.

HEAD OFFICE: OWEN SOUND.

"DAISY" CHURN

Has tempered steel cased bicycle ball bearings, strongest, neatest and most convenient frame. Only two bolts to adjust in setting up. Steel Bow Levers, suitable for either a standing or sitting posture. Has four wheels and adjustable feet to hold stand steady while churning. When churn is locked to stand the bow can be used as handles to move it about on the front wheels as handy as a baby carriage. Open on both sides to centre, giving free space for pail. Made with wood or steel stands, with Cranks only, or Bow Levers as desired.

Vollmar Perfect Washer

Has a most enviable record. A perfection of its kind—will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine.

The Wortman & Ward Mfg. Co., Limited

LONDON, ONT.

Eastern Branch, 60 McGill Street, Montreal, Que.

CATALOGUES, BOOKLETS, ETC.

SPORTING GOODS CATALOGUE.

THE MARLIN FIREARMS CO., New Haven, Connecticut, U.S.A., have just issued their 1902 catalogue. The catalogue is equal to almost any other catalogue before issued for general distribution to the sporting trade. The cover, in colors, represents an up-to-date sportsman. The volume is an illustrated price list, and contains many points of interest to those who appreciate the delights of shooting.

NEAT BLOTTERS.

The Metallic Roofing Co., Limited, corner of King and Dufferin streets, Toronto, Canada, have issued some very useful advertisements. Some neat blotting papers have been sent out to the trade with exceedingly catchy phrases, all pointing to the excellence of the productions of this enterprising firm.

WARNOCK & CO.'S TOOL CATALOGUE.

James Warnock & Co., Galt, Ont., have just issued their illustrated tool catalogue and price list. Some new features have been introduced in hatchets and boys' and hunters' axes. Handsomely illustrated and neatly printed, the catalogue reflects considerable credit upon the enterprise of the firm. Full particulars, description and price accompany each article. The catalogue should be a trade-bringer.

SUPERIOR SHEARS.

The National Cutlery Co.'s bankers' or paper shears are now in use in many of our banking institutions, and leading paper hangers at once recognize their superiority in shape and quality. They have no soft spots, no saw edges and are fully guaranteed, and made with a steel ride. They are acknowledged to be excelled by no other make. Each pair is put up in separate pockets. Ask for catalogue.

HEAVY SALES.

The success with which "Comet" brand galvanized Canada plates have met with in Canada during the past season has been seldom equalled by an article so short a time on the markets. Messrs. W. Gilbertson & Co., Limited, Swansea, Wales, the makers of this brand, only commenced to manufacture galvanized Canadas this year, but, in spite of their recent introduction, Mr. Alexander Gibb, the Canadian agent, was able to dispose of the whole year's output. He asked the manufacturers to increase their capacity for this work, and they have consented, adding another galvanizing pot, which will materially aid the output. The capacity of the factory for making galvanized Canada plates is now 55 tons per week. The reason of their great success is on account of the low price at which they can be sold here.

DUPLICATE ORDER BOOK.

The Canadian General Electric Co., Limited, with commendable zeal and tactful consideration, have presented their customers with a complimentary duplicate order book. It will prove a source of convenience, enabling their customers to keep a copy of the orders they send to the company.

NEW MINING COMPANY.

Letters patent have been issued incorporating Erskine Henry Bronson, manufacturer; Thomas Ahearn, electrician; Levi Crannell, manufacturer; Cassius Clement Ray, merchant, and Lyman A. Ray, merchant, of Ottawa, for general mining purposes, the operations of the company to be carried on throughout the Dominion of Canada and elsewhere, by the name of The Bonanza Creek Hydraulic Concession, Limited, with a total capital stock of $1,000,000, divided into 10,000 shares of $100.

SHERWIN-WILLIAMS PICNIC.

The Sherwin-Williams Co. held a most successful picnic for their employes at Bout de l'Isle on Thursday, July 31, this being the fourth annual affair of the kind. About 300 people were present and a very enjoyable day spent. The morning was occupied with athletic sports, followed by a football match, and every event was hotly contested. An orchestra had been provided, and the afternoon was passed in dancing, boating and other amusements. The party returned to the city at 7 p.m., tired but happy, and well satisfied with their day's outing.

The winners of the various events were as follows:

100-yard dash—1, C. S. Bann; 2, J. Ellard; 3, Sam. Gray, jr.

50-yard dash (ladies)—1, Miss Gilson; 2, Miss Renaud; 3, Miss Whitehead.

Running broad jump—1, P. Raymond; 2, C. S. Bann; 3, J. Ellard.

Sorting boots—1, J. Gorman; 2, G. E. Radford; 3, S. Gray, jr.

Needle and thread race—1, Miss Smith and J. Ellard; 2, Miss E. Whitehead and Sam. Gray, jr.; 3, Miss Clements and E. Budge.

Three-legged race—1, Fisher and Enright; 2, Raymond and Aggett.

Tug-of-war—Won by W. P. Paton's team.

Football game—Won by W. S. Messer's team.

The assets of Gorman & McDonnell, Douglas, Ont., general merchants, have been sold at 50c. on the dollar.

LAMB FENCE HARDWARE CROSS BAR

H. R. LAMB FENCE CO., London, Ont.

THE LONDON SCALE WORKS

GEORGE M. FOX
(Successor to John Fox.)

Manufacturer of Railroad, Hay and Platform Scales.

91 York Street, LONDON, ONT.

Shovel Factory to Lease.

A Shovel Factory, complete and in good running order, capacity 20 doz. a day—could be largely increased—will be leased for a number of years on easy terms. Good shipping facilities and in the vicinity of Montreal. Apply to

Thos. C. Collins & Sons

(32-4) 301 St. James St., Montreal.

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor

'SELL'S COMMERCIAL INTELLIGENCE,'

Temple House, Tallis St., Temple Avenue, London, E.C.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

Buy the Best.

HERCULES

Sash Cord.

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by all Wholesale Dealers

John Bowman

HARDWARE & COAL CO.

LONDON, ONT.

Our stock of goods for the spring trade is now complete, and we can fill all orders promptly on the following lines :

Wire, Nails, Cordage, Window Glass, White Lead, Paints, Whiting, Churns, Linseed Oil, Spades and Shovels, Screen Doors, Wove Wire, Poultry Netting, Builders' Hardware, Guns and Sporting Goods. Finest stock in the Province of Cutlery.

Prompt Shipment. Prices Right.

The Dominion Wire Manufacturing Co., Limited

MONTREAL

MANUFACTURERS OF THE OLD RELIABLE

BRANDS OF WIRE AND THE PRODUCTS OF SAME,

Have removed to new and larger offices in the **CORISTINE BUILDING,** entrance St. Nicholas St., where they will be pleased to welcome their friends.

OFFICES

Head, as above—Main 3688 or 3689.
BRANCH—27 Front Street East, TORONTO.

WORKS at Lachine	**WAREROOMS**
Dominion Station, G T.R.	95 and 97
Highland Station, C. P. R.	Place D'Youville.
Mount 315.	Main 1030.

Bell Telephone Long Distance Service to all Departments.

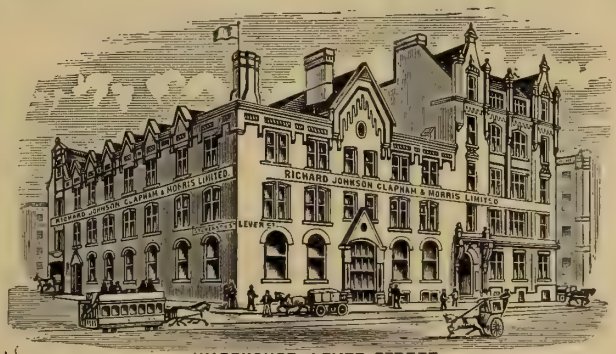
RICHARD JOHNSON, CLAPHAM & MORRIS, Ld., Manchester AND LIVERPOOL, ENG.

CABLE ADDRESS—"Metallicus," Manchester.
CODES USED—ABC, AI, Liebers and Private Code.

Manufacturers and Metal Merchants

GALV'D SHEETS
GALV'D CANADAS
BLACK SHEET IRON
BLACK CANADAS
Range & Furnace SHEETS

TINPLATES, TERNES
TINNED SHEETS
PIG TIN, PIG LEAD
WIRE NETTING
GALV'D BARB WIRE



WAREHOUSE LEVER STREET

MONTREAL OFFICE:
Messrs. Copland & Co.,
Imperial Buildings.

HALIFAX OFFICE:
Messrs. Grant, Oxley & Co.,
68 Bedford Row.

The "GLOBE" Metal Polish

The Best in the World.

Makes - Metals - Mirrors.

RAIMES & CO., 164 Duane St., NEW YORK.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, August 8, 1902.

HARDWARE.

IN wholesale hardware circles, the week has been a quiet one, though trade in goods for fall business is commencing to improve, and the outlook for trade is encouraging. Many of the travellers are now enjoying their holidays, and with the houses whose representatives are not on duty, business is very quiet. A new list has been issued on Gurney's scales and weighbeams, and the discount is now 40 per cent. off on all lines. Richelieu plain white closets have advanced 25c., and are now quoted at $3.75. A good many orders have been booked for axes, sleighbells, skates and cutlery for the fall trade, and horseshoes are moving more rapidly at the present prices. A new list has been issued on turned wooden handles, the discount on which is 50 per cent. throughout. Heretofore the discounts have been different on the various handles, and a more uniform price now prevails.

BARB WIRE.—The market for this wire remains quiet and without feature. The price is $3 per 100-lb. keg f.o.b. Montreal.

SCYTHES.—Business in scythes is practically all in sorting orders, the regular demand for the season being over. We now quote: Lance, No. 80, $5.50; Hurd's Clipper, $6.50; concave, $7.50; Sibley, $8.50; Cradle scythes, cast steel, $8.50; silver steel, $9.50; "Harvest King," $10.50. Bush scythes, $6.50.

GALVANIZED WIRE.—Trade continues only moderate, and nothing in the way of a change in price has occurred to alter conditions on the market. We quote: Nos. 6, 7 and 8 gauge, $3.45; No. 9, $2.80; No. 10, $3.55; No. 11, $3.65; No. 12, $2.95; No. 13, $3.05; No. 14, $4.05; No. 15, $4.55; No. 16, $4.80; No. 17, $5.20; No. 18, $5.45.

SMOOTH STEEL WIRE.—There has been no improvement in the demand for this article. The market is inactive. Our quotations follow: Bright and annealed, $2.60 per 100 lb. f. o. b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—Only a small amount of business is passing in fine wire. The discount is unchanged from 22½ per cent.

FENCE STAPLES.—Trade is not active this week, and no new feature has appeared on the market. The price of galvanized is unchanged at $3.25 per 100-lb. keg. An extra of 25c. is charged for 25 and 50-lb. packages.

WIRE NAILS.—These are moving out as usual, with nothing special to report on the market. The price is unchanged. We now quote in small lots, $2.55; in carlots, $2.50 f.o.b. Montreal, London, Hamilton, Toronto, Gananoque, Brantford, Windsor, Ont., St. John and Halifax.

CUT NAILS.—There is not much doing this week. Business is confined almost wholly to small lots. We quote $2.37½ per keg for carlots, and $2.45 per keg for small lots.

HORSE NAILS.—Business in this line shows a continued improvement, and trade this week is reported fair. The discount on "New Countersunk" heads has been again changed, and is now 66 2-3 and 5 per cent. off, instead of 70 per cent. off. Our quotations are as follows: "C" brand, 50 and 7½ per cent. off; "M" brand, for "Oval" and "New City" heads, 60 per cent. off, and for "New Countersunk" heads, 66 2-3 and 5 per cent. off. "Monarch" horse nails are discounted at 70 per cent.

HORSESHOES.—The demand has been better this week than last, though trade is still of only moderate proportions. No quotable change has occurred in prices. We quote: Iron shoes, light and medium pattern, No. 2 and larger, $3.35; No. 1

Stove Orders—Important.

The indications are that the demand for our "Famous" stoves and furnaces will be very large this Fall, and we are working our immense factories in both London and Hamilton to meet it.

In order to insure prompt delivery we would ask all customers to instruct us to ship the bulk of their orders early, as we may not be able to ship so promptly when the Fall rush begins.

By complying with this request you will be fully prepared for the stove business when the season opens, and will run no risk of not having the goods when they are wanted.

All invoices for stoves and furnaces delivered any time during August and September will date from the 30th of September.

The McClary Manufacturing Co.,

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

"Everything for the Tinshop"

ENGLISH
GERMAN
BELGIAN
CANADIAN
AMERICAN
} PORTLAND CEMENTS.

FIRE
BUILDING
ENAMELLED
SILICA
MAGNESIA
} BRICKS.

DRAIN
CULVERT
} PIPES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified

SEWER PIPE

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents

Drummond, McCall & Co.
or to MONTREAL, QUE.
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

and smaller, $3.60; snow pattern, No. 2 and larger, $3.60; No. 1 and smaller, $3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; featherweight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra. F.o.b. Montreal only.

SCREWS.—The demand for screws, while not particularly active, is steady, and a satisfactory business is doing at unchanged prices. The discounts are: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—Conditions in the cordage market remain practically unchanged. Trade is quiet, and our quotations are as follows: Manila, 15c.; British, manila, 13c.; sisal, 12½c.; lathyarn, 11c. Prices on binder twine are as follows: Blue Ribbon, 650 feet to the pound, 15c.; Redcat, 600 feet to the pound, 14c.; Tiger, 550 feet to the pound, 13c.; Standard, 500 feet to the pound, 11½c.; sisal, 500 feet to the pound. 11½c. Prices are subject to a rebate of ¼c. in carload lots.

RIVETS AND BURRS.—There is no change. A fairly good demand is still reported by all jobbers, and the market is steady. The discounts are as follows: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

BOLTS.—There has been no material change on this market. Business continues fair, with no changes in prices to report. We quote the discounts as follows: Norway carriage bolts, 55 per cent.; common, 50 per cent.; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 per cent.; coach screws, 66 2-3 per cent.; sleigh shoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼ per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

BUILDING PAPER.—The heavy demand for building paper has ceased and the market has assumed the quietness which usually characterizes it at this season of the year. No change in prices is to be reported. We quote as follows: Tarred felt, $1.70 per 100 lb.; 2-ply, ready roofing, 85c. per roll; 3-ply, $1.10 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O K and I X L, 65c. per roll; heavy straw sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—But a small amount of business is doing this week. The price quoted is $1.37½ per 100 square feet.

POULTRY NETTING.—This moves out but slowly at present. Canadian or English is discounted at 50 and 10 per cent. off on 2 x 2 mesh, 19 wire, and 50 per cent. off on 2 x 2 mesh, heavier. Canadian list used. For delivery in 1903 the

A. C. LESLIE & CO.

HEADQUARTERS FOR

WIRE.

WIRE RODS, FENCING WIRE, TELEGRAPH WIRE, SPRING WIRE, COILED WIRE FOR FENCING, WIRE NETTING, WOVEN FENCING, Etc., Etc.

Import orders for wholesale buyers only

509-512 Merchants Bank Building,
MONTREAL.

QUALITY

In producing a first-class article it is absolutely necessary to have the quality of your material the very best. We look to this in getting the material for constructing our pumps.

Our pumps are the best that are made. We spare no pains to make them the best, and our guarantee shows that we mean what we say.

QUALITY THE BEST
PRICES RIGHT

The R. McDOUGALL CO., Limited
GALT, ONT.
Catalogue and Price List for the asking.

Pig Iron

We offer to arrive:

No. 1 Eglinton
No. 1 Middlesbro'
No. 3 "

ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN
OPEN HEARTH STEEL.

A Good Thing

when once tried is sure to make a strong appeal to your customers and meet with corresponding appreciation.

This is demonstrated by the increasing demand for

Elastilite Varnish,
Chijap Floor Lac,
Maple Leaf Varnish Stain
and Coach Enamels.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED

Toronto, Ont., Canada.

Canadian Agents for Buehne's "Red, White and Blue" Brand Steel Wool.

For a good all-round trade-winner and trade-keeper there is nothing you can stock to compare with a reliable line of paint.

"Ark Brand"

has many points that cannot be equalled by other paints, and we give you a written guarantee to back up what is said of it. On the whole "Ark Brand" cannot be beaten. Our sales prove this.

THE FRANCIS-FROST Co. Limited

TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler.

discounts are 60 per cent. off for 19 wire and 55 per cent. off for heavier.

HARVEST TOOLS.—Trade is slow. The discount remains at 60 per cent.

FIREBRICKS.—There is nothing special to report in this market. Business is quiet and prices are uncnanged. English bricks are quoted at $16 to $22 per 1,000 and Scotch, $17 to $22 per 1,000.

CEMENT.—Trade in cement is of the usual midsummer nature, and there has been no material change since our last report. Our quotations are as follows: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per barrel ex-wharf, and American, $2.10 to $2.20 ex-cars.

METALS.

The market for metals has been active during the past week, but, notwithstanding the arrivals of sheet metals since the loss from the steamer Monteagle, there is still some shortage reported in a few sizes. Prices, generally, have been steady in all lines, and there are no quotable changes to report.

PIG IRON.—The market here retains all its firmness. No quotable change is to be reported. We quote' Canadian, $18.50 to $19 and Summerlee, $21.50 to $22.

BAR IRON.—This continues to move out fairly well. Merchants' bar is quoted at $2, and horseshoe iron at $2.20.

BLACK SHEETS.—A fairly good business is passing in black sheets, but some sizes are still reported scarce. Further shipments are daily expected, and our quotations follow: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50. and 8 to 20 gauge, $2.50.

GALVANIZED IRON.—This has been in good demand at steady and unchanged prices. Nothing of importance has occurred since our last reuort. Our quotations now are' No. 28, Queen's Head, $4.40; Apollo, 10¾ oz., $4.40; Fleur de Lis, $4.15; Comet, $4.25; "Bell" brand, $4.30. For less than case lots 10c. extra is charged.

INGOT COPPER.—The demand for ingot copper continues light, and the market shows no new feature. The price is 14c. per lb.

INGOT TIN.—There is not much change in this metal. Straits is still quoted at 33½c.

PIG LEAD.—The market is quiet and without special feature. The price quoted is $3.25.

LEAD PIPE.—Trade continues about moderate, and prices are unchanged since last week. Composition and waste are quoted at 8c., while ordinary sells for 7c. The discount remains at 37½ per cent.

IRON PIPE.—This is in fair demand on the local market. No quotable change has occurred. We quote: Standard pipe per 100 feet, in lengths under 19 feet: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1-in., $5.20; 1¼, $7.35; 1½, $8.95; 2-in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $3.85; ¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.20; 2-in., $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½, $4.20; ¾, $5.25; 1-in., $7.55; 1¼, $10.55; 1½, $12.75; 2-in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1-in., $9.55; 1¼, $13.25; 1½, $16; 2-in., $21.90. For threads and couplings 5 per cent. is added.

TINPLATES.—Business is only of moderate proportions this week. Prices are unchanged. We quote: $4.75 to $5.25 for charcoals, and $4.25 per box for cokes.

CANADA PLATES.—These have been in good demand during the past week. Arrivals have been fair lately, but there is some shortage yet, 60 sheet Canadas being especially scarce. We quote: 52's, $2.70 to $2.80; 60's, $2.85 to $2.90; 75's, $2.80 to $2.85; full polished, $3.75, and galvanized, $4.25 to $4.35; galvanized, 60's, $4.45 to $4.55.

STEEL.—There has not been any improvement in this market, and trade is still somewhat quiet. Quotations are: Sleighshoe, $2.10; tire, $2.20; bar, $2.05; spring, $2.85; reeled machinery, $2.75; toecalk, $2.70.

SHEET STEEL.—A fair amount of business has been effected during the past week, but there is still great room for improvement in the demand. Prices, which are unchanged from those of last week, are as follows: Nos. 10 to 20, $2.50; 3-16, $2.50; ¼, 5-16, and ⅜, $2.40.

TOOL STEEL.—The demand for this metal is still small, and the market remains quiet under steady and unchanged prices. Quotations are as follows: Black Diamond, 8c.; Sanderson's, 8 to 12c., according to grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 8 to 15c.; "Air Hardening," 30 to 50c.

TERNE PLATES.—The price of terne plates remains at $7.50. The market shows no improvement in the demand, and business is quiet.

COIL CHAIN.—There has only been a small trade in chain on the local market

during the week. There is nothing special to report. Quotations are as follows: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼-inch, 7¼c. per lb.; 5-16, $5; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4.05; ½, $3.95; 9-16, $3.85; ⅝, $3.55; ¾, $3.50; ⅞, $3.45; 1-inch, $3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC.—Trade continues quiet in this line. We quote $5.85 to $6.25.

ANTIMONY.—There is only a small amount of business doing in antimony, which is quiet at 10c.

ZINC SPELTER.—Nothing of importance has occurred to change conditions on this market. Trade continues quiet and featureless. The price is unchanged, 5c. being still quoted.

SOLDER.—In solder the usual steady demand has been felt throughout the week, but nothing of special interest is to be reported. The price of bar solder is 18c., and of wire solder, 20c.

PAINTS AND OILS.

No change in staples is reported this week, and the market is steady throughout. Supplies are coming forward freely, and a large number of back orders are rapidly being taken off the slate. Most manufacturers are pressing hard to clear up everything before the commencement of the autumn trade, and indications point to a brisk business in all classes of goods. Paris green has again assumed a sluggish tone, and it is thought that stocks on hand will be sufficient for the present season. A heavy demand is expected for putty shortly, as building operations have been so brisk during the past season. We quote:

WHITE LEAD.—Best brands, Government standard, $5.87½; No. 1, $5.50; No. 2, $5.12½; No. 3, $4.75; No. 4, $4.37½ all f.o.b. Montreal. Discount, 5 per cent.

DRY WHITE LEAD.—$5.25 in casks; kegs, $5.50.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote: Bulk, in bbls., $1.90 per 100 lb.; bulk, in less quantity, $2.05; bladders, in bbls., $2.25; bladders, in 100 or 200-lb. kegs or boxes, $2.40; in tins, $2.55 to $2.65; in less than 100-lb. lots, $3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50, and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 77c.; boiled, 80c. In 5 to 9 bbls., 1c. less. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gal. advance.

TURPENTINE.—Single barrels, 68c.; 2 to 4 barrels, 67c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.45 per gallon.

The Handsome Effect Of Our Sheet Metal Fronts

Makes them wonderfully popular, either for new buildings or improving shabby exteriors.

We make them complete, including Cornices, Door and Window Caps, etc.—a most durable, economical finish, giving fireproof protection, as well as fine appearance.

These, and our improved metal building materials for exterior and interior use, are favorably known throughout Canada for their reliable merit—a merit we intend to maintain. So you stand certain of satisfied customers when you sell our goods.

A look through our catalogue will be profitably interesting to anyone in the trade.

The Metallic Roofing Co., Limited,

WHOLESALE MANUFACTURERS,

TORONTO, MONTREAL, WINNIPEG.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PARIS GREEN.—Petroleum, bbls., 16¾c. per lb.; arsenic kegs, 17c.; 50 and 100-lb. drums, 17½c.; 25-lb. drums, 18c.; 1-lb. packages, 18½c.; ½-lb. packages, 20½c.; 1-lb. tins, 19½c.; ½-lb. tins, 21½c. f.o.b. Montreal. Terms: 3 per cent. 30 days, or four months from date of delivery.

SCRAP METALS.

Business has gone along quietly in scrap metals during the week, and there is no quotable change to report. Copper continues easy, but no further decline is reported. Zinc and red brass are both freely inquired for. We now quote as follows: Heavy copper and wire, 10c. per lb.; light copper, 8c.; heavy red brass, 10½c.; heavy yellow, 9c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2¼c.; iron No. 1, wrought, $15; No. 2, $7 per ton; machinery scrap, $16; stove plate, $12; malleable and steel, $5; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6 to 6¼c. per lb.

GLASS.

Nothing of interest has occurred in the market since our last report. Jobbers report a quiet trade, what orders are being received being for small lots. We now quote: First break, 50 feet, $2.10; second, $2.20 for 50 feet; first break, 100 feet, $4; second break, $4.20; third break, $4.70; fourth break, $4.95.

HIDES.

No change in price is reported in the market for hides. Trade, in general, is quiet. Quotations are: No. 1 hides, 10c.; No. 2, 9c.; No. 3, 8c. Calfskins, 10 to 12c.; lambskins, 30c

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MARKET NOTES.

Plain white Richelieu closets are 25c. higher.

Gurney's scales and weighbeams are discounted, off a new list, at 40 per cent.

The discount on "New Countersunk" horse nails is now 66 2-3 and 5 per cent. off, instead of 70 per cent. off.

ONTARIO MARKETS

Toronto, August 8, 1902.

HARDWARE.

A FAIR business is being done in hardware. Some sorting-up orders still come in by mail. In horse nails there has been a change, and there is a likelihood of a further advance. Trade, in fact, is quite bright. The factories are catching up to orders in bolts and nuts. In screws, the factories are still behind with orders, and are catching up but slightly.

BARB WIRE.—The demand for barb wire is fair, and prices are without change. We quote $2.65 in carlots, and for less than carlots, $2.77½ f.o.b. Cleveland. From stock, Toronto, $3.

GALVANIZED WIRE.—A demand is still being made for galvanized wire. quotations are as follows: Nos. 6, 7 and 8, $3.50 to $3.85 per 100 lb., according to quantity; No. 9, $2.85 to $3.15; No. 10, $3.60 to $3.95; No. 11, $3.70 to $4.10; No. 12, $3 to $3.30; No. 13, $3.10 to $3.40; No. 14, $4.10 to $4.50; No. 15, $4.60 to $5.50; No. 16, $4.85 to $5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at $2.52½ in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE.—Prices are unchanged, and a fair amount of business is reported in the local market. We quote the base price: $2.60 per 100 lb. Oiling, 10c.; coppering, 60c., and tinning, $2 per 100 lb. extra. Delivery points Toronto, Hamilton, London and Montreal, with freights equalized on those points.

FINE STEEL WIRE.—A moderate amount of trade in this line continues. Discount, 22½ per cent.

WIRE NAILS.—Business is wire nails is steady and prices firm, and our quotations are as follows: $2.55 for less than carlots and $2.50 for carlots. The delivery points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—Conditions are the same in this line. Business is quiet at the

following prices: Cut nails, $2.45 per keg, and $2.37½ for carlots.

HORSE NAILS.—The increase in business in horse nails has at last affected the price in this line. The manufacturers have been complaining about the lowness of price and smallness of profits. "C" brand has a change in quotations. It is expected that a further advance will follow. We quote: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "M" brand, 50, 10 and 5 per cent.; "Monarch," 60 2-3 per cent. "Countersunk" head, 60 per cent.

HORSESHOES.—Fall requirements are bringing a fair demand for horseshoes. Our quotations are now as follows: Iron shoes, No. 2 and larger, light, medium and heavy, $3.60; snow shoes, $3.85; light steel shoes, $3.70; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.85; snow shoes, $1; light steel shoes, $3.95; featherweight (all sizes), $4.95.

SCREWS.—The market is good for screws, and though the factories are gaining on the orders it is only slightly. Discounts are as follows: Flat head bright, 87½ and 10 per cent.; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze, 70 per cent.

RIVETS AND BURRS.—With stocks light, a good demand is still experienced. Discounts are: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—The factories are catching up to orders, and business still continues brisk at firm prices. Our quotations are as follows: Carriage bolts, common ($1.00 list), 50 per cent.; carriage bolts, full square ($2.40 list), 55 per cent.; carriage bolts, Norway iron ($3 list), 55 per cent.; machine bolts, all sizes, 50 and 5 per cent.; coach screws, cone points, 66 2-3 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SCREEN DOORS AND WINDOWS.—A moderate amount of business continues in this line at unchanged prices. We quote: Walnut, stained, 3-inch style, $6.80 per dozen; stained, yellow, $7; natural color, oil finish, $8.15; 4-inch style, 20c. extra per dozen. Windows: No. 0, $1.60; No. 1, $1.70; No. 2, $1.95; No. 3, $2.10; No. 4, $2.50 per dozen.

GREEN WIRE CLOTH.—Business in green wire cloth is quiet. We quote the base price at $1.37½ per 100 square feet.

SPADES AND SHOVELS.—These are in fair demand in the local market. The discount is unchanged at 40 and 5 per cent.

ROPE.—A good trade is doing in all lines of rope, especially in hayfork rope, some sizes of which are scarce. The prices continue unchanged. We quote as follows: Pure manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, single, 11c., double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per dozen.

BINDER TWINE.—Supplies available are small, since all this season's make was previously booked for delivery when required. A good demand is made from all sections. We now quote as follows: "Blue Ribbon," 650 ft., 15c.; "Red Cap," 600 ft., 14c.; "Tiger," 580 ft., 13c.; sisal, 500 ft., 11½c.

HARVEST TOOLS.—Prices are firm and a brisk trade is being done in forks, scythes and snaths. Business is principally a sorting-up one. The discount continues at 60 per cent.

EAVETROUGH, ETC.—A heavy call for eavetroughing is being experienced. The large number of orders to fill make it almost impossible for factories to make prompt deliveries. Our quotations are as follows: Eavetrough, $3.10 per 100 square feet, for 10-inch, and conductor pipe at $4 for 3-inch, and $5.25 for 4-inch.

BUILDING PAPER.—The demand is good, and our quotations are as follows: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll.

HARVEST WHIPS.—Sorting-up orders continue in harvest whips, with a fair business doing in all kinds of whips.

POULTRY NETTING.—Business is fair, and trade is mostly of a sorting-up nature.

SPORTING GOODS.—As fall approaches business in ammunition becomes larger. An active demand is felt for guns and rifles.

CEMENT.—A large number of good orders are coming in for cement, and the manufacturers have their hands filled with orders. The prices remain unchanged and are quoted as follows: Canadian Portland, $2.40 to $3, and Canadian hydraulic, $1.35 to $1.60 per barrel.

METALS.

In metals, no large buying is reported in the market at present, but the demand for shipments from stock is well maintained for this season of the year. Prices are steady and firm all around. There has been no change in prices during the week.

PIG IRON.—A fair amount of business is being done in the local market. In the United States pig iron is firm, but quiet. We quote on track, Toronto: No. 1 foundry, $21 and No. 2, $20.50.

STEEL BOILER PLATES.—Trade in this line is keeping up well, and the tone of the local market is firm. We quote: Steel boiler plates, $1.80 for carload lots on track, Toronto.

STEEL BEAMS.—A good business continues in these. We quote: Steel beams, from stock, $2.75 and $2 per 100 in carload lots on track.

STEEL RAILS.—These are quoted at $30 per ton for steam railways and $36 per ton for electric railways.

TOOL STEEL.—Prices are unchanged, and a steady market continues locally. Our quotations are as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 8 to 15c.; ditto, "Air Hardening," 30 to 50c.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's Special, 15 to 20c.

MILD STEEL.—In this line a fair demand continues with volume of business practically the same.

SPRING STEEL.—Locally, the demand is moderate and business continues unchanged.

BOILER TUBES.—The local market shows the same fair demand, with markets steady.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
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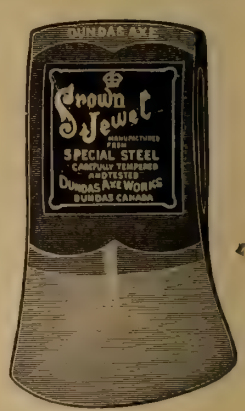
COVERT MFG. CO.
West Troy, N.Y.
Steel Carriage and Wagon Jacks,
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

NEWMAN'S PATENT
INVINCIBLE FLOOR SPRINGS
Combine all the qualities desirable in a Door Closer They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.
MADE SOLELY BY
W. NEWMAN & SONS, Birmingham.

Oneida Community Goods
HALTERS, COW TIES SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT.

..A..
STANDARD.
The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.


Dundas Axe Works, Dundas, Ont.
W. L. Haldimand, Jr., Eastern Agent, Montreal.

BAR IRON.—The scarcity of stocks of bar iron still continues, with a strong, active demand surpassing supply. The United States market is strong and quiet. We quote as follows: $1.95 to $2.05 base. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb., 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS.—In this line the demand is better than a week ago, and prices are unchanged. We quote: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—Business is more active in this line. Prices are steady. Our quotations are as follows: All dull, $2.90 to $3; half-polished, $3 to $3.10, and all bright, $3.75.

GALVANIZED SHEETS.—A good demand for galvanized sheets is felt in the local markets. We quote: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 29 gauge; Bell brand, $4.30 for 28 gauge.

TIN.—There is a fair demand for small lots in tin. Prices are unchanged. We quote $32 to $33 per 100 lb.

TINPLATES.—A fair demand has been felt for tinplates in the local markets. We quote: Charcoal, $4.75 to $5 per box and cokes, $4.25 per box.

COPPER.—The demand for ingot copper has improved, and sheets are still showing a fair demand. We quote: Ingot copper, $14 per 100 lb., and sheet copper, $22 to $23.

BRASS.—In brass, no change in the state of the market or prices has occurred during the week. The discount is 15 per cent.

PIG LEAD.—This is reported to be quiet on the local market. We quote: $3.50 to $3.75, and bar, $5.

IRON PIPE.—A good local demand is reported for iron pipe. Prices remain unchanged. We quote as follows per 100 ft.: ¼-in., $2.40; ⅜-in., $2.65; ½-in., $2.85; ¾-in., $3.65; 1-in., $5.20; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; galvanized, 1-inch, $7.20. Trade discount is 4 per cent. for carlots.

ZINC SPELTER.—A fair demand is felt on the local market for zinc spelter. We quote 5 to 6c. per lb.

ZINC SHEETS.—A fair amount of business is being done in this line in small lots. We quote: Cask lots, $6 to $6.25, and part casks, $6.25 to $6.50.

SOLDER.—There have been no changes in prices or demand during the week.

ANTIMONY.—A slight increase in the demand has been experienced during the week. We quote $19.50 per 100 lb.

PAINTS AND OILS.

Trade of the past week in paints and oils has still continued to be very dull. Raw and boiled linseed oils and spirits of turpentine are still unchanged, although turpentine is reported stronger in the South. The English market for linseed oil is still strong and continues to increase. A few orders are coming in for ready-mixed paints, and prices are about the same. A considerable advance has taken place in benzine and gasoline. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $5.87½; No. 1, $5.50; No. 2, $5.12½; No. 3, $4.75; No. 4, $4.37½ in pkgs. of 25-lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. pkgs.; genuine dry white lead in casks, $5.12½.

RED LEAD.—Genuine, in casks of 560 lb., $5 to $5.12½; ditto, in kegs of 100 lb., $5.50; No. 1, in casks of 560 lb., $4; ditto, kegs of 100 lb., $4.50.

LITHARGE.—Genuine, 6 to 6½c.

ORANGE MINERAL.—Genuine, 7½ to 8c.

WHITE ZINC.—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6.00.

SHINGLE STAIN.—In 5-gal. lots, 60c. to $1.20 per gal.

BENZINE AND GASOLINE.—Benzine, in barrel lots, 18¾c. per gal.; gasoline, ordinary, 21¼c., and engine, 22¼c. f.o.b. Toronto.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35c.; in less than cases, 40c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35; white, $2.35 to $2.45 per gal.; in less quantities 10c. extra.

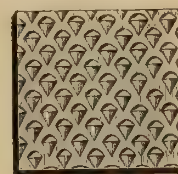
NICHOLSON FILE CO.

Dominion Works, Port Hope, Canada.

Are now producing six hundred dozen First Quality Files and Rasps daily, which are being shipped to all parts of the Dominion, and may be obtained from prominent hardware merchants who carry a full stock of these goods at reasonable prices.

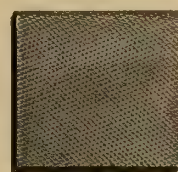
Canadians **DEMAND** and **WILL HAVE** superior goods.

12 in. Rasp Smooth.


12 in. Rasp 2d Cut.

12 in. Rasp Bastard.

12 in. Rasp Coarse.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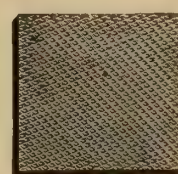
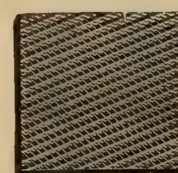
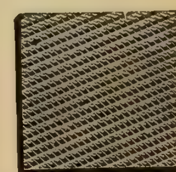
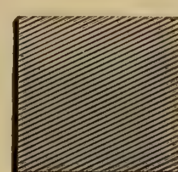
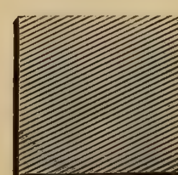

12 in. Double Cut 2d Cut.

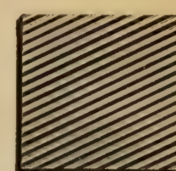

12 in. Double Cut Bastard.

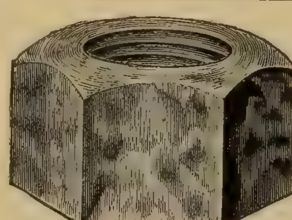

12 in. Double Cut Coarse.

12 in. Single Cut Smooth.


12 in. Single Cut 2d Cut.


12 in. Single Cut Bastard.


12 in. Single Cut Coarse.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

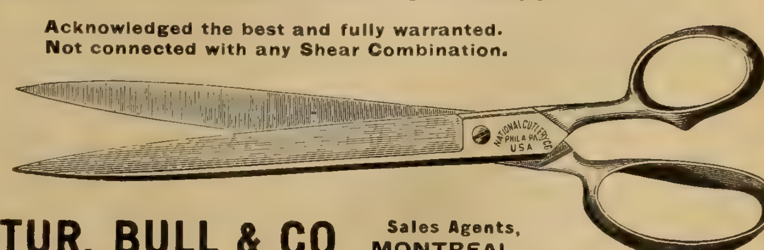
INGERSOLL, ONT.

THE CELEBRATED

NATIONAL CUTLERY CO. SHEARS

Acknowledged the best and fully warranted.
Not connected with any Shear Combination.

Tailors' Shears, Trimmers, Ladies' Scissors, Barbers' Shears, Tinners' Snips.



DECATUR, BULL & CO., Sales Agents, MONTREAL

PUTTY.—Bladders, in bbls., $2.25; bladders, in 100-lb. kegs, $2.40 ; bulk in bbls., $1.90 ; bulk, less than bbls. and up to 100 lb., $2.05 ; bladders, bulk or tins, less than 100 lb., $2.90.

PLASTER PARIS.—New Brunswick, $1.90 per bbl.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity ; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gal.; No. 1, $1.10 per gal.

CASTOR OIL.—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 barrels, 79c.; boiled, 82c.; 3 to 5 barrels, raw, 78c.; boiled, 81c.; 6 to 9 barrels, raw, 76c.; boiled, 79c., delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil, sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 69c.; 2 to 4 bbls., 68c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

Business keeps fair with prices unchanged. We quote: Under 26 in., $4.45 ; 26 to 40 in., $4.65 ; 41 to 50 in., $5.10 ; 51 to 60 in., $5.35 ; 61 to 70 in., $5.75 ; 71 to 80 in., $6.25 ; 81 to 85 in., $7 ; 86 to 90 in., $7.75. Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days. Discount off pane price list, 40 per cent.

OLD MATERIAL.

Trade in this line keeps fairly active. Scrap zinc is still weak, while lead is stronger. We quote : Heavy copper and wire, 10¼c. per lb.; light copper, 8c. per lb.; heavy red brass, 10c.; heavy yellow brass, 8 to 8½c.; light brass, 5c.; lead, 2¼ to 2½c.; scrap zinc, 2¼c.; iron, No. 1 wrought, $14 per net ton ; No. 2 wrought, $6 ; machinery cast scrap, $14 ; stove plate, $10 ; malleable and steel, $6 ; old rubbers, 6c. per lb., and country mixed rags, 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES.—There is a fair demand for hides in this market, with a little advance in prices. Quotations are as follows : No. 1 green, 8c. ; No. 2 green, 7c.; No. 1 green, steers, 9c. ; No. 2 green, steers, 8c.; cured, 8½ to 9c.

SKINS.—The skin market is also a little more active. Quotations are as follows : Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each ; shearlings, 35c.; lambskins, 35c.

WOOL.—The receipts are small and the market is firmer. We quote fleece wool, 13½c. and unwashed, 7½c. per lb.

TALLOW.—The arrivals are limited and the prices are firm. We quote 6¼ to 6½c. per lb.

COAL.

The situation of the coal strike still continues about the same, and not much advancement has been made toward a settlement. Local coal dealers still have a supply on hand, but they report that unless a settlement is effected soon, it will not last long. There has been no further rioting, which looks as if the matter was coming to a head. In speaking to a large dealer, he expects the strike to be settled before September 1. We quote $3 to $4.50 per ton for soft coal.

PETROLEUM.

A strong business still continues to be done in petroleum at unchanged prices. We quote : Pratt's Astral, 17 to 17½c. in bulk (barrels extra) ; American water white, 17½ to 18c. in barrels ; Photogene, 17 to 17½c.; Sarnia water white,16½ to 17c. in barrels ; Sarnia prime white, 15 to 15½c. in barrels.

NEW PLANT AT CHARLOTTETOWN.

A PORTION of the new plant of The Charlottetown Light and Power Company, of Charlottetown, P.E.I., is now being operated. At present the 1,200 light dynamo is being driven by the large new engine recently imported. The Ideal engine is being placed in position and it is expected that in the course of a few days the street-light plant will be transferred to the new station. Men are also at work excavating for the foundation of the large engine in the station at the foot of Pownal street. The new stokers are being operated and are giving perfect satisfaction. In the pump house an engine has been placed for generating air for these stokers. This engine also operates the feed pumps and four feed-water heaters and fans. One of the most interesting parts of the machinery is the automatic device for feeding coal, the engine's speed being set by an automatic valve at the speed the boiler is to work at. When completed the new plant will be fitted with marble switchboards and concrete floor.

IRON AT THE COAST.

J. W. Ladd, one of the original owners of the iron deposits at Sechart, and now agent of The Pacific Steel Company, passed through Victoria last week on his way from Irondale, Washington, to visit the company's properties on Barkley Sound.

The company is operating at Sarita, Copper Island, and Sechart, on Barkley Sound, and on Texada Island. The supply of ore for the Irondale smelter is being taken from Texada at present, but as soon as proper transportation and shipping facilities are provided shipments will be made from Barkley Sound.

At Copper Island, an aerial tramway may be made to take the ore the 1,500 feet from the mine to tidewater.

Development work is being done at Sarita, Sechart, and Copper Island, and several thousand tons are on the dumps ready for shipment.

Mr. Ladd states that he considers that the Irondale establishment will demonstrate that there is a market in the Pacific Coast States for a very considerable quantity of iron, and that when that market is fully supplied by local furnaces the managers will naturally desire to extend their business further afield and invade the markets of China, Japan, and Australia.

When it has been proved that British Columbian iron can compete successfully with British, United States, and Cape Breton iron, capitalists will be eager to establish plants on Vancouver Island.

The scarcity of hematite iron, which is required to mix with the hard magnetic ores, militates, in a measure, against the manufacture of pig iron in Vancouver.

EXHIBITION AT CAPE TOWN.

AN excellent opportunity to promote trade with South Africa will in all probability be afforded manufacturers throughout the British Empire by the proposed Cape Town Exhibition. This industrial display, inasmuch as the Exhibition is confined to exhibits from the British Empire, will tend to increase the commercial relations between the South-African colonies and the other sharers in the British Empire. The Chamber of Commerce and Town Council of Cape Town will appoint an advisory board, in order to forward the arrangements and interests of manufacturers participating in the exhibition.

Manufacturers desirous of participating in a scheme which offers so unique an opportunity of bringing their products before the South-African public should hasten their applications for space.

The time fixed for the holding of the exhibition, November, 1903, to February, 1904, is certainly very opportune. The various paralyzed industries, and especially those of farming, dairying and wine-growing will then be busy in schemes for a fresh start, and the tangible and visible exhibition of the latest and most up-to-date appliances, tools, mechanism and machinery, cannot but lead to very extensive and profitable dealings, and the opening, doubtless, of new and permanent trade outlets for manufacturers.

Alfred P. Baker, F.R.C.I., is general manager, and among the patrons are Lord Milner, Right Hon. Sir J. Gordon Sprigg, Prime Minister of Cape Colony, and the Chamber of Commerce, Cape Town.

SITUATION VACANT.

WANTED — HARDWARE CLERK THAT understands bookkeeping; state how long at the business and wages wanted. Must be well recommended. Apply to C. B. Miner, Cobden, Ontario. (32)

FENCES and GATES

IN WIRE AND IRON.

We can furnish anything required, from a plain wire fence for the farm to an ornate iron fence for residence or public building. Special prices to hardware trade. **Send for catalogues.**

The Dennis Wire and Iron Co.,
LONDON, ONT.

KNOX HENRY

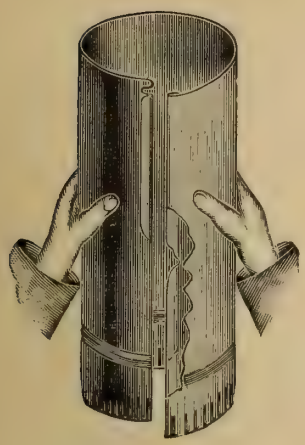
Heavy Hardware and Metal Broker
Room 32 Canada Life Bldg., MONTREAL

Samples sent free on application.

HORSE NAILS—"C" Brand Horse - Nails
Canada Horse Nail Co.

"BRASSITE" GOODS — Gunn Castor Co. Limited, Birmingham, Eng.

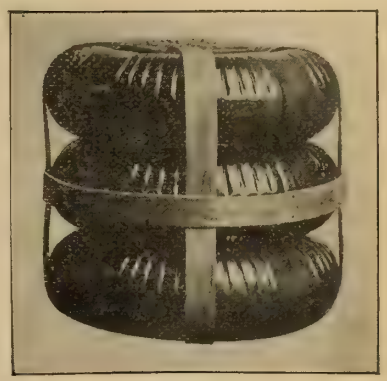
Stove Pipe and Elbows



"Empire"
Patent Stove Pipes
Put up in Crates of 25 lengths each.

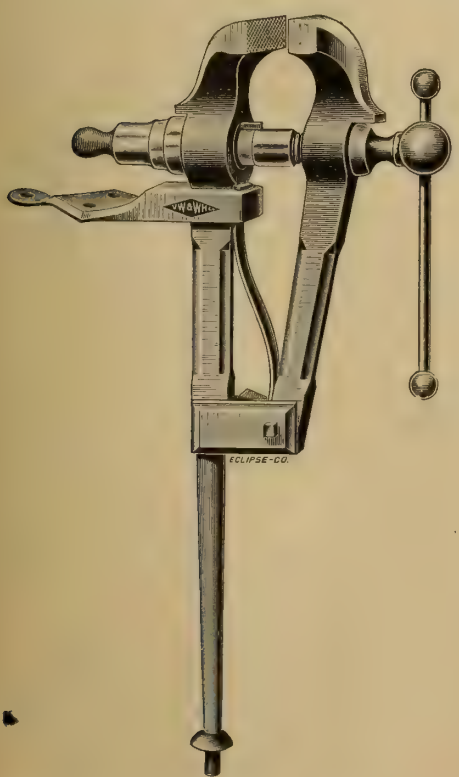
A Few Reasons why they are winners.

Long in the throat—which insures perfect draft.
Flat in the crimp—easily cleaned.
Holds no dirt, inside or out.
Adjustable—readily fitting all makes of pipe.
Saves time and labor in putting up. Makes neatest work.
Crated in bundles of one dozen—safe delivery insured.
Polished are made of Dark Blue Steel.
Common are made of Dark Black Steel,
5 — 6 — 7 — 8 inches.



Standard Pleated Elbows

THE THOS. DAVIDSON MFG. CO., Limited
MONTREAL.



Winning Favor in Australia

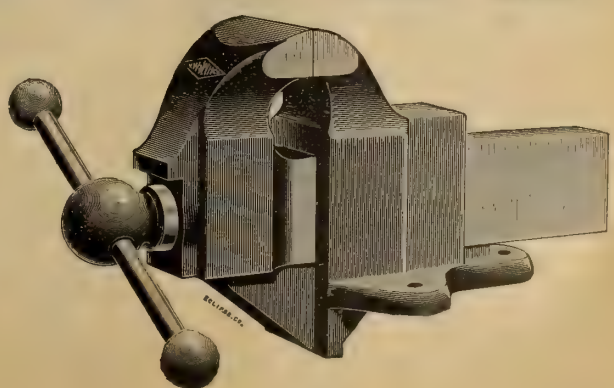
"The engineering merchants here consider your Solid Box Blacksmiths' Vises superior in quality and workmanship to any they have ever handled. They say they are remarkably suitable, and give perfect satisfaction."
[Extract from letter received from our Australian Agents located in Melbourne.]

Our facilities are unexcelled for making

Blacksmiths' and Machinists' Vises

Modern equipment and methods, high-grade material and workmanship are combined in our plant, producing

THE BEST VISES MADE



Lamplough & McNaughton
CANADIAN SALES AGENTS
19 De Bresoles St., Montreal

Manufactured by

THE COLUMBIAN HARDWARE COMPANY
CLEVELAND, OHIO.

NEW CATALOGUE JUST ISSUED—WRITE FOR IT.

HEATING AND PLUMBING

BUILDING PERMITS IN TORONTO.

DURING the week the following building permits were issued at the office of the City Commissioner, Toronto: George Christian, one-storey roughcast dwelling, Dufferin street, for $400; Francis Phillips, two-storey and half pair semi-detached brick dwellings, Manning avenue, for $5,000; H. Frank Squires, pair semi-detached two-storey and attic brick and stone dwellings, Albany avenue, for $7,000; Jacob Singer, alterations to brick dwelling, cor. John and Stephanie streets, for $2,000; Alex. Campbell, alterations and addition to dwelling (brick) 233 Simcoe street, for $300; J. J. Walsh, two pair semi-detached, two-storey stone and brick dwellings, Springhurst avenue, near King street, for $4 400; Wm. Minto, pair attached two-storey brick stores and dwellings, 575½ and 577 Dundas street, for $3,000; Wm. White, pair semi-detached two-storey and attic brick dwellings, Concord avenue, near College street, for $6,000; York County Loan and Savings Co., two-storey and attic detached brick dwelling, north-west corner of Roncevalles and Fermanagh avenues, for $7,500; York County Loan and Savings Co., for two-storey and attic brick dwelling, detached, south-west corner Roncesvalles and Fermanagh avenues, for $7,500; Dominion Bank, two storey brick addition to bank, corner Spadina avenue and College street, for $4,000; F. Wilkinson, two-storey dwelling, brick front, roughcast sides and back, 16 Garnett avenue, for $1,000; W. J. Hewitt, two-storey dwelling, brick front, roughcast sides and back, 15 Euclid avenue, for $1,000; Isaac McHenry, pair semi-detached two-storey and attic brick dwellings, 218 and 220 Gladstone avenue, for $5,000; Geo. Irwin, pair semi-detached two-storey and attic brick dwellings, stone foundation, Dufferin street, near King street, for $4,000; A. Peel, two-storey dwelling, brick front, roughcast sides and back, north-west corner Clinton street and Barton avenue, for $500; Caroline J. Roberts, pair semi-detached two-storey and attic brick dwellings, stone foundation, 213 and 215 Beverley street, for $6,600; Lucinda Roberts, two-storey dwelling, brick front, roughcast sides and back, 228 Havelock street, for $400.

BUILDING PERMITS IN OTTAWA.

In building circles there is a fair activity. The volume this year is, perhaps, not so large as in the previous season, but the structures which have been put up are solid and substantial. This week's list of building permits is as follows: W. H. Bishop, brick-veneered dwelling, Gilmour street, $1,100; George Johnston, brick-veneered dwelling, Stewart street, $1,800; D. Doherty, addition to workshop, Besserer street, $350; A. Kerr, frame dwelling, Kenny street, $750; W. G. Leclair, two brick-veneered dwellings, Bridge street, $1,000; John O'Meara, brick-veneered dwelling, Bolton street, $1,000; T. Kennedy, brick-veneered dwelling, Wellington street, $1,700.

BUILDING PERMITS IN MONTREAL.

Since August 1, the following building permits have been issued in Montreal: To The Bell Telephone Co., for the erection of a one-storey building, 100 x 50 ft., to cost $13,500; to C. Ochu, for the erection of a three storey building, 24 x 36 ft., to cost $2,400; to S. D. Vallieres, for the erection of a two-storey building at 1051 St. Hubert street, to cost $2,500, size 43 x 102 ft.

BUILDING PERMITS IN HAMILTON.

The building permits issued during July totalled $131,450, as compared with $120,025 in the same month last year, an increase of $11,425. August is off to a good start with the following: Hamilton Distillery Co., for a brick addition to its premises at Wellington and King streets, $2,000; Rastrick & Sons, for alterations and addition to the Hannah street school, $7,000; Stewart McPhie, for a brick addition to 90 Markland street for Mrs. M. Malloch, $2,000, and John S. Huart, brick addition to 394 South Queen street, $500.

PLUMBING AND HEATING CONTRACTS.

Fiddes & Hogarth, 122 King street, have secured the contract for plumbing and lighting three houses for Ald. Lamb, on Sumach street.

Louis Hilliard, of Rat Portage, Ont., is having plans prepared for a $40,000 modern hotel to replace the one destroyed by fire.

Purdy, Mansell & Co., plumbers, Adelaide street west, Toronto, report the following contracts for the week: Plumbing and heating for The American Cereal Co.; hot-water heating for dwelling of Mr. H. C. Hammond, 60 Grosvenor street, Toronto; also steam heating for the Queen's Hotel, Port Hope.

PLUMBING AND HEATING NOTES.

The employes of the Dominion Radiator Company, Toronto, will hold their tenth annual excursion to Niagara Falls, per steamers Garden City and Lakeside, on Saturday, August 16.

BUILDING OPERATIONS IN TORONTO

The building permits issued by the City Commissioner continue to show a large increase over those of last year, judged by the values of the buildings to be erected. For last month the permits were for buildings of an aggregate value of $402,769, and for July of last year $175,635, an increase of $227,134. The increase for the year to date is still better—1902 to date $2,304,614; 1901, $1,595,300, an increase of $709,314.

BUILDING OPERATIONS IN QUEBEC.

Permits have recently been granted by the city of Quebec to Mr. Fackney, contractor, for the repairing af the Salvation Army building on Palace street, and to Mr. H. Dorion, to repair the St. Jean Baptiste Church, in which work the sum of $4,650 will be expended. The work of building a new presbytery in the parish of Jacques Cartier is progressing rapidly. The new structure, which is in charge of Mr. E. Page, of St. Raymond, will be a three-storey one built with stone and finished in most modern style.

BUILDING OPERATIONS AT THE SOO

McPhail & McCarty will build an addition to the Baptist church.

K. Wright is building a two-storey brick house on Front street for Mr. McGregor.

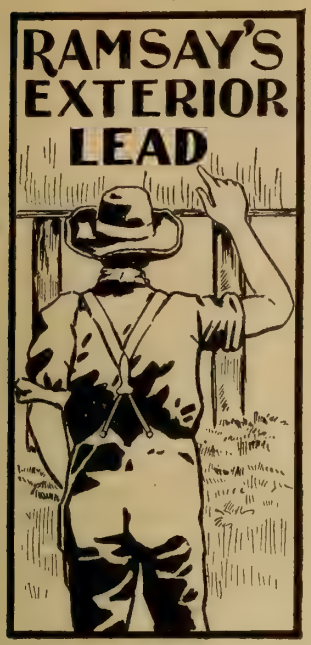
W. J. Bell will build a hotel on the Vaughan property at Bruce and Queen streets.

Wm. Coates is building a brick cottage on Lucy Terrace. K. Wright has the contract.

James Thomson, architect, has prepared plans for a brick residence for W. A. Quibel to be erected on Pim street hill.

Contractor McKissock has the frame of E. L. Stewart's $6,000 Upton Road residence up. The basement is built of concrete and cost $1,000. The house is 58 x 34. It will be finished in red quartered oak.

Excavation has been commenced for a 38 x 100 foot bar, office and sample-room addition to the Cornwall Hotel on Queen street. The building will be one storey in height, with hardwood floor and fittings. Head & Radford are the architects.



Every painter puts his finger on it when he makes a choice of white lead for durability, whiteness, a guarantee to last and a nice easy lead to work. Every dealer wants it because it's a money getter in an easy way. Our handsome booklets assist the sale, because they prove the superiority of Ramsays Exterior Lead. Architects demand it because they know it's better than pure lead or any other. Buy Ramsays Exterior for money-making, and never mind the substitutes—there are lots of them—Ramsays Exterior costs less than pure and can be sold for more.

A. RAMSAY & SON,
MONTREAL.

PAINT MAKERS.
ESTABLISHED 1842.

CORDAGE

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope	Lathyarn
Sisal Rope	Shingleyarn
Jute Rope	Bale Rope
Russian Rope	Lariat Rope
Marline	Hemp Packing
Houseline	Italian Packing
Hambroline	Jute Packing
Clotheslines	Drilling Cables
Tarred Hemp Rope	Spunyarn
White Hemp Rope	Pulp Cord
Bolt Rope	Lobster Marlin
Hide Rope	Paper Cord
Halyards	Cheese Cord
Deep Sealine	Hay Rope
Ratline	Fish Cord
Plow Lines	Sand Lines

"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

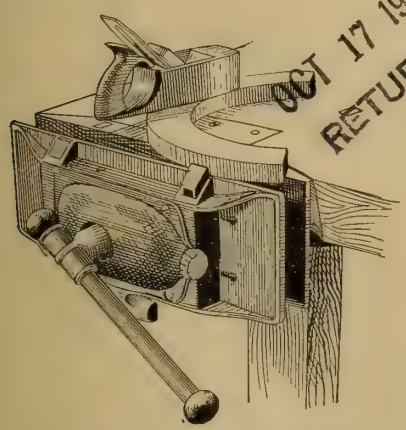
CONSUMERS CORDAGE COMPANY, Limited

Western Ontario Representative—
WM. B. STEWART,
Tel 94. 27 Front St. West, TORONTO.

MONTREAL, QUE.

OCT 17 1902 RETURNED

The Emmert Universal Vise.



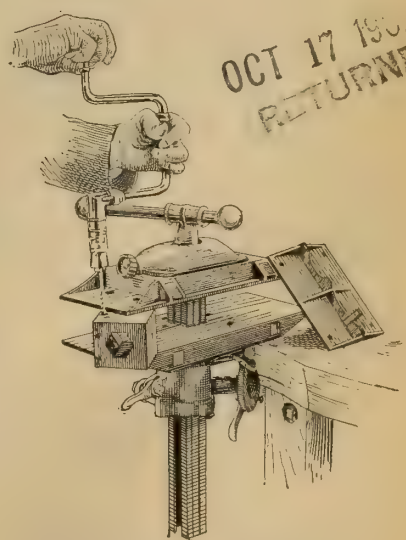
This shows one pair of the small auxiliary Jaws holding circular work.

Specially adapted to woodworkers' and patternmakers' use.

A great feature—the work always held in a position that it may be handled with ease.

Saves time and enables the operator to do better work.

Highly recommended by all who use them.



Vise holding work to be bored in a vertical position for the sake of accuracy.

OCT 17 1902 RETURNED

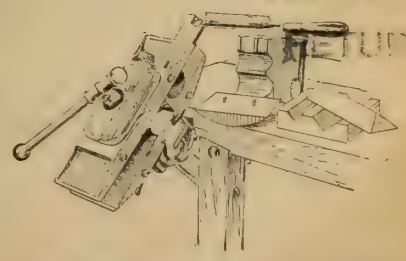
Vise reversed to hold work above the bench.

SEND FOR CATALOGUE AND PRICES.

The Fairbanks Company, Sole Canadian Agents.

Montreal, Que. Vancouver, B.C.

OCT 17 1902 RETURNED



Vise holding work at an angle so that the operator can work in an easy position.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A. MACBEAN & CO., hardware merchants, Galt, Ont., have called a meeting of creditors for August 12.

W. J. Bailey, builder, Toronto, has assigned to Roy D. Schooley.

Wm. Renaud is curator of Dominique Magnac, stove and hardware merchant, of Montreal.

E. F. Parker, general merchant, Stirling, Ont., is advertising his stock for sale, and has offered to compromise at 20c. on the dollar.

SALES MADE AND PENDING.

The assets of Wm. Ford, plumber, Quebec, were sold on August 7.

Peoples Heat and Light Co., Limited, of Halifax, N.S., has been sold.

E. Killins, blacksmith, Fulton, Ont., is advertising his business for sale.

T. D. Rhodes, harnessmaker, of Rexton, N.B., is advertising his business for sale.

CHANGES.

Antoine Beaudoin, lumber dealer, Quebec, has registered.

Rigali & Ragali, painters, of Quebec, have dissolved.

The Bay of Fundy Oil Co., of Moncton, N.B., is incorporated.

Montfort & Cie, wood and coal dealers, of Montreal, have registered.

The Carleton Foundry Co., Limited, of St. John, N.B., is incorporated.

Gunn & Baker, hardware dealers, have opened up a business at Minnedosa.

A. A. Hunt, hardware merchant, of Wabigoon, Ont., is giving up business.

A. R. Wilson & Co., plumbers and gas-fitters, of Sherbrooke, Que., have registered.

The Canadian Iron and Foundry Co., Limited, of Montreal, have obtained a charter.

Bearce & Clifford, builders and contractors, of Brompton Falls, Que., have registered.

The J. A. Gosselin Company, foundry owners, of Drummondville, Que., have obtained a charter.

Shaw, Cassills & Co., tanners and leather merchants, of Montreal, have dissolved and new partnership registered.

The partnership existing between A. Brunet and A. Portelance, carriagemakers, of St. Anne De Bellevue, Que., has been dissolved.

The Great Lakes and St. Lawrence Transportation Co., Quebec, is incorporated, G. F. Smith, assistant general-manager, registered.

FIRES.

Edward C. Leblanc, sawmill owner, Mattawa, Ont., has been burned out.

Gibbs & Liscum, owners of planing mill, Winnipeg, Man., have suffered small loss by fire; insured.

Binkley Bros., sawmill and foundry owners, Neustadt, Ont., have been burned out; partially insured.

A. I. Fuller, coal and lumber dealer, Carievale, Man., has had his coal shed burned; no insurance.

Robertson & Given, grocers and hardware merchants, Moncton, N.B., have had their stock damaged by fire; insured.

DEATHS.

Benjamin Leith, harnessmaker, Pilot Mound, Man., is dead.

CATALOGUE OF ELECTRIC HEATING DEVICES.

"Modern Heat, Electricity," is a neat catalogue of electric heating devices just issued by Keith & Fitzsimons, King street west, Toronto. In the preface some straightforward reasonable claims are made to patrons and manufacturers. Every article is handsomely illustrated and briefly described; the price accompanies. An index serves to guide us in this well-arranged booklet which is highly creditable to the firm.

TO PICKLE BRASS CASTINGS.

The following method of pickling brass castings is recommended by an exchange: If greasy, the castings should be cleaned by boiling in lye or potash. The first pickle is composed of nitric acid, 1 quart; water, 6 to 8 quarts. After pickling in this mixture the castings should be washed in clear warm or hot water, and the following pickle be then used: Sulphuric acid, 1 quart; nitric acid, 2 quarts; muriatic acid, a few drops. The first pickle will remove the discolorations due to iron, if present. The muriatic acid of the second pickle will darken the color of the castings to an extent depending on the amount used.

CHANGE IN A SIMCOE FIRM.

The firm of Palmerton & Madden, dealers in tinware, stoves and plumbing, has disappeared from the list of Simcoe's mercantile establishments. Upon Mr. Palmerton's demise the surviving partner became, under the terms of partnership, the sole owner of the business at a stipulated price. Mr. Madden has now disposed of Mr. Palmerton's interest to his brother, William B. Madden, of Joliet, Ill., and in future the style of the firm is to be Madden Bros. Both brothers are thorough mechanics. John H. Madden will continue to have charge of all outside work in the heating, plumbing and roofing lines. The store and workshop will be under the charge of Wm. B. Madden.

GET OUT OR GET IN LINE.

IF the concern where you are employed is all wrong, and the Old Man a curmudgeon, it may be well for you to go to the Old Man and confidentially, quietly and kindly tell him that he is a curmudgeon. Explain to him that his policy is absurd and preposterous. Then show him how to reform his ways, and you might offer to take charge of the concern and cleanse it of its secret faults.

Do this, or if for any reason you should prefer not, then take your choice of these: Get out or get in line. You have got to do one or the other—now make your choice.

If you work for a man, in heaven's name, work for him!

If he pays you wages that supply you with bread and butter, work for him—speak well of him, think well of him, stand by him and stand by the institution he represents.

I think if I worked for a man I would work for him. I would not work for him a part of the time and the rest of the time work against him. I would give an undivided service or none.

If put to the pinch, an ounce of loyalty is worth a pound of cleverness.

You cannot help the Old Man so long as you are explaning in undertone and whisper, by gesture and suggestion, by thought and mental attitude, that he is a curmudgeon and his system dead wrong. You are not necessarily menacing him by stirring up discontent and warming envy into strife, but you are doing this: You are getting yourself upon a well greased chute that will give you a quick ride down and out.—Extract from Elbert Hubbard's "Get out or Get in Line."

SOMETHING NEW FOR HARDWARE MEN.

A knife-cleaning machine that will really clean the rustiest knives at the rate of 500 an hour, without doing them the slightest damage or requiring very much exertion on the part of the operator, should be an article that hardware merchants could handle in quantities, particularly if the price be within reach of all customers. All this can be truthfully said of the knife-cleaning machine made by The World's Manufacturing Co., London, Eng. One is astonished at the low price of this machine, $4.50, after an inspection of it and witnessing the ease and thoroughness with which it does its work, in addition to its strong make and handsome finish. For hotels, restaurants, etc., it should be invaluable, and in the home where the work of cleaning the knives is most tedious and disagreeable the machine is sure to receive a good welcome. It has already met with great success in England. The Canadian agents are Decatur, Bull & Co., Montreal.

What do you require in the way of

CANS?

We manufacture the very best quality of

Paint and Color Cans, round and square.
Varnish and Oil Cans. Paint Irons
Paint Packages. Lye Tins.

and every description of Tin or Can required by the trade. We shall be pleased to send you quotations for anything you need in our line.

The Acme Can Works,

OFFICE AND FACTORY:
Ontario St. and Jeanne D'Arc Ave.,
MONTREAL.
JAS. B. CAMPBELL. WILLIAM PRATT.

Star Safety Razor.

The original and best Safety.
Shaves Clean Saves Time Never Pulls

Over 5,000,000 daily users are our best advertisers.

A Razor of merit.

Established 1875.

A Marvel of Simplicity and Durability

BEWARE OF IMITATIONS.

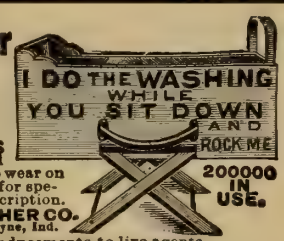
The Three Star Safety is the only Safety Razor that can be adjusted to a hair's width by anybody to suit any face or beard by means of adjusting screws, fully protected from infringers by the U.S. Circuit Court.

For sale by all leading dealers throughout Canada.
Rock bottom prices upon application to

KAMPFE BROS.,
INVENTORS AND MANUFACTURERS,
8 Reade Street - NEW YORK CITY

FREE INSURANCE AGAINST FIRE
PLASBESTER
AGENTS WANTED IN EVERY TOWN.
the BEST ASBESTOS WALL PLASTER
Fire Proof
Frost "
Sound "
Will not crack.

The Rocker Washer



WARRANTED to do the family washing 100 PIECES IN 1 HOUR. No need for washboard; no wear on clothing. Write for special prices and description.
ROCKER WASHER CO.
Clinton St., Ft. Wayne, Ind.
Liberal inducements to live agents.

CHAMPION Stoves and Ranges

RIGHT PRICES
QUICK SHIPMENTS
QUALITY GUARANTEED
FIRST-CLASS NICKLE PLATE
CORRESPONDENCE SOLICITED

Made by

D. J. BARKER & CO.
PICTON, ONT.
—Toronto Agents—
THE BATTY HARDWARE & STOVE CO.

It Is Hardware and We Have It

IDEAL QUICK ADJUSTING BOOT & SHOE HOLDER

PAT JULY 1ST, 1902.

CHEAP ENOUGH FOR ANYBODY

ALL METAL NO WOOD PARTS

NICKLE-PLATED
HIGHLY FINISHED
SIMPLE, NEAT
DURABLE

For Sale by

THE CANADA HARDWARE CO., Limited
MONTREAL.

SALE OF MONTEAGLE'S CARGO.

MUCH interest was shown in the sale of the damaged metals on board the steamer Monteagle, which took place at the Montreal docks on Monday afternoon, August 4. A great deal of the cargo, including galvanized iron, Canada plates, black sheets, etc., was disposed of by auctioneer Kearns, but there is still a quantity left which will be sold at the end of the week.

The attendance was large, and all seemed willing to bid. The buyers included both Montreal dealers and a number from Ontario. Among the latter were Mr. A. E. Kemp, M.P., and Mr. Skerrow, manager of The Kemp Manufacturing Co., Toronto; Mr. Pope, of The McClary Manufacturing Co., London ; Mr. Thorn, of The Metallic Roofing Co., Toronto, and Mr. Pedler, of The Pedler Roofing Co. Oshawa. Others were, Mr. Henderson, of Henderson & Potts, paint manufacturers, Halifax; Mr. Thos. Davidson, of The Thos. Davidson Manufacturing Co., and several hardware retailers, plumbers and tinsmiths of Montreal. St. Hyacinthe and other towns in the vicinity of Montreal were also represented.

Fair prices were obtained, as a rule, for the damaged metals. Of course, the prices ranged, in many cases, from very low to comparatively high figures, according to the amount sold, the smaller lots bringing fairly good prices. Canada plates sold from about 85c. to $1.50 per box. Galvanized Canada plates brought on an average of $1.70 per box, and from about 16 to 29c. per case was paid for galvanized iron.

A CHANCE FOR SOMEONE.

A good live man will find an opportunity seldom thrown in his way advertised in another column in this issue of HARDWARE AND METAL. A shovel factory is advertised to lease, and those who know that the output of shovels is restricted in Canada, and that there are only three factories in the country, will see at once the advantage to be derived from this investment. Private reasons are given for the former manager's retirement.

ALL CANADA AT TORONTO.

There will not be a Province or a piece of territory in the Dominion that will not be represented at the exhibition to be held in Toronto this year from Monday, September 1, to Saturday, September 13, and is to be opened by the Earl of Dundonald. To mark their appreciation of this evidence of the country's confidence, the executive have increased the prize list until now it is proudly boasted that, with specials, upwards of $37,000 will be distributed in prizes among the exhibitors, sixth-sevenths of which will find its way to the agricultural community. Besides this $35,000 is to be spent in special attractions and music. The new dairy building and the new art gallery, which will greatly increase the value of the exhibition as a factor in the education and elevation of the people, will be completed. In the dairy building not only will there be exhibits of dairy products, utensils, and so on, but lectures and demonstrations will be given twice daily in a hall provided with seating accommodation for 600 people. Reduced rates will, of course, be available on all lines of travel.

WILL ATTEND THE CONVENTION.

Mr. E. H. Cooper, Montreal secretary of the Canadian Manufacturers' Association, is daily receiving new names of those who will attend the Association's convention at Halifax next week.

Among those who have already arranged with him for railway and hotel accommodation are : Messrs. Robert Munro, Canada Paint Co.; Geo. E. Drummond and T. J. Drummond, of Drummond, McCall & Co.; Edward Macdougall, Caledonian Iron Works ; E. Goodwill, of The Thos. Davidson Manufacturing Co.; Wm. MacMaster, of the Montreal Rolling Mills ; Wm. Smaill, of The Canada Horse Nail Co.; D. W. McLaren and J. C. McLaren, of J. C. McLaren Belting Co.; J. J. McGill and Ald. G. W. Sadler, of Sadler & Haworth ; James Fyfe, G. R. Prowse, Jos. Fortier, J. M. Fortier, W. W. Watson, Joseph Allan, R. W. Douglas, George Esplin and W. A Desbarats.

Others from Montreal are going, and altogether there are expected to be between 35 and 40 from that city.

SECURES VALUABLE ORE BEDS.

Three years ago August 5 the first sod was turned in the construction of the plant of the Dominion Iron and Steel Co., and now the plant, as originally proposed, is completed and enjoying a substantial revenue. An official of the Steel Company stated that the ore deposits on the Orinoco River, in Venezuela, for which a company has been formed by F. S. Pearson, a director of the Steel Company, would prove of inestimable value to this company, as the ore referred to was said to be the finest in the world, and this company would receive it at a cost substantially $1 per ton less than it would be sold to other companies. Nearly 300,000 tons will be shipped from Venezuela to Sydney yearly, and a regular fleet of steamers will be employed in carrying it.

VERB. SAP.

THIS SPACE IS RESERVED FOR **THE CANADA PAINT COMPANY,** WHO, AS PRESSURE OF BUSINESS MILITATES AGAINST LONG-WINDED ADVERTISEMENTS, DESIRE BRIEFLY TO EMPHASIZE THE FACT THAT THEIR **VARNISH** DEPARTMENT GROWS MOST RAPIDLY.

THEIR TEST SYSTEM GIVES ABSOLUTE SECURITY, AND THEY GUARANTEE EVERY PACKAGE BEARING THE NAME OF

THE CANADA PAINT COMPANY, LIMITED,

MONTREAL OR TORONTO.

THAT OLD RUSTED STOCK

Why don't you get it together and have it made like new?

WE REPLATE, REPOLISH

all kinds of Metal Goods in Gold, Silver, Copper, Brass and Nickel.

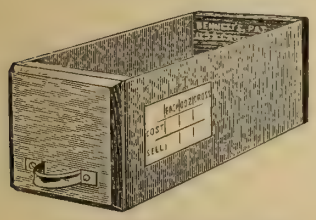
Don't put it off any longer. Get the old stock fixed up for your trade.

WRITE US FOR PRICES.

MOORE & ORR, Electro Platers

81 Adelaide St. W., - - TORONTO.

More Bennett's Patent Shelf Boxes.



The best testimonals are second orders.

"Chicoutimi, P.Q., May 24th, 1902—Please send us 212 more shelf boxes like the last.—Cote, Boivin & Co."

Write for prices to **J. S. BENNETT, TORONTO**

FRANK MILLER'S

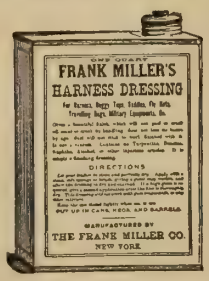
HARNESS PREPARATIONS.

FRANK MILLER'S

HARNESS DRESSING

Recognized as **"THE STANDARD."**

Produces a brilliant jet-black gloss which will not peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness.

Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, thus adding life.

The highest quality of oil on the market.

WRAPPING PAPERS.

It will not be long before the rush of the new season's trade shows itself. You will need lots of wrapping papers. Get the kind that is good in quality—guaranteed full weight—480 sheets to the ream always. These are the papers of our mills.

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

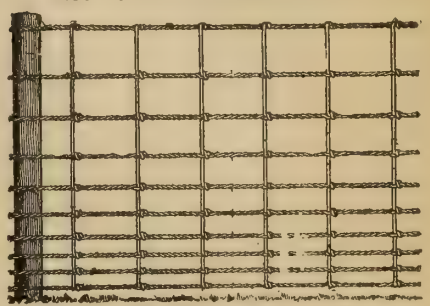
The Oshawa Wire Fence Co.

OSHAWA, ONT. Limited

Manufacturers of...

Woven Wire Fencing, Gates, Etc.

Also Dealers in Galvanized Fence Wire



Agents wanted Send for catalogue and prices.

The P. R. Cumming Manufacturing Co., Limited, TORONTO

We beg to advise the trade that we have purchased a large factory in Clarksburg, where we are installing a complete outfit of new automatic machinery for the manufacture of all kinds of **Enamelled Wood Turnings;** and that we have also acquired the business of **The Dominion Skewer Co.,** so that we now possess facilities unequalled in Canada for the production of curtain poles, rings, broom handles, enamelled knobs and handles, skewers, flagstaffs, etc., in addition to our present lines of kitchen specialties, such as can openers, mincing knives, mouse traps, etc.

Yours truly,

The P. R. Cumming Manufacturing Co.,

LIMITED,

90 Richmond Street East, TORONTO.

FEATURES OF TRADE UNIONS IN GERMANY.

IN GERMANY not only the independent workers have banded themselves together for the promotion of general as well as special industrial interests, but the movement has spread and now includes unions of officials, commercial unions and associations of workmen of every description. The cartel, or union of masters has been formed chiefly for the promotion of industrial objects; we have, as well, associated enterprises of unions, groups, and classes, and, finally, the co-operative societies of the working classes.

Up to the present time Germany has 145 chambers of commerce and trade and 10 of agriculture. Around these are grouped the people's industrial council, the German agricultural council, and the land-economy colleges. The home railways' council represent the interests of traffic. Councils of doctors and lawyers regulate the learned professions. There are, besides, various independent associations to protect the interests of manufactures, trade and traffic, and other unions to represent special classes and callings, namely, the union of German smelters, the great associations of architects and engineers, the German fishery union, the inland shipping union, the householders' and tenants' unions—all of which have been established throughout the land for all the more important occupations and branches of industry.

Co-operative societies—German co-operative societies and associations can look back upon half a century of successful activity. At present the self-aided trades and industrial co-operative societies number altogether upward of 17,000 local societies, af which 9,000 are agricultural, and include more than1,000,000 peasants. Fourteen thousand co-operative societies are comprised in 29 unions. In 1898, the 1,371 associations connected with the Charlottenburg union had 941,000 members. Their share capital amounted to $31,713,500, while the reserve fund was equal to one-third of the capital. The associations lent their members $481,236 worth of raw materials, necessaries of life, dwellings, etc., during 1898.

SPHERE OF ACTIVITY.

A general view of the activity of the entire number of 17,000 German associations will show that on March 31, 1899, they were classified in the following manner: 10,800 credit co-operative societies, people's and industrial banks, societies for advancing loans, savings and credit bank associations were carrying on business with the aid of 40 central banks. Most of the others were employed chiefly in buying and selling; some, also, in producing goods. They were divided into 376 industrial associations (half of these being producers) and 3,900 agricultural associations, the majority of which were occupied in production on their own account, such as dairy work, vine and fruit culture, etc. In round numbers, 1,200 were for the purchase of raw materials, about 100 were occupied in the sale of goods, and nearly 500 were work associations. Of other associations, the most important are the 1,375 co-operative supply associations and the importance of the steadily increasing building and dwelling societies (about 250) must not be underrated.

INDUSTRIAL UNIONS.

In 1898 there were 59 industrial unions in Germany with 500,000 members. Each organization was in turn connected with 16,000 other local organizations. The budget of this immense union amounted to $2,500,000, and $1,000,000 fell to the expenditures. This latter sum was paid out for relief of the needy, funds for strikers, and for the press. The largest list of members belonging to industrial unions is among the metal workers (75,000), the wood workers (60,000), the textile workers (27,000), and the miners (28,000). The most perfect of these work unions, is that of the book printers, consisting of 24,000 members.

TRADE UNIONS.

The second group, the so-called Hirch-Duncker trade unions, includes at the present day 86,500 members in 1,700 local unions. Of these, 34,000 belong to unions of engineers and metal workers, and 16,500 to those of handicraftmen and workers in manufactories. The entire property of the trades' unions amounted, at the end of 1898 to $700,000. Since their foundation and up to 1895, they had distributed nearly $5,000,000 for sickness and burial money, in relief for the disabled and needy, for legal protection, and for educational purposes.

JOURNEYMEN'S SALARIES.

Toward the end of the nineties there were 140 journeymen's societies with half a million members. Their funds amounted to nearly $20,000,000, and they had given away $8,000,000 for charitable purposes.

SHOPKEEPERS.

Social and educational interests play an important part in the associations of officials and mercantile people. The largest of the latter is the German mercantile association, with 127,000 members, of whom 25,000 are employes. The chief object of this, together with three other large associations with a total membership of 67,000 is, besides the social side, to procure information as to situations, to distribute relief, and to provide funds for technical and other instruction. In addition, there are four large associations of shopkeepers' assistants.

UNION OF THE EMPLOYERS OF LABOR.

For the protection of special interests as opposed to the workmen, there are unions for the employers of labor. In the foremost rank is the Hamburg league with 17 large associations, which comprises the most varied industries and extends to a number of places. Three are for mining and smelting concerns, 11 for metal manufacturers, 4 for brewers, 4 for the textile trades, 9 local and 1 central league for the building trade, 2 for the hat trade, and 1 for the manufacture of tapestry, besides 3 leagues of masters in the manufacture of wood.

OTHER LEAGUES.

Kindred leagues, representing especially the industrial side of professional interests also exist in the liberal and learned professions, as, for example, the various German authors' societies, associations of journalists, musical societies, the German stage union, the artists' society, banks for the relief of teachers, and societies for female teachers. These not only watch over the interests of the different classes, but also promote charitable objects and offer their collective services for the organization of exhibitions and performances.

APOLLO BEST BLOOM
GALVANIZED IRON

Galvanized iron ought to be soft flat uniform true to gauge.

Apollo is guaranteed to be so.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 Sulpice Street
Montreal

YOU NATURALLY EXPECT THAT THE GOODS **YOU** BUY WILL GIVE ENTIRE SATISFACTION TO **THOSE** WHO BUY FROM YOU. WHEN YOU PURCHASE

2 AND 3 PLY READY ROOFING,
BUILDING PAPERS,
SHEATHING AND CARPET FELT,
COAL TAR PRODUCTS,
HANGING AND PRINT PAPER,
BROWN AND MANILLA WRAPPING

from us your expectations will be realized. Our lines are all guaranteed to give entire satisfaction. Quality, the best.

ALEX. McARTHUR & CO., 82 McGill Street, MONTREAL.

PAPER MILLS: JOLIETTE, QUE. FELT FACTORY: HARBOR AND LOGAN STREETS, MONTREAL.

CURRENT MARKET QUOTATIONS.

Aug. 8, 1902.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits— 56 and 28 lb. ingots, 100 lb.	$32 00	$33 00

TINPLATES.

Charcoal Plates - Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$6 75
I.X. "	....	8 25
I.X.X. "	....	9 75
Famous, equal to Bradley—		
I.C.	....	6 75
I.X.	....	8 25
I.X.X.	....	9 75
Raven and Vulture Grades—		
I.C., usual sizes	....	5 00
I.X. "	....	6 00
I.X.X. "	....	7 00
I.X.X.X. "	....	8 00
D.C., 12½x17	....	4 50
D.X	....	5 25
D.X.X.	....	6 00

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	4 25
I.C., special sizes, base	....	4 75
20 x 28	....	9 00

Charcoal Plates - Terne.

Dean or J.G. Grade -		
I.C., 20x28, 112 sheets	....	8 50
I.X., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X.X., 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	....	0 06½

Tinned Sheets.

72x30 up to 24 gauge	....	8 00
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	1 95	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3 in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth & Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "silver" tool steel	0 12	0 14
" "special"	0 15	0 20
Jonas & Colver's tool steel.	0 08	0 15
" "air hardening"	0 [illegible]0	0 50
Drill steel, per lb.	0 08	0 10

BOILER TUBES.

	Per foot.
[illegible], 1¾ and 4 inch	0 09
2½ in	0 16
3 in	0 13
3½ in	0 16
4 in	0 31

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅝ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	....

COPPER WARE,

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	....	3 75

IRON PIPE.

Black pipe—		Per 100 feet.
⅛ inch	....	2 90
¼ "	....	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	20 00
3 "	....	24 00
3½ "	....	30 00
4 "	....	37 50
4½ "	....	42 00
[illegible] "	....	47 00
[illegible] "	....	60 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Discount on pipe up to 2 in. 4 p.c. Larger sizes nett.

Malleable Fittings—Discount 30 p.c.

Cast Iron Fittings—

On all cast iron fitting, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis.

All others—discount 60 p.c.

GALVANIZED SHEETS.

	G.C. Comet.	Bell.	Queen's Head.	
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	4 00	4 05
26 "	4 25	4 00	4 15	4 25
28 "	4 50	4 25	4 30	4 50

American brands, $4.40 for 28 gauge.

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....	....
" ¼ "	7 85	8 10
" 5-16 "	5 25	5 50
" ⅜ "	4 50	4 75
" 7-16 "	4 25	4 50
" ½ "	4 20	4 50
" 9-16 "	4 05	4 50
" ⅝ "	4 00	4 50
" ¾ "	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 p.c.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.		Per 100 lb.
English B.S., ton lots	....	14 00
Lake Superior	....	....

Bars.

Cut lengths, round, ½ to ⅞ in	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00

Sheet.

Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

Boiler and T.K. Pitts.

Plain tinned, per lb	....	0 28
Spun per lb	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per lb	5 50	6 00
Domestic "	....	....

ZINC SHEET.

5-cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD.

Imported Pig, per 100 lb.	3 50	3 75
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.: chilled, $7.00 per 100 lb.; buck, seal and ball, $7 50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Discount, 60 p.c. on medium and extra heavy, and 55 p.c. on light soil pipe and fittings.

SOLDER.

	Per lb.	Per lb.
Bar half-and-half, guarant'd	....	0 20
Bar, half and-half, commer'l	....	0 19½
Refined	....	0 19
Wiping	....	0 18½

ANTIMONY.

Cookson's, per lb	....	9 50

WHITE LEAD.

	Per 100 lb.
Pure	5 87½
No. 1	5 50
No. 2	5 12½
No. 3	4 75
No. 4	4 37½
Munro's Select Flake White	6 37½
Elephant and Decorators' Pure	6 12½
Brandram's B.B. Genuine	7 00
" " No. 1	6 00

RED LEAD.

Genuine, 560 lb. casks, per cwt.	$4 75
Genuine, 100 lb. kegs, per cwt	5 00
No. 1, 560 lb. casks, per cwt	4 25
No. 1, 100 lb. kegs, per cwt	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 50
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 25
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co's pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Stewart & Wood's Champion pure		1 10

COLORS IN OIL.

25 lb. tins, standard Quality.

Venetian red, per lb	0 04½	0 06
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "	....	0 06
Marine black	....	0 09
Chrome green	....	0 10
French imperial green	....	0 12
Signwriters' black	....	0 16
Burnt umber	....	0 11
" sienna	....	0 11
Raw umber	....	0 11
" sienna	....	0 11

COLORS, DRY.

Common ochre, bbls	1 20	1 30
Yellow ochre (J.F.L.S.), bbls.	....	2 00
Yellow ochre (La Belle)	1 15	1 25
Brussels ochre	....	2 00
Venetian red (best), bbl	1 75	2 00
English oxides, per cwt	3 00	3 25
American oxides, bbls	1 25	2 00
Canadian oxides, bbls	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb	....	0 10
" umber, " "	....	1 10
Raw do	....	0 09
Drop black, pure	....	0 09
Chrome yellows, pure	....	0 18
Chrome greens, pure per lb	0 09	0 10
Golden ochre	0 04	0 05
Ultramarine blue, in 28-lb. boxes, per lb	0 06	0 18
Fire proof mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb.	....	0 07
Mortar color, per 100 lb	1 25	1 50
Pure Indian red, No. 45, lb	0 08	0 10
Whiting, bbl	0 55	0 60
English vermilion in 30-lb. bags.		0 95

PARIS GREEN.

		Per lb
Petroleum, casks	0 16½	0 18
Arsenic kegs	0 17	0 19
50 lb. and 100-lb. drums	0 18½	0 19½
25-lb. drums	0 19	0 20
1-lb. packages	0 20	0 20½
½-lb. do	0 22	0 22½
1-lb. tins	....	....
½ lb. do.	....	....

F.O.B. Toronto. Terms—3 p.c. off 30 days, or 4 mos. from date of delivery.

BLUESTONE.

Casks, for spraying, per lb.	0 07
100-lb. lots, do per lb	0 08

PUTTY.

Bulk in bbls	1 90
Bulk in less quantity	2 05
Bladders in bbls.	2 25
Bladders in kegs, boxes or loose	2 40
Bladders in 25-lb. tins	2 35
Bladders in 12½ lb. tins	2 65
Bladders in bulk or tins less than 100 lb	2 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak	...	1 50
Furniture, extra	....	1 25
" No. 1	....	1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine, brown japan	1 25	1 [illegible]0
" black japan	0 85	1 [illegible]0
" " No. 1	0 50	0 75
Elastilite varnish, 1 gal. can, each,		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels: Size 1, $1.20; size 2, 70c.: size 3, 40c. each.

Sherwin-Williams' copal varnish, assorted case, from ½-pts. to 1 gal. $1.50.

CASTOR OIL.

East India, in cases, per lb.	0 00½	0 10
" small lots	0 10	0 10

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 20
" neatsfoot	....	0 90

GLUE

Common	0 08	0 09
French medal	0 1[illegible]	0 1[illegible]
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16

JOSEPH RODGERS & SONS
Limited
SHEFFIELD, ENGLAND.

Each blade of our Goods bears the exact mark here represented.

REGISTERED TRADE MARK. GRANTED 1682

JAMES HUTTON & CO., MONTREAL SOLE AGENTS IN CANADA.

HARDWARE.

Ammunition.

Cartridges.

B. B Caps Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 40 p. c., Amer
Rim Fire Cartridges, Dom., 5 (and 5 p. c
Central Fire Pistol and Rifle 10 p.c. Amer.
Central Fire Cartridges, pistol sizes Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.
Central Fire, Military and Sporting, Amer. add 5 p.c. to list. B.B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p.c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads	per lb
Best thick white felt wadding, in ¾-lb bags	1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads in boxes of 1,000 each, 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Adzes.

Discount, 20 per cent.

Anvils.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, " " "	0 11¼

Augers.

Gilmour's discount 65 and 5 p.c. off list.

Axes.

Chopping Axes		
Single bit, per doz	5 50	10 00
Double bit, "	11 00	18 00
Bench Axes, 40 p.c.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 00	10 00

Axle Grease.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

Bath Tubs.

Zinc	6 00

Copper, discount 15 p.c. off revised list

Baths.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
" " " 2nd "	20 00

Anti-Friction Metal.

"Tandem" A per lb.	0 27
" B "	0 21
" C "	0 11½
Magnolia Anti-Friction Metal, per lb	0 25
Frictionless metal, per lb	0 23

SYRACUSE SMELTING WORKS.

Aluminum, genuine	0 41
Dynamo	0 27
Special	0 22
Aluminum, 99 p.c. pure "Syracuse"	0 45

Bells.

Hand

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 45 per cent		

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 40 per cent.

Belting.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No 1, not wider than 6 in., 60 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 p.c.

Bits.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen. net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind and Bed Staples.

All sizes, per lb	0 07¾	0 12

Bolts and Nuts.

	Per cent.
Carriage Bolts, common ($1 list)	55
" " full square ($2.40 list)	55
" " Norway iron ($3 list)	50
Machine Bolts, all sizes	50 and 5
Plough Bolts	50 and 5
Blank Bolts	50 and 5
Bolt Ends	50 and 5
Sleigh Shoe Bolts	65 and 5
Coach Screws, cone point	66⅔

Nuts, square, all sizes, 3½c per lb off.
Nuts, hexagon, all sizes 3¾c. per lb. off.
Stove rods, per lb. 5½ to 6c.
Nuts, in 50 lb. lots ¼c. per lb extra, in less than 50 lb lots, ½c extra.

Boot Calks.

Small and medium, ball, per M.	4 25
Small heel, per M.	4 50

Bright Wire Goods.

Discount 62½ per cent

Broilers.

Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

German, per doz	6 00	11 00
American, per doz	12 00	20 00

Butcher Knives.

Bailey's, per doz.	0 60	6 30

Building Paper, Etc.

Tarred felt, per 100 lb	1 70
Ready roofing, 2-ply, not under 45 lb. per roll	85
Ready roofing, 3-ply, not under 65 lb. per roll	1 10
Carpet felt, per ton	45 00
Dry sheathing, per roll, 400 sq. ft.	35
Tar sheathing, " " "	45
Dry fibre " " "	50
Tarred fibre, " " "	60
O.K. & I X L., " " "	65
Resin-sized, " " "	40
Oiled sheathing, " 600 "	1 10
" " " 400 "	70
Roof coating in barrels, per gal.	17
" " small packages	25
Refined tar, per barrel	4 50
Coal tar, "	4 00
Coal tar, less than barrels, per gal.	15
Roofing pitch, per 100 lb	85

Bull Rings.

Copper, $2.00 for 2½ in. and $1.90 for 2 in.

Butts.

Wrought Brass net revised list.

Cast Iron.

Loose Pin, dis., 60 per cent.

Wrought Steel

Fast Joint, dis. 65, 10 and 2½ per cent.
Loose Pin, dis. 65, 10 and 2½ per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Carpet Stretchers

American, per doz	1 00	1 50
Bullard's, per doz	....	6 50

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian Portland	2 25	3 00
English "	3 00	3 15
Belgian "	2 50	2 75
Canadian hydraulic	1 25	1 50
Arrow	....	2 25
Buffalo	....	2 00

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. S. & W. Extra 60, 10 and 5 p.c.

Churns.

Revolving Churns, metal frames—No. 0, $8—No. 1, $8.50—No. 2, $9.00—No. 3, $10.00—No. 4, $12.00—No. 5, $16.00 each. Ditto, wood frames—20c. each less than above. Discounts: Delivered from factories, 56 p.c.; from stock in Montreal, 54 p.c. Terms, 4 months or 3 p.c. cash in 30 days

Clips.

Axle dis. 65 per cent.

Closets.

	Net.
Plain York or Ontario Syphon Jet.	$9 60
Emb. York or Ontario Syphon Jet.	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. Elgin or Teu. Syphon Washout	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
" " " " emb.	10 20
Plain Richelieu	3 75
Emb. Richelieu	4 00
Connections	1 25
Low Down Ont. Sy. Jet, plain	11 70
" " " " " emb'd.	12 30
Closet connection	1 25
Basins P.O., 14 in.	0 70
" oval 17 x 14 in.	1 50
" " 19 x 15 in.	2 25

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Conductor Pipe.

Plain or Corrugated.

2-inch, per 100 feet	3 00
3 " " "	4 00
4 " " "	5 25
5 " " "	6 75
6 " " "	9 00

Cradles, Grain.

Canadian, dis. 25 to 33⅓ per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair	17½
" " 5, "	22½
" 6, "	15
Boynton pattern "	20

Door Springs.

Torrey's Rod, per doz. (15 p.c.		2 00
Coil, per doz.	0 88	1 60
English, per doz.	2 00	4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.

Hand and Breast

Millar's Falls, per doz. net list.

DRILL BITS.

Morse, dis., 37½ to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.

EAVE TROUGH.

10-inch, per 100 ft.	$3 10

ELBOWS. (Stovepipe.)

	per doz.
5 and 6-inch, common	1 20
7-inch	1 35

Polished, 15c. per doz. extra.

ESCUTCHEONS.

Discount, 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 p.c.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS—Window—Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 20	4 25	....	6 25
26 to 40	2 40	4 65	....	6 75
41 to 50	....	5 10	....	7 50
51 to 60	....	5 35	....	8 50
61 to 70	....	5 75	....	9 75
71 to 80	....	6 25	....	11 00
81 to 85	....	7 00	....	12 55
86 to 90	....	7 75	..	15 00
91 to 95	..	....	...	17 50
96 to 100	...	....	...	20 50

GAUGES

Marking, Mortise, Etc.

Stanley's dis. 50 to 55 per cent.

Wire Gauges.

Winn's Nos. 26 to 33, each	1 65	2 40

HALTERS.

Rope, ⅜ per gross	....	....
" ½ "	....	9 00
" ⅝ to ¾	....	14 00
Leather, 1 in., per doz.	3 87½	4 00
" 1¼ in., "	5 15	5 20
Web, — per doz.	1 87	2 45

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent Can. dis. 25 to 27½ per cent.

Tack.

Magnetic per doz.	1 10	1 20

Sledge.

Canadian per lb.	0 07½	0 08½

Ball Pean.

English and Can., per lb.	0 22	0 25

HANDLES.

Axe, per doz. net	1 50	3 00
Store door, per doz.	1 00	1 50

Fork.

C. & B., dis. 40 per cent. rev. list.

Hoe.

C. & B., dis. 40 per cent. rev. list.

Saw.

American, per doz.	1 00	1 25

Plane.

American per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair	13¾

HANGERS.

	doz. pairs.	
Steel barn door	5 85	6 00
Stearns, 4 inch	....	5 00
" 5 inch	....	6 50
Lane's covered—		
No. 11, 5-ft. run	....	8 40
No. 11½, 10-ft. run	....	10 80
No. 12, 10-ft. run	....	12 60
No. 14, 15-ft. run	....	21 00
Lane's O.N.T. track, per foot.	....	4½

HARVEST TOOLS

Discount, 60 per cent.

HATCHETS

Canadian, dis 40 to 42½ per cent.

Building Papers, Roofing Material, Wire Edged Ready Roofing.

We don't offer you Gold Dollars for Fifty Cents, but we guarantee our customers

First-Class Material, Reasonable Prices, Prompt Shipment, and Courteous and Liberal Treatment.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

HINGES.

Blind, Parker's, dis. 16⅔ per cent.
Heavy T and strap, 4-in., per lb.... 0 06½
" " 5-in., " 0 06¼
" 6-in., " 0 06
" 8-in., " 0 05¾
" 10-in., " 0 05½
Light T and strap, dis. 65 and 5 per cent.
Screw hook and hinge—
6 to 10 in., per 100 lbs.... .... 4 50
12 in. up, per 100 lbs..... .... 3 25
Per gro. pairs
Spring.......................... .... 9 00

HOES.

Garden, Mortar, etc., dis. 60 p.c.
Planter, per doz.............. 4 00 4 50

HOLLOW WARE

Discount,................ 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird Cage, per doz........... 0 50 1 10
Clothes Line, per doz........ 0 27 0 63
Harness, per doz............. 0 72 0 88
Hat and Coat, per gross...... 1 00 3 00
Chandelier, per doz.......... 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 47½ per cent.

Wire.

Hat and Coat, discount 45 per cent.
Belt, per 1,000 60
Screw, bright, dis. 55 per cent.

HORSE NAILS

"C" brand 40, 10 and 7½ p.c. off list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk, 66⅔ and 5 per cent.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1. and smaller.
Light, medium and heavy...	3 50	3 75
Snow shoes..................	3 75	4 00
Steel Shoes.		
Light........................	3 60	3 85
Featherweight (all sizes).....	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.
Toe weight steel shoes...... 6 70

JAPANNED WARE.

Discount, 45 and 5 p.c. off list, June 1899.

ICE PICKS.

Star per doz................. 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb................ 0 30 0 50
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis., 45 p.c.
Cabinet, trunk, and padlock, Am. per gross 60

KNOBS.

Door, japanned and N.P., per doz.......... 1 50 2 50
Bronze, Berlin, per doz...... 2 75 3 25
Bronze Genuine, per doz.... 6 00 9 00
Shutter, porcelain, F. & L screw, per gross 1 30 4 00
White door knobs—per doz. 95 1 00

HAY KNIVES.

Discount, 60 per cent.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz................ 7 00
No. 3 "Wright's"................... 8 50
Ordinary, with O burner........... 4 00
Dashboard, cold blast............. 9 00
No. 0............................. 5 75
Japanning, 50c. per doz. extra

LEMON SQUEEZERS.

Porcelain lined, ...per doz. 2 20 5 60
Galvanized.................. 1 87 3 85
King, wood.................. 2 75 2 90
King, glass................. 4 00 4 50
All glass................... 0 50 0 90

LINES.

Fish per gross.............. 1 05 2 50
Chalk " 1 90 7 40

LOCKS

Canadian, dis 40 p.c.
Russel & Erwin per doz.... 3 00 3 25

Cabinet.

Eagle dis. 30 p.c.

Padlocks.

English and Am. per doz.... 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.

Flat head discount 25 p.c.
Round Head discount 20 p.c.

MALLETS.

Tinsmiths' per doz.......... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz.. .... 3 85 5 00
Caulking each............... 60 2 00

MATTOCKS.

Canadian, per doz.......... 5 50 6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.
German, 15 per cent.
Gem, each, $1.15.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Quotations are ;	Cut.	Wire.
2 d and 3d	$3 45	$3 55
3 d	3 10	3 22
4 and 5d.....................	2 85	3 05
6 and 7d.....................	2 75	2 90
8 and 9d.....................	2 60	2 70
10 and 12d...................	2 55	2 65
16 and 20d...................	2 50	2 60
30, 40, 50 and 60d. (base)......	2 45	2 55

Wire nails in carlots are $2.50
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 75 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.

NAIL PULLERS.

German and American....... 1 85 3 50

NAIL SETS.

Square, round, and octagon per gross................ 3 38 4 00
Diamond.................. 12 00 15 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 50 and 5 to 50 and 10 p.c.
2-in. Mesh, 18 w.g. and heavier, 50 p.c.

OAKUM. Per 100 lb

Navy 6 00
U.S. Navy.................... 7 25

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal. per doz.................. .... 10 00
Zinc and tin, dis. 50, 50 and 10
Copper, per doz............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAILS.

Dufferin pattern pails, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
6, 10 and 14-qt. flaring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.

Per doz...................... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross... 1 35 1 50
Brass head " 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 p c.

PINE TAR.

½ pint in tins, per gross. 7 80
1 " " " 9 60

PLANES.

Wood bench, Canadian dis. 40 per cent. American dis. 50.
Wood, fancy Canadian or American 7½ to 40 per cent.

PLANE IRONS.

English per doz............ 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz............ 0 60 2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 p.c.
"J.M.T." Cushion work. dis. 50 p.c.
Fuller work, dis. 65 p.c.
6 doz. lots and over of the above extra dis. 10 p c.

Lever Handle Stops and Waste, discount 60 p c. With, in lots of 2 doz. and over, an extra dis. of 10 p.c.
"J.M.T." Globe, Angle and Check Valves, dis 55 p.c.
Standard Globe, Angle and Check Valves, dis. 65 p.c.
"J.M.T." Radiator Valves, dis. 55 p c.
Standard " " dis., 65 p.c.
Patent Quick Opening Valves, dis. 70 p.c.
No. 1 compression bath cock, net .. 2 00
No. 4 " " " 2 00
No. 7, Fuller's 2 20
No. 4½, " 2 35
Patent Compression Cushion, basin cock, hot and cold, per doz 15 00
Patent Compression Cushion, bath cock No. 2208 .... 2 25
Square head brass cocks, 60 p.c.
" " iron " 60 p.c.
Competition Globe, Angle and Check Valves discount, 70 p. c.
Competition Quick Opening Radiator Valves, discount, 70 p.c.

PRESSED SPIKES.

Discount 2½ per cent.

PULLEYS.

Hothouse, per doz........... 0 55 00
Axle........................ 0 22 0 33
Screw....................... 0 27 1 00
Awning...................... 0 35 2 50

PUMPS.

Canadian cistern............ 1 80 3 60
Canadian pitcher spout..... 1 40 2 10

PUNCHES.

Saddlers', per doz.......... 1 00 1 85
Conductor's " 9 00 15 00
Tinners', solid per set....... 0 00 0 72
" hollow per inch..... 0 00 1 00

RANGE BOILERS. Net.

Dominion, 30 gal. 5 75
Dominion, 35 " 6 75
" 40 " 7 75
Ronald's Galvanized, 30 gallons 6 50
" " 35 " 7 50
" " 40 " 8 50
Copper, 30 gallons................ 20 00
" 35 " 23 20
" 40 " 26 40

RAKES.

Wood, per doz. net 110

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler & Co.'s..........	4 00	18 00
Boker's......................	7 50	11 00
" King Cutter........	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's............	7 00	12 00
Bailey's	6 00	12 00
Carbo Magnetic Razor	....	15 00
Griffon Barbers' Favorite	....	10 75
Griffon No. 65..............	....	13 0
Griffon Safety Razors........	....	13 50
" Stropping Machines.	....	13 50
Klean Kutter...............	......	10 00

All other razors 50 p.c. off catalogue price.

REGISTERS.

Discount .... 40 per cent

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c. per lb.
Copper Rivets with usual proportion burrs 45 p. c. dis. cartons, 1c. per lb. extra, net.
Copper Burrs only, 30 and 0 p.c.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE, ETC.

Sisal 12½
Pure Manilla..................... 15
"British" Manilla................ 13
Cotton, 3-16 inch and larger........ 16
" 5-32 inch.... 21
" ⅛ inch 22
Russia Deep Sea.................. 15
Jute 8
Lath Yarn 11

Sisal bed cord, 48 ft..... per doz. 65
" " 60 ft...... " 80
" " 72 ft...... " 95

RULES.

Boxwood, dis. 55 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS. per set.

Mrs. Potts, No. 55, polished. 70
" No. 50, nickle-plated. 75

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.
B & A. sand, 40 and 5 per cent.
Emery, 40 per cent.
Garnet (Rurton's), 5 to 10 p.c. advance on list

SAP SPOUTS.

Bronzed iron with hooks, per doz. 9 50

SAWS.

Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.
Crosscut, Disston's, per ft.. 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3
Hack, complete, each 0 75 2 75
" frame only 0 75

SASH WEIGHTS.

Sectional, per 100 lbs....... 2 25 2 50
Solid, " 1 75 2 00

SASH CORD.

Per lb...................... 0 23 0

SAW SETS.

Lincoln and Whiting, per doz. 4 75
Hand Sets, No. 1 Woodyatt (Morrill) 4 25
X-cut Sets, No. 3 Woodyatt (Morrill) 9 50

SCALES.

Burrow, Stewart & Milne—
Imperial Standard, 40 per cent.
Weigh Beams, 35 per cent.
Champion Scales, 55 per cen
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.
Warren's new Standard 40 p c.
" " Champion 55 p.c.
" Weighbeams, 35 per cent.

SCREW DRIVERS.

Sargent's per doz........... 0 65 1 00

SCREWS.

Wood, F.H., bright and steel, 87½ and 10 p.c
Wood R. H., " dis. 82½ and 10 p.c.
" F. H., brass dis. 80 and 10 p.c.
Wood, R. H., " dis. 75 and 10 p.c.
" F.H., bronze, dis. 75 p.c.
" R.H. " 70 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz. 3 25 4 00
" iron. " 4 25 5 00
Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.

Per doz., net...... .... 5 00 8 00

SCYTHE SNATHS.

Canadian, dis. 45 p.c.

SHEARS.

Bailey Cutlery Co., full nickeled, dis. 60 and 2½ p.c.
Bailey Cutlery Japan handles, 67½ p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.

SINKS.

Steel and galvanized, discount 45 per cent

SNAPS.

Harness, German, dis. 25 p.c.
Lock, Andrews'............. 4 50 11 50

SOLDERING IRONS.

1, 1½ lb., per lb.................. 0 37
2 lb. or over, per lb............... 0 34

SQUARES.

Iron, No. 493, per doz...... 2 40 2 55
" No. 494, " 3 25 3 40
Steel, dis. 60, 10 and 5 p.c.
Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.

Plain, dis., 75 and 12½ p.c. off revised list.
Retinned, dis., 75 p.c. off revised list.

STAPLES.

Galvanized.................. 3 25 3 50
Plain....................... 2 90 3 15
Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

WINDOW GLASS —TO IMPORT.

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EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BEST GLASS of all kinds, our own manufacture. **Closest Prices.**

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Bending Works—209 to 213 Victoria St.

TORONTO

STOCKS AND DIES.

American dis. 25 p.c.

STONE.	Per lb.	
Washita	0 28	0 60
Hindostan	0 06	0 07
" slip,	0 09	0 09
Labrador	....	0 13
" Axe	....	0 15
Turkey	....	0 50
Arkansas	0 00	1 50
Water-of-Ayr	0 00	0 10
Scythe, per gross	3 50	5 00
Grind, 2 in, 40 to 200 lb, per ton	....	25 00
" under 40 lb. "	....	28 00
Grind. under 2 in. thick "	....	29 00

STOVE PIPES.

5 and 6 inch Per 100 lengths	....	7 00
7 inch " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4—3 dozen in case, net cash	$4 80
No. 6—3 dozen in case, "	8 40

TACKS, BRADS, ETC.

Cheese-box tacks, blued	80 & 12½
Trunk tacks, black and tinned	85
Carpet tacks, blued	80 & 15
" " tinned	80 & 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 & 10
In dozens	75
Swedes, upholsterers', bulk	85, 12½ & 12½
" brush, blued & tinned, bulk	70
" gimp, blued, tinned and japanned	75 & 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	5 12½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
Lining tacks, in bulk	15
" " solid heads, in bulk	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	25
Zinc glazier's points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Shoe nails	60
Clinch and duck rivets	45

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel, each	0 80	8 00

TINNERS' SNIPS.

Bailey's, dis. 25 p.c.

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.

Disston's discount 10 per cent.

German, per doz	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian, per lb	....	0 27
Wrapping, cotton, 3-ply		0 19
" " 4-ply	....	0 23
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12¾
Pipe Vise, Hinge, No. 1	....	3 50
" " No 2	....	5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

WIRE.

SMOOTH STEEL WIRE.

No. 0-9 gauge		$2 60
10 "		6c. extra.
11 "		12c. "
12 "		20c. "
13 "		30c. "
14 "		40c. "
15 "		55c. "
16 "		70c. "

Add 60c. for coppering and $2 for tinning

Extras net per 100 lb. —Oiled wire 10c. spring wire $1.25, special hay baling wire 30c. best steel wire 75c., bright soft drawn 15c. charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, dis. 22½ per cent List of extras : In 100-lb. lots : No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, 7.65—No. 24, $8—No. 25, $9—No. 26 $9.50—No. 27, $10—No. 28, $11 No. 29. $12—No. 30, $13—No. 31, $14—No. 32 $15, No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31 $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles. 25c.—in 1-lb. hanks, 50c.—in ½-lb. hanks, 75c.—in ¼-lb. hanks, $1—packed in casks or cases, 15c.—bagging or papering, 10c

Brass wire, 50 to 50 and 2½ per cent. off the list.
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.
Galvanized Wire, per 100 lb.—Nos. 6,7,8, $3.50 to $3 85—No. 9, $2.85 to $3.15—No. 10, $3.60 to $3.95—No. 11, $3.70 to $4.10—No. 12, $3 to $3.30—No. 13, $3.10 to $3.40—No. 14, $4.10 to $4.50—No. 15, $4.60 to $5.05—No. 16. $4.85 to $5.35. Base sizes, Nos. 6 to 9 $2.52½ f.o.b. Cleveland.
Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70, No. 19, $2.35; No 20, $2.30, f.o.b. Hamilton, Toronto Montreal

WIRE FENCING

Galvanized barb	....	3 00
Galvanized, plain twist	....	3 00

Galvanized barb, f.o.b. Cleveland, $2.77½ in less than carlots, and $2.65 in carlots

WIRE CLOTH

Painted Screen, per 100 sq. ft., net	1 37½

Terms, 3 per cent. off 30 days.

WASTE COTTON.	per lb.
Colored	6
White	8

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 60 p.c.
Coe's Genuine, dis. 20 to 25 p.c

Towers' Engineer, each	2 00	7 00
" S., per doz	5 80	6 00
G. & K.'s Pipe, per doz	....	3 40
Burrell's Pipe, each	....	3 00
Pocket, per doz	0 25	2 90

WRINGERS.

Leader per doz.	$30 00	33 00
Royal Canadian, "	....	24 00
Royal American, "	....	24 00
Sampson "	....	24 00

Terms 4 months, or 3 p.c. 30 days

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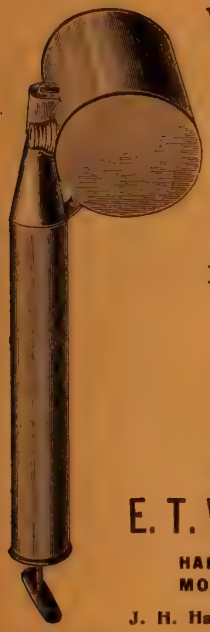

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"BEST ON EARTH."

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For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

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American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold Street, New York.

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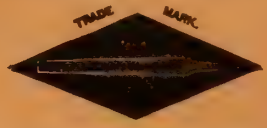

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NOISELESS NON-SLIPPERY
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First Pressure
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In Barrels and Cases.

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Manufacturers MONTREAL

Standard Railway and Carriage Varnishes
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—Wont turn white from the effects of water and sun.
Standard Piano, Furniture and Decorative Varnishes
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The Best Value for all Machinery Bearings,
LANGWELL'S BABBIT
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HARDWARE

AND METAL MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XIV. MONTREAL AND TORONTO, AUGUST 16, 1902 NO. 33.

POCKET KNIVES
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TREE BRAND
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FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES.

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More popular than ever—why?

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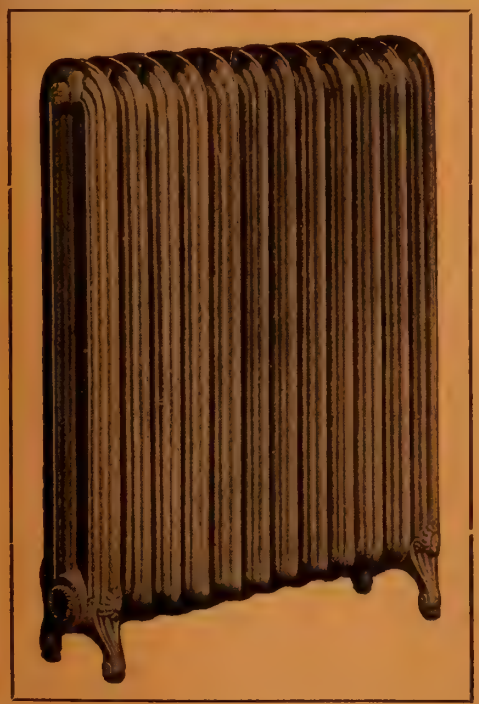

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Head Office and Works: DUFFERIN ST. TORONTO, CAN.

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Galvanized Sheets

Standard sizes in stock.

Special sizes for import.

Patent Flattened.

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Sold by all Leading Jobbers.

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Our Endless Thresher Belts are the Canadian Standard.

SUCTION HOSE
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STEAM HOSE
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ORDER NOW

The Canadian Rubber Co.
OF MONTREAL

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Other Tools are very good Tools, but

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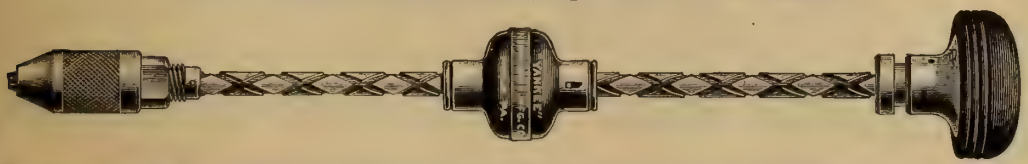

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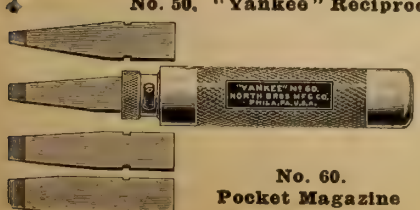

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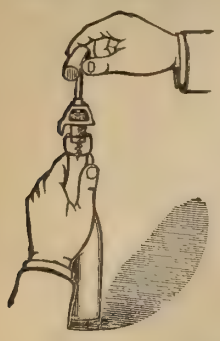

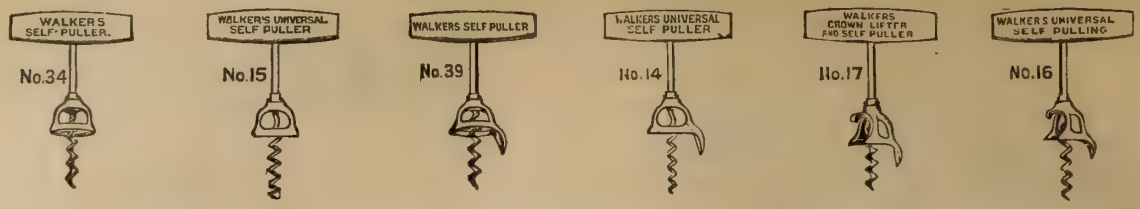

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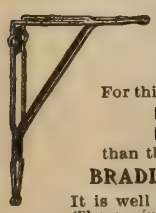

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WITH INTERLOCKING LAP.

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Shipped with cement and nails for laying.

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Celebrated "Novo" Tool Steel
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Cast Steel for all purposes.

Steel Wire Drill Rods.

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Wire Rope. OF

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All Purposes.

PRICES RIGHT. PROMPT SHIPMENTS.

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Nobles & Hoare.

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Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.

BLACK BEAUTY LEATHER DRESSING.

An **absolute black,** free from acid. Will not rot stitches, but preserves the leather. Renews color and life of a harness, no matter how old, red and stiff. **Weather** and **water proof.**

Ask your dealer for it. If he has none in stock ask us for sample and price.

We are sole agents for Canada.

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FORWARD

YOUR ORDER DIRECT TO US FOR YOUR SEASON'S SUPPLY, THE PRICE WE QUOTE WILL SECURE YOUR

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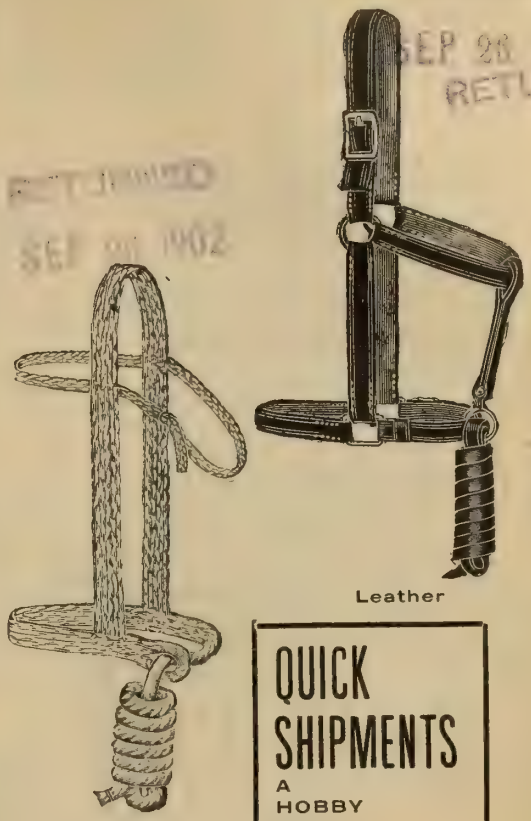
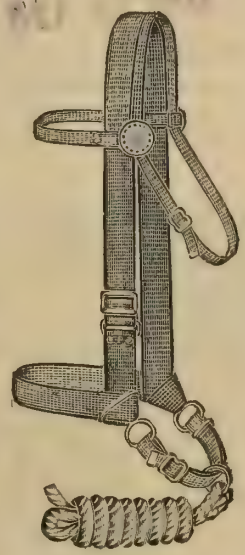


Leather

88

QUICK SHIPMENTS A HOBBY OF OURS



100

Web Halters.

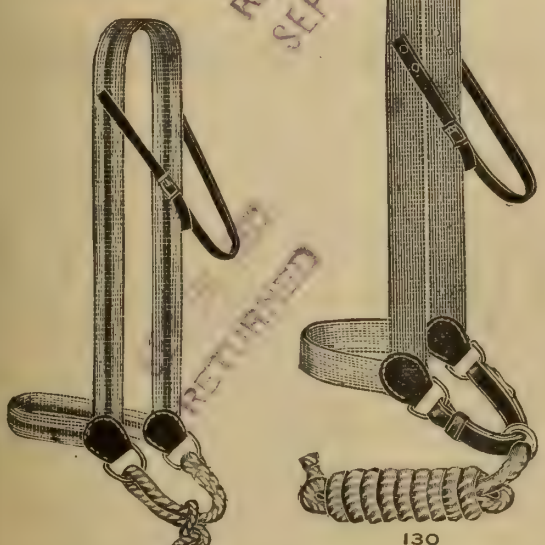
No. 121, rope chin, 12 cord, lock stitched, asstd., 36, 38 and 40 inches.

No. 130, leather chin, lock stitched, 13 cord asstd., 36, 38 and 40 inches.

No. 100, adjustable, web chin, 13 cord, jute tie, **XC** rosettes.

No. 88, platted sisal, excellent for shipping purposes, or for any purpose where a neat, serviceable halter is wanted at a low price.

No. 3, DANDY, leather chin, 12 cord with buckle, rope tie.



130

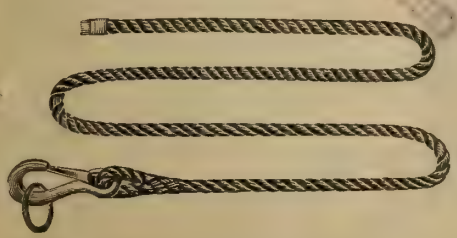
121

Leather Halters.

DEFIANCE, riveted, with rope tie, russet or black leather, 1 inch or 1¼ inch.
ECONOMY, riveted, with rope tie, russet or black leather, 1 inch or 1¼ inch.
No. 357, black leather, 5-ring, without shanks, 1¼ inch.
HARPER, black leather, with leather tie, 1 inch.

Can also furnish DEFIANCE and ECONOMY Halters with leather shanks.

Rope Cattle Ties



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MANUFACTURERS OF

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Lard Pails, Etc.

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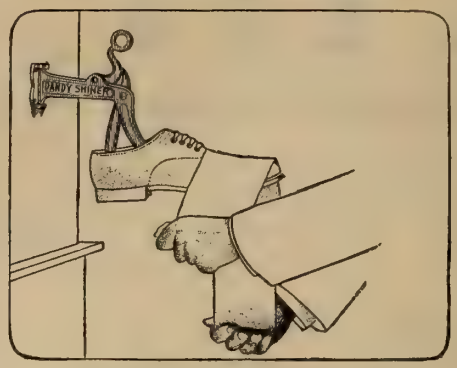
THE DANDY SHINER

(nickel plated)

A HOUSEHOLD NECESSITY



Holds shoe rigid. Fits any shoe. 3 lasts (men's, women's, child's) go with each shiner.

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Established 1845

Main Office and Mills at Waterbury, Conn.

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Pope's Island "White"

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"Gold Non-Corrosive Metal"

Suitable for Spinning, Drawing, Stamping and Jewelers' Work.

Brass, German Silver, Bronze and Copper in Sheets, Wire Rods, Brazed and Seamless Tubing. Metallic Eyelets, Shells, Ferrules and small brass ware of every description.

THE INDEPENDENT CORDAGE CO., Limited,

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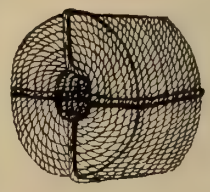

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SISAL MANILA ROPE, Lath Yarn, Shingle Yarn, Hide Cord, Pulp Cord, Clothes Lines BINDER TWINE

Transmission Rope a Specialty.

Steel Frame Churn.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn"

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1902. Steel or Wood Frame as desired.

Lawn Mowers. High and Low Wheels, from 12-in. to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

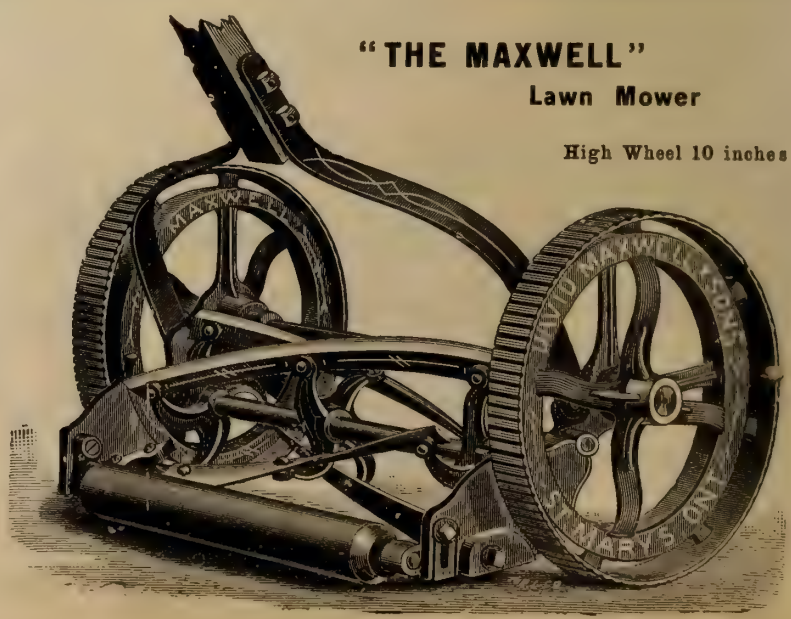
Wheelbarrows. In Four different Sizes.

If your Wholesale House does not offer you these articles

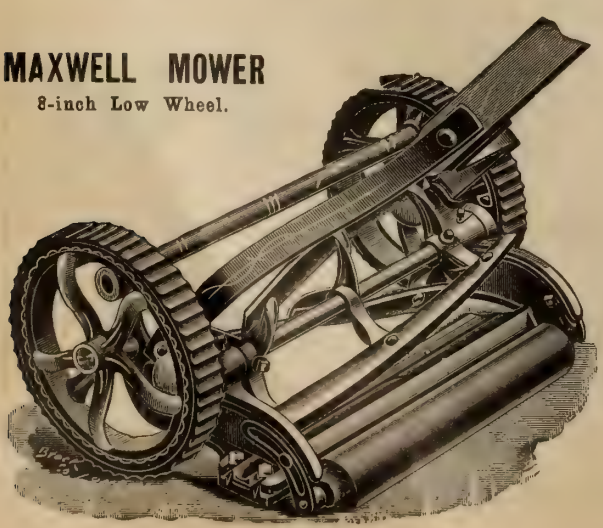
SEND DIRECT TO US.

"THE MAXWELL"
Lawn Mower

High Wheel 10 inches



MAXWELL MOWER
8-inch Low Wheel.



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ALL KINDS AND FOR ALL PURPOSES.

Manila Rope	Lathyarn
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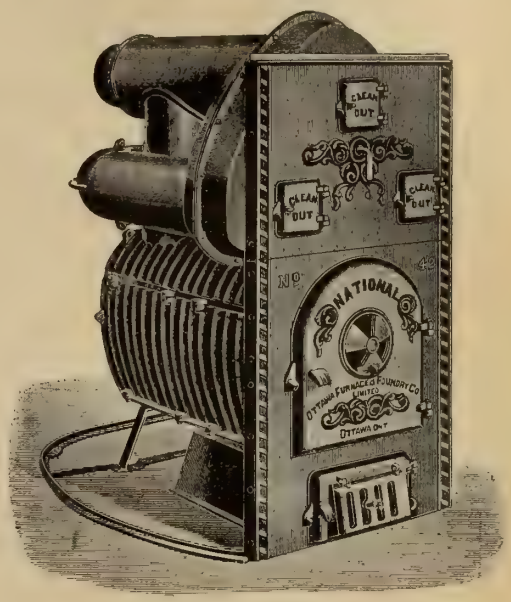
THE NATIONAL WOOD FURNACES

Made in three sizes

Nos. 32, 42 and 52.



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STOVES
STEEL RANGES
HOT WATER BOILERS
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CALL AND SEE THE DIFFERENCE

DARKNESS INTO LIGHT.

If you suffer from want of Light . . .

Consult Us.

We have made a study of lighting dark places, and are in a position to give you valuable information.

OUR GOODS THE BEST IMPROVEMENT FOR BUSINESS PREMISES.

Luxfer Prism Co., Limited

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The Best Selling Range Ever Made.

Popular with dealers in every part of the country because it is so enthusiastically praised by every buyer.

Our Imperial Oxford

has won its laurels—it is the favorite range of Canada—widely advertised and everywhere appreciated for its practical superiority.

Are you familiar with its
Diffusive Flue Construction
Front Draw-Out Grate
Draw-Out Oven Rack
and other talking points

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If there's any range business in your locality you'll get it by handling the Imperial Oxford. Fullest details if you write

THE GURNEY FOUNDRY CO., Limited

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THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

ONE QUALITY—THE BEST

Have you ever stopped to consider the large quantity of Paint that could be sold in your vicinity if the cost of Oil Paint were less?

INDELIBLO COLD WATER PAINT, which is weatherproof, fireproof and sanitary, fills this long-felt want. **Costs less than one-third that of Oil Paint,** and for the painting of farm buildings, fences, out-houses, etc., it is hard to beat. It is also used inside and outside of large mills and factories the world over.

Liberal terms and discounts to dealers who are interested in handling the best Cold Water Paint at lowest possible prices.

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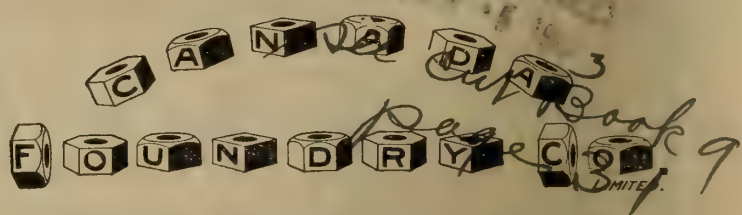
McLennan, McFeely & Co., Limited,
VANCOUVER.

or direct to the Manufacturers,

THE MURALO COMPANY,
New Brighton, Borough of Richmond, N.Y.



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OF ALL SHAPES AND SIZES.

Semi-Finished **Polished**
Finished **Plated**

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Cap Screws **Set Screws**

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SEND FOR PRICE LIST 1001.

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Never have a Dissatisfied Customer

A dissatisfied customer will do you more harm than can be imagined. There is no telling where it will end.

You will never have a dissatisfied customer **if you sell him only Standard Silverware.** It is made to please the customer both in appearance and wear. Our absolute guarantee is behind it. Full particulars, including our Fall Catalogue, for the asking.

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MANUFACTURERS OF EVERY DESCRIPTION OF

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MANILA ROPE
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SEAMING TWINES
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BUYERS OWN SAMPLES MATCHED AT LOWEST TRADE TERMS

ADDRESS ALL COMMUNICATIONS TO OUR CANADIAN OFFICE AND STORES,

THE EDINBURGH ROPERIE & SAILCLOTH CO'Y, Limited, - - 9 St. Peter Street, MONTREAL.

Locks and Builders' Hardware.

We have a most complete line of all these goods, including the very newest ideas in

Bronze and Brass Knobs, Door Sets and Escutcheons.

LOCKS AND LATCHES OF ALL KINDS.

Any dealer asking for a catalogue will be sent full prices, discount sheets, etc., etc. Drop a card.

ESTABLISHED 1843. INCORPORATED 1893.

The Gurney-Tilden Co., Limited

Hamilton. Toronto. Montreal.

AGENCIES:—ST. JOHN, N. B., VANCOUVER, B. C.

A First-Class Leader for the Fall Trade is Kemp's Slick Oil Can

THE MOST POPULAR CAN ON THE MARKET TO-DAY.

IMPORTANT FEATURES:

The Oil is not wasted.
The Clothes are not soiled.
The Lamp is always clean.
It is impossible for the lamp to overflow.

The pump is attached in the simplest and strongest manner possible and will not get out of order with ordinary use.

If you have not handled the Slick Oil Can, you can largely increase your sales by doing so.

WE WILL BE PLEASED TO GIVE YOU QUOTATIONS.

KEMP MANUFACTURING CO., Toronto, Canada.

HARDWARE AND METAL

VOL. XIV. MONTREAL AND TORONTO, AUGUST 16, 1902. NO. 33.

President:
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Published every Saturday.

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WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

OPEN TERMS ON WHITE LEAD.

A FIXED price for ground white lead no longer prevails, the Association having decided on Friday, August 8, to allow open prices ; and it is expected that the present arrangements will hold good until the end of the year, if not longer. Some members of the Association expressed dissatisfaction with the existing conditions, and their desire that the Association should no longer control the price was acceeded to, as it was the general feeling that a more favorable opportunity could hardly be obtained to create open terms than the present.

The demand for ground white lead is unusually heavy. Rarely, indeed, has the business in this staple article been as brisk as it is to-day. Manufacturers are receiving heavy orders from all parts of Canada ; and notwithstanding the good turnover in liquid paints, it is difficult for grinders to keep abreast of the movement in white lead in oil, which seems to be still the favorite form of buying paints.

A variety of prices may be expected. Probably in no two factories are conditions and circumstances identical, and the selling figures will be decided upon accordingly. Some makers have so far held to the former price ; some have not established any price, while others have already given new quotations. The quotations given below are only approximately correct, but they at least serve to show how far below the former prices one of the largest manufacturers has quoted ; and they will probably make a fair average between the old prices, which one grinder has determined to stick to, and the figures which may be quoted by smaller dealers later on. This factory quotes as follows f.o.b. Montreal : Best brands, Government standard, $5.25 ; No. 1, $4.87½ ; No. 2, $4.50 ; No. 3, $4.12½, No. 4, $3 75. The terms offered are four months, or 3 per cent. off for cash in 30 days. The above prices are 62½c. below the old Association figures.

In Toronto prices of white lead appear to be more demoralized than in Montreal. Stocks there also are very light, and some leading manufacturers have been unable to fill all their orders for some time. The range of quotations made by two leading Toronto houses follow : Pure, white leads in oil, Government standard, $4.90 to $5 ; No. 1, $4.52½ to $4.62½ ; No. 2, $4.15 to $4.25 ; No. 3, $3.77½ to $3.87½, and No. 4, $3.40 to $3.50, f.o.b. Toronto. Terms, 4 months, or 3 per cent. off for cash in 30 days.

AN EXHIBIT REFUSED.

WITH no little surprise has the announcement been received from the secretary of the Wisconsin State Exhibition that there is no room left for the projected Canadian exhibit. This is doubtless a mild way of stating that the Wisconsin State Exhibition does not want a Canadian display. If such is the case the reason is not far to seek, and it is not much to be wondered at that the step has been taken.

The exodus of settlers from the Northwestern States of the Union across the border has now been going on for some time, and there is every prospect that it will increase. This loss of population, and of a very valuable population at that, cannot but be viewed with anxiety by the Governments of the several States concerned, as well as by the country as a whole. It cannot, therefore, be wondered at that those in authority are going to do all in their power to stem the tide of emigration. To prevent the display of the choicest Canadian products, which would tend to attract people to this country, is a very obvious way of assisting in this movement, but whether it is a wise policy is doubtful. The people of the United States will have to realize that their country has about reached its limit of natural development, while, at the same time, Canada still offers vast areas for speculation and exploitation. A movement of population from the former to the latter becomes accordingly inevitable, and to try to stop it by such means as refusing to exhibit its products is alike fruitless and foolish.

FEATURES OF THE PIG IRON SITUATION.

THE pig iron trade continues in a healthy condition. In both Canada and the United States the demand continues to exceed the supply. And in both countries a brisk business is being done for next year's delivery.

All the furnaces in Canada have large orders on hand for 1903 account and some of them are sold up to their full capacity. Quite a little business is now being done for the second half of 1903.

It is worthy of note that foundry iron is cheaper in Canada than it is in the United States, the ruling quotation for No. 2 foundry at the furnaces here being $20.50 to $21.00, while in Buffalo the quotable figure for the same grade is $25.25 f.o.b. In Chicago No. 2 foundry is quoted at $26. At the latter point some of the foundries who bought over-freely are disposing of their surplus stock at a good profit. The fact, however, that they are selling has created a suspicion of weakness, but it is significant that the iron thus being offered is quickly picked up. As a despatch this week says: "Chicago is greedy for spot iron."

The production of pig iron in the United States is steadily increasing. Mr. Swank's report shows that the total production of pig iron in the United States for the first six months of 1902 was 8,808,574 gross tons of 2,240 lb., which is much the largest output of pig iron ever made in that country in any six months' period. The remarkable feature of Mr. Swank's report is that it shows on June 30 the total stocks of unsold pig iron in the whole country were only 30,861 gross tons, which is equal to about one-half a day's output of the entire country. Of this output of 8,808,574 gross tons, 7,882,732 tons were coal and coke pig iron, and Pennsylvania has the proud distinction of making 3,434,346 gross tons, or about 40 per cent. of the entire output of the country. Ohio comes next with an output of 1,771,132 tons, or about half the output of Pennsylvania. Of the nearly 3,500,000 tons of pig iron made in Pennsylvania in the first six months of this year, the Pittsburg district turned out 2,092,842 tons, or about 25 per cent. of the entire output of the country.

When it is considered that the United States at the present time is making far more pig iron than ever before in her history, and much more than England and Germany combined, and yet has a stock of pig iron on hand equal to about one-half day's supply, it is truly a remarkable condition, and reflects strongly the wonderful prosperity that has existed in the iron trade since the beginning of 1899, and that promises to last not only for the balance of this year but all through next year as well. Another extraordinary feature in connection with the pig iron situation, pointed out by a New York paper, is that present prices are more than twice as high as they have been at different periods when the iron trade was in a depressed condition. To illustrate this point, it can be stated that thousands of tons of Bessemer pig iron were sold as late as 1897 at $9.25 a ton at Valley furnace. The present price of Bessemer iron at the Valley furnaces for shipment this year is about $21.50, at maker's furnace, or nearly two and one-half times as high as it was in 1897. Still another remarkable feature of the situation is that, in spite of the present high prices of pig iron, consumers are buying heavily, not only for this year's delivery but for shipments running all through 1903.

BUSINESS MEN IN THE BRITISH CABINET.

INTEREST in the Coronation has so overclouded all other events during the past week that little attention has been paid to the announcement of the readjustment of the British Cabinet, made public on the same day as the Coronation ceremony took place.

To Canadian business men there is probably little of moment in the changes gazetted. Perhaps to some the introduction of several younger men into the Government and the reduction in the average age of the Ministry will be viewed with much approval and will bear most weight. But many others will see a deeper significance in the appointment of Sir Michael Hicks Beach's successor. While the Prime Minister and Mr. Chamberlain dominate the Cabinet, yet neither are in actual touch with the Treasury, nor can they afford to tamper much with the management of that Department. Hence, the Chancellor of the Exchequer is, in deed as well as in word, the guide of the financial destinies of the country, and to him financiers all around look for indications of what is to be the state of the money market.

Sir Michael Hicks-Beach was a man of much prominence in the office he held. His tenure of that office will be momentous because he produced the biggest budgets Britain ever saw. Half a dozen years ago the £100,000,000 Budget was a new thing. In 1901-1902 there was a £200,000,000 Budget. Though he has added £92,000,000 to consuls and has increased the floating debt by £75,000,000 more, yet, on the whole, he has refused to saddle posterity with a great deal of the expense of the Boer War which he might very well have done.

As his successor comes Mr. Charles Thomson Ritchie, a Scotchman, with a lengthy business training and much experience of government. As president of the Local Government Board from 1886 to 1892 he showed himself to be an administrator not devoid of courage and capable of plodding industry. So worthy an administrator did he demonstrate himself to be that on Lord Salisbury's resumption of power in 1895 he was appointed President of the Board of Trade. There he had a wider range for the exercise of his individual initiative, and his handling of trade disputes was most commendable. Since the election of 1900 he has been Home Secretary, and now, as many surmised, he has been placed in charge of the Exchequer. That there will be no great change from the preceding management of this Department is evident, while there can be little apprehension that there will be any mismanagement.

Of the young blood infused into the Cabinet, the most notable name is Mr. Austen Chamberlain, son of the Colonial Secretary. This young man, while he can scarcely be accused of acting as a tool in his father's hand, will, nevertheless, second his father's policy and in his management of the Post Office Department there is little doubt that in time many of the reforms desired by the colonies will be brought about.

INDUSTRIAL GOSSIP.

WORK is progressing favorably at the cement mill of Durham, Ont. The big smoke stack 185 ft. high, a single column of riveted steel sections, is now complete, and the first smoke passed through it a few days ago.

A proposition is on foot to put a flour and grist mill in Medicine Hat, N.W.T. W. B. Marshall, butcher, and H. C. Yuill, hotelkeeper, and others of Medicine Hat are interesting themselves.

The Tudhope Carriage Co., Limited, Orillia, Ont., have awarded the contract for one of their proposed new buildings to J. R. Eaton, and work will be commenced at once. The building will be of brick, 60 x 120 ft., five storeys, and will be used for storage and shipping. The contract price is in the neighborhood of $12,000.

Rhodes, Curry & Co., Amherst, have just received the contract for building 50 houses at Sydney Mines for The Nova Scotia Steel Co., also a contract for finishing the interior of A. Hobeeker's house at Halifax at a cost of about $12,000, and Harvey Graham's house at New Glasgow, both of these to be finished in very handsome and high-priced natural woods.

LARGE OUTPUT OF COAL.

The month of July was a record-breaker for The Dominion Coal Co., of Sydney, N S. The following is the output of the various collieries for that month :

	Tons.
Dominion No. 1	61,416
Dominion No. 2	44,678
Dominion No. 3	39,549
Caledonia	62,967
Reserve	77,973
International (Bridgeport)	21,607
Total output	308,190

The output and sales show a most gratifying increase, the output for July being 35,000 tons in excess of that of June, and over 63,000 tons in excess of the output of the month of July, 1901.

It is reported in industrial circles that the company lately formed to take over the iron properties at Londonderry has made an offer to The Nova Scotia Steel Co. for their plant at Trenton. The report that The Dominion Iron and Steel Co. were negotiating for this plant is untrue and was probably circulated as the result of the other offer.

A BONUS FOR SHIPBUILDING.

A meeting of the ratepayers of Sydney, C. B., was held a few days ago to vote upon the question of making extraordinary expenditure of a sum not exceeding $250,000 to be granted to a shipbuilding industry to be located within the limits of the town of Sydney.

The resolution to vote the money was unanimously carried.

On motion it was decided to appoint a committee of nine to act in conjunction with the town council or a committee appointed for that purpose by the town council in accordance with the resolution.

The following were appointed as such committee: R. Gillis, Isaac Greenwell, Colin McKinnon, J. A. Gillies, Capt. Nelson Townsend, D. A. Hearn, W. H. Morley, J. E Burchell and Capt. John Carlin.

A PROGRESSIVE HARDWAREMAN.

A. W. Humphries, the well-known retail hardwareman of Parkhill, Ont., was in Toronto this week. He reported business good, but said that he feared damage had been done the crops in his part of the country by the wet weather. Mr. Humphries, who does a large business in hardware, tinware and stoves, is one of the most enterprising hardwaremen in the country, and in the course of a few minutes' chat one gathers many ideas from him. He has been a subscriber to HARDWARE AND METAL from its inception, and his clerks and himself regularly peruse its contents.

PERSONAL MENTION.

Mr. S. J. Frame, of Jenkins & Hardy, Toronto, has returned from an outing in Muskoka.

Mr. Richard Lock, of The Rathbun Co., cements, etc., Toronto, is spending his holidays in Muskoka.

Mr. W. G. Harris, of the Canada Metal Co., Toronto, is spending a few weeks at Atlantic City, N. J.

On August 6, Mr. Lincoln Goldie, son of Mr. Jas. Goldie, of The James Goldie Co., Limited, Guelph, millers, was united in marriage, at Berlin, to Miss Estelle Aileen Bricker, daughter of Mr. Levi Bricker, of Bricker & Diebel, dry goods merchants, Waterloo. Rev. Principal Caven, of Knox College, Toronto, uncle of the groom, officiated.

TO ISSUE NEW STOCK.

The Nova Scotia Steel and Coal Co. has decided to issue $1,910,000 common stock, $1,030,000 of which will be offered at once to the holders of common stock of record on August 20.

In a circular signed by the president, John F. Stairs, the statement is made : The demand for steel and coal exceeds the present capacity of the works, and the company is now suffering on account of its inability to supply this demand. After careful consideration your directors have unanimously concluded that it is imperative that the company should provide for a larger output of both coal and steel, for further enlargements of its plant, opening up another colliery, constructing additional coke ovens and steel-melting furnaces at Sydney Mines, and other improvements both at Sydney Mines and Trenton.

The work will cost about $1,850,000. The following estimate has been made of the future profits of the company after the completion of this work :

Estimated profits	$ 742,000
Additional profits	270,000
Total	$1,012,000
Interest	$ 200,000
Sinking Fund	30,000
Dividends on preferred stock	82,400
Total	$ 311,400

Available for dividends on $5,000,000 common, $700,100.

THE TEMISKAMING RAILWAY.

AT a second meeting of the Temiskaming and North Bay Railway Commission held on Saturday afternoon, August 9, at the office of the chairman of the commission, A. E. Ames, the members present were : A. E. Ames, B. W. Folger, of Kingston ; M. J. O'Brien, of Renfrew, and F. E. Leonard, of London. Edward Gurney was the only absent member of the commission. Reports were received from E. S. Senkler, of North Bay, who has been acting in the capacity of solicitor to the commission, and from Chief Engineer W. B. Russel. A set of by-laws for the guidance of the members of the commission was submitted by the counsel pro-tem. D. E. Thomson, K.C., and adopted. Mr. Folger was authorized to interview the officials of the G.T.R. and C.P.R. in regard to the terminal facilities and the interchange of traffic at North Bay, and submit a report to the commission. A. E. Ames was instructed to accept the offer of George E. Mountain, chief engineer of the Canada Atlantic Railway, to act temporarily in a consultative capacity.

It was decided to call for tenders for the clearance of the right of way, grading and other construction work.

P. E. Ryan was appointed secretary-treasurer of the commission, Mr. Senkler solicitor, and Mr. Russel chief engineer.

Mr. Ryan, who received the appointment of secretary-treasurer, has had considerable railway experience, having been connected for a number of years with the mechanical department of the Canada Atlantic Railway and the general purchasing department of the C.P.R. During the past three years Mr. Ryan has been acting as private secretary to the Hon. F. R. Latchford.

McCLARY'S SUCCESSFUL PICNIC.

ON Saturday last the picnic of The McClary Manufacturing Co., Limited, London, Ont., to Port Stanley was a record-breaker. The outing of the employes of this company has always been a popular affair, but this year, with the excellent weather and the general holiday, the crowds in attendance exceeded all expectations, and eclipsed even the excursions of popular local societies. Large specials ran from London and were fully packed. Some special trains ran also from St. Thomas, so that when the whole crowd assembled on the hill at Port Stanley it made the largest gathering that Fraser Heights has seen this season. The railway authorities estimate that nearly 5,000 were present. Everyone was in good spirits, and in every respect the picnic passed off in the most delightful manner.

The employes had placed the arrangements in the hands of a competent committee, who furnished an entertaining programme. The leading events were a tug-of-war and baseball match. In the latter event a picked team of the employes was pitted against the regular team, which has held top place in the local Wholesale League. The game was most exciting, requiring 11 innings, and was won by the picked team by one run. Col. Gartshore filled the difficult position of umpire. The prize was $25 cash. A tug-of-war, refereed by J. K. H. Pope, was won by men of the stock side of the establishment from a team of the foundry side. Other amusements were a game of rounders between teams of girls from the establishment, and a fishing competition, in which only one of the five contestants succeeded in the half hour allowed in landing a fish and the prize. There was also a baby show, a waltzing contest and a fine programme of sports for men, women, boys and girls, with cash prizes of generous amounts.

LINSEED OIL IMPORTS FROM ENGLAND.

Editor HARDWARE AND METAL, — We wish to draw your attention to an error in your article on linseed oil and turpentine on page 10 of your issue of July 26. The figures given in the latter part of the article comparing imports of linseed oil from Great Britain and United States for the periods ending May 31, 1901 and 1902, are entirely misleading. We have not the actual figures for 1901 before us, but this is not necessary to enable you to correct the error, which has simply occurred by your having overlooked the quantity given in the column under the heading of "Preferential Tariff," which represents imports from Great Britain only; the quantity imported under that clause of the tariff for the 11 months ending May 31 being 528,321 gals. It is only in very exceptional cases that the price of linseed oil in the United States reaches a figure which makes its importation into Canada practicable, and as your article would convey quite the opposite impression we shall be obliged if you will publish the correct figures in your next issue.

Yours truly,

H. W. AIRD.

[Remarks: Mr. Aird is correct. In transcribing the figures from the trade returns the quantity classified under "Preferential Tariff" was overlooked, and we thank him for pointing out the error. The total quantity of linseed oil imported from Great Britain for the 11 months ending May last was 528,321 gals., against 592,571 gals. for the same period in 1901.—The EDITOR.]

P. R. CUMMING MANUFACTURING COMPANY.

A representative of HARDWARE AND METAL called at the office of the P. R. Cumming Mnfg. Co., Limited, 246 St. James street, Montreal, and had a short chat with Mr. W. M. Bowie, Montreal agent for this company. Mr. Bowie reported business to be exceptionally good for all lines manufactured by this company, which include can openers, paring knives, window cleaners, vegetable slicers, mops, mouse traps, potato mashers, stamped steel and wire goods. An inspection of samples was sufficient explanation why their lines are meeting with such general favor from the trade. The P. R. Cumming Co. are sole Canadian agents for the National Sweeper Co., of Marion, Ind., whose products are being successfully pushed in this market.

EXPORT TRADE WITH GERMANY.

Becker & Haag, of Berlin, Germany, correspondent members of the Canadian Manufacturers' Association for Germany, are in a position to bring Canadian manufacturers into touch with the German trade and market. Any firm desirous of opening an export business with Germany will find them at their disposal to give the necessary assistance. In such cases it is necessary to send to the address, Becker & Haag, Berlin S. 42, Ritterstr. 27, the following information:

1. Export price list of articles, and, if possible, catalogues and small samples.
2. Indications concerning packing, net and gross weight and measurements.
3. The freight rate c.i.f. German port. To obtain these have Mr. Otto Thorning, 13 Peter street, Montreal, forward them to Becker & Haag's Berlin office.

With this information, Becker & Haag are enabled to make investigations and make proposals for best introduction.

TRADE CHAT.

AN English company is said to be offering $160,000 for the 26 claims of iron ore on Baker Mountain. It is said that Baker Mountain, or at least its south side, is practically one mass of iron ore, and the fact that the Crow's Nest coal fields are so near by makes the properties of great value. The iron is said to assay 62 per cent. metallic iron, with no sulphur.

The Hamilton Iron and Steel Co. will spend $200,000 on a new plant.

The Temiskaming and Northern Ontario Railway Commissioners have rented an office in rooms 15 and 16 Manning Arcade, 24 King street west, Toronto.

Contracts have been awarded by The Ogilvie Flour Mills Co. for a 250,000 bushel elevator to be erected behind its rolled oats mill on Higgins avenue, Winnipeg.

The International Harvesters' Co. has been incorporated, including the McCormick, Deering and three other companies manufacturing farm implements. The new concern has one plant under erection in Canada.

ROLLING MILLS BURNED.

Fire caused considerable damage to the Guelph Rolling Mills on August 9. There is no insurance, the policies having been cancelled a couple of months ago on account of the high rate and the fact that the firm were removing. The loss as yet cannot be estimated, but it will be considerable. The building belongs to The White Co., of London, Ont.

HIGH-CLASS TAILORS' SHEARS.

The National Cutlery Co.'s tailors' shears in A, B and C shape and bolt, are worked with extraordinary ease, because they are the only tailors' shear made with a steel ride, and laid with a special steel of superior quality and tempered by a patent method. They have no soft spots, no feather edges. They are fully warranted, and put up in seperate pockets, each pair. See the cut. Ask for catalogue. Decatur, Bull & Co., Montreal, are the sole agents.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

CAREER OF A BARB-WIRE MAN.

JOHN W. GATES, of New York, has had a "barbed-wire" career. He was was early impressed with the fact that there was more profit in making barbed wire than in selling it, and started a factory with a friend and a capital of less than $8,000. The business was very profitable from the start, and soon he and seven others started a barbed-wire business with an aggregate capital of $20,000, and declared dividends of "about 50 per cent. a week." They did not do quite so well every week; their net profits for their first year were only 750 per cent. At that point Mr. Gates bought out his associates, and started another barbed-wire factory with a capital of $50,000, and the net profits in the first year were 376 per cent.

One of his former associates started an opposition factory, but it only took Mr. Gates 15 minutes to convince him that there was more money for them in combination than in competition. They had a bad year in 1885, "the year 1886 was fairly good." For the four years 1884, 1885, 1886 and 1887 he and his associates divided 500 per cent, 125 per cent. a year for four years, of which one was poor and one only "fairly good."

One of the incidents of these four years was the purchase of 50,000 tons of steel billets in England. The purchase itself was so large as to send the price up between $5 and $10 a ton. One-fifth of the whole quantity was sold to Mr. Carnegie at a profit of $100,000.

During these years Mr. Gates had been encroaching—so they complained— upon the patent monopoly of The Washburn & Moen Company and I. L. Elwood, and he had paid out a million dollars in patent litigation. He persuaded his competitors that they should share the monopoly of the patent laws and organized a company to control all barbed-wire patents, and this company "for many months paid dividends of 100 per cent. a month."

He was unfortunate in one purchase. He bought a barbed-wire concern with a capital of $300,000 and $850,000 of debts. It "was, of course, absolutely bankrupt. But we did not know it." Within 12 months the whole $850,000 of debts was paid off from the profits. With this he combined several other barbed-wire mills, and for about four years "the average net earnings were between 27 and 28 per cent." on a capitalization that has some appearance of being inflated.

Mr. Gates's story shows what a man of the necessary force of character and strength of mind can accomplish. The United States conferred upon Mr. Gates and a few others a monopoly of the barbed-wire business in the United States, and they have certainly not wasted their opportunities.

COMPETITION

in business is so keen now-a-days, it requires unusual efforts to make more than an ordinary success. Dealers all over Canada are making a success with

The Sherwin-Williams Paints and Varnishes

because the goods are advertised and pushed with unusual vigor.

Everything that can be done to keep them in front is done. There is nothing ever neglected that would tend to increase their sale.

Our large advertising department and its best thought and energies are constantly employed thinking and planning new ways to help our agents keep ahead. In consequence, the saying: "Put The Sherwin-Williams Paints and Varnishes on your shelves and you'll bring business to your store," has come to be accepted as an axiom.

If you want to know more about our goods and methods, write to day for our "B 13" booklet. It's free.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CLEVELAND.

CHICAGO, NEW YORK, NEWARK, MONTREAL, BOSTON, TORONTO, SAN FRANCISCO. KANSAS CITY

SHIPBUILDING IN THE STATES.

"HARDWARE AND METAL" has just received a copy of the introduction of the 1902 Blue Book of American Shipping, a marine directory of the United States, issued by The Marine Review Publishing Company, Cleveland, O. This edition, the seventh annual, deals with statistics of shipping, naval affairs, etc. The introduction is a resume of merchant ship construction during the past year and also of the progress of the shipbuilding industry throughout the United States. It says in part:

"The number of vessels built in the United States during the year ended June 30, 1902 (nearly all for coasting trade, of course, and a very large part of them on the great lakes), was 1,657 of 473,981 gross tons, compared with 1,709 vessels of 489,616 tons for the preceding year. The decline during the year is, in sailing vessels, canal boats and barges. This year the sailing tonnage aggregated 101,072 tons; last year, 128,099 tons. A substantial increase is noted in steel steamers, which aggregate 275,479 tons, as against 235,265 tons for last year. The construction of canal boats and barges declined from 88,331 tons to 57,502 tons.

"The lake shipbuilders close this year about midsummer, as their most active period is the fall and winter. In the year now closing they have built 43 vessels, costing about $10,250,000. They already have for the coming year orders for 28 vessels that are to cost about $7,250,000. This summary does not, of course, take into account any of the small vessels. It refers only to large steel ships. In this whole list of new lake vessels, for the year closing as well as for the year to come, only two are tow barges. The lone steamer is supulanting the steamer and its consort. In fact, several large steel tow barges on the lakes have recently been converted into steamers.

"In the matter of the opening of an all-water service between Chicago and Great Britain, The Northwestern Steamship Company of Chicago placed four steamers on the route. Each of the steamers made one trip and then the enterprise was abandoned. The steamers were taken to the coast and converted into oil-tank vessels. During the year two vessels were completed at lake shipyards for transatlantic service. They are the Minnetonka and Minnewaska of 7,000 tons carrying capacity each. As they were too large for the Canadian canals they were constructed into two sections each, towed through the canals and then joined. This feat was successfully accomplished, but it is not probable that any more vessels will be built in this way for some time to come, as the builders were certainly without profit on their order, and the ships upon completion found very unsatisfactory freights in the competitive trade of the Atlantic. No new naval contracts were placed during the year. Contracts for one battleship, two armoured cruisers and two gunboats, authorized in the last Naval Act, will be placed shortly. In addition, one battleship will be built in the New York navy yard. Independent of these there are 51 warships under construction for the United States navy with a total displacement of 264,987 tons, a total horsepower of 523,420, and costing for hulls and machinery, $74,731,666."

CATALOGUES, BOOKLETS, ETC.

CATALOGUES WANTED.

EARLY on the morning of Friday, August 8, the greater portion of the interior of the office of P. & F. Corbin, New Britain, Conn., was destroyed by fire. The purchasing and sales department offices suffered the heaviest losses, many papers relating to orders being consumed, together with the entire collection of catalogues of the purchasing department of the American Hardware Corporation. Manufacturers are requested to send copies of their catalogues to the purchasing agent, A. N. Abbe, to replace those lost.

PAINT JOURNAL.

Good Paint, published by John Lucas & Co., Philadelphia, New York and Chicago, is a neat little paint journal. With an exceedingly clever cover, and many helpful suggestions and ideas, it serves as an educator for the paint trade and as an advertisement for Lucas paint.

CARPET SWEEPER CATALOGUE.

The salesman's catalogue of National roller-bearing carpet sweepers, advertising The National Sweeper Co., of Marion, Indiana, U.S.A., is perhaps the handsomest and neatest article of this class that has reached us for some time. Beautiful half-tones, in colors, accompany, admirably showing forth the beauty of the carpet sweepers. Tastefully arranged and excellently worded are the claims put forward for these household articles.

GET ONE OF THESE.

The Canada Hardware Co. are giving display boards with every six or nine dozen padlocks bought. The boards, which are handsomely finished, hold either six or nine dozen locks, and display them in a most attractive manner. They can be stood on a counter, in the window or on the floor.

NEW PAINTS ON THE MARKET.

A carload of "Jewel" paints, manufactured by The Wadsworth, Howland Co., Chicago, has just been received by their Eastern Canadian agents, The Canada Hardware Co. They include domestic paints, roof and barn paints, buggy and wagon paints, "Enamelit," varnish stains, floor and furniture polish and wall finish. The Wadsworth, Howland Co. are the only paint manufacturers who make wall paper cleaner, which is now to be had only from their Canadian agents. Mr. Brown, of the Chicago firm, has been in Canada introducing his company's goods to the trade, and reports greater success than he expected. The paints made by the above firm are all of the highest class, no common paints being handled.

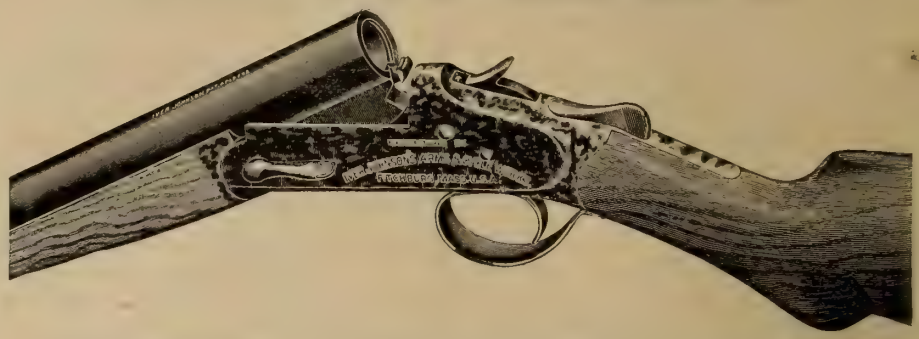
IVER JOHNSON SINGLE GUNS

are the successful result of an honorable ambition to make a Gun that is

Safe for the Jobber. Safe for the Dealer. Safe for the User.

SAFE Mechanically and Commercially.

THE TRADE PREFER THEM AND THE PUBLIC DEMAND THEM.



Top Snap—Automatic Ejector or Non-Ejector. 12 and 16 Gauge—28, 30, 32 and 34-in. Barrel.

Send for new Catalogue just published.

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MANTELS, GRATES and TILE.

Are any of your customers building a new house? If so, why not try and sell them a mantel as well as hardware? They will want one, and it will pay you. Write us for catalogue and price.

THE BATTY STOVE & HARDWARE CO.

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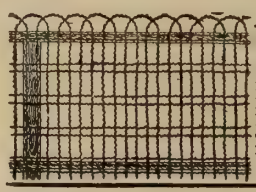

Page Metal Ornamental Fence. We now make fence that is ornamental, very showy and surprisingly cheap. It is just what is wanted for door yards, division fences in town lots, grave yards, orchards, etc. It is 20 cts. PER RUNNING FOOT. painted and retails at only Just think of it. Let us send you full particulars. We also make farm fence, poultry netting, nails and staples.

The Page Wire Fence Co., Limited, Walkerville, Ont. 8

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage. Steel and Twist Barrels.

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made.

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LAMB FENCE Best seller because it's best fence.

H. R. LAMB FENCE CO., London, Ont.

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RUBBER STAMPS

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No. 1 Adelaide Street East - Toronto

H. S. HOWLAND, SONS & CO., LIMITED.

WHOLESALE ONLY

37-39 Front Street West, **Toronto.**

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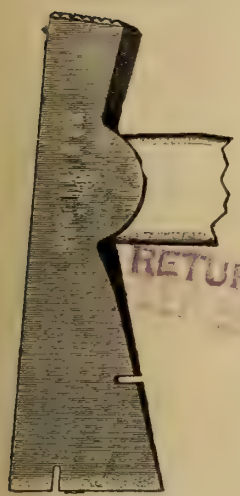

Barrel Hatchets.
Improved Pattern, Bright.

Fruit Pickers.

Barrel Headers.

Lawn Swings.

"QUEEN" LAWN SWING.

Health to the children.
Rest to the tired.
Pleasure to all.

Fruit Packers' Nippers, with Spring.

Root Baskets.
1, 1½, 2 Bushels.

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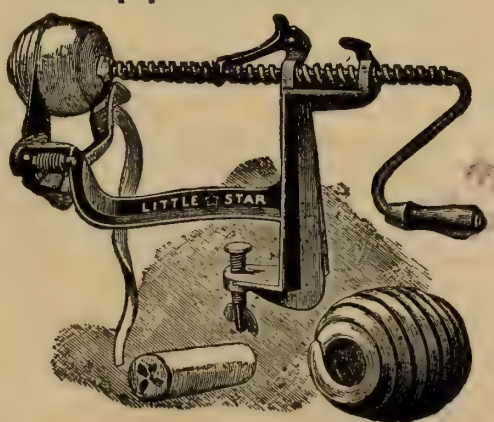
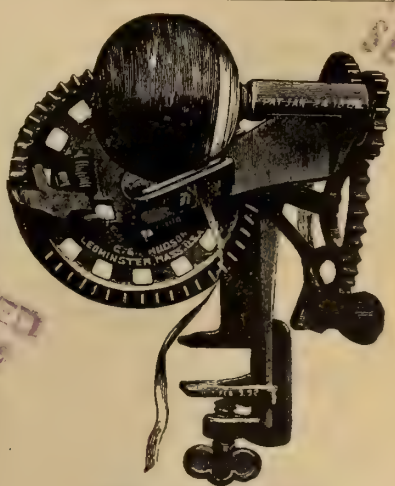


Hudson "Little Star."



Hudson "Rocking Table"

FOR FULLER PARTICULARS SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO., LIMITED, Toronto.

WE SHIP PROMPTLY

Graham Nails are the Best.

Factory: Dufferin Street, Toronto.

OUR PRICES ARE RIGHT

MACHINERY AND ELECTRICAL SUPPLY DEPARTMENT

BRITISH MACHINERY IN CANADA.

A DEPUTATION of representative mechanical engineers and others connected with the paper-making and wood-pulp trades was recived on July 31 by Lord Strathcona at the office of the High Commissioner for Canada. The object of the deputation, as appeared from a memorial presented to Lord Strathcona, was to induce him to use his influence through the Canadian Minister of Commerce to break down a prejudice among Canadians—fostered by Americans on the spot—against British-made machinery. His Lordship was also asked to exert his influence to bring a deputation of representative pulp and paper makers from Canada to Great Britain, so that an effort might be made to demonstrate to them the superior advantages of British-made machinery.

Among those who addressed the High Commissioner in support of the memorial were: George Bentley, chairman of directors, and James Nuttall, managing-director, of Bentley & Jackson, Bury, Lancashire; D. Harris, chairman of directors, of Bertram, Limited, Edinburgh; James Bertram, of James Bertram & Sons, Limited; Thomas T. M. Lumsden, of James Milling & Sons; H. J. Rogers, of Watford Engineering Works, and S. J. Phillips, proprietor of The Paper-Maker and Wood-Pulp Maker, who introduced the deputation.

The speakers admitted that the distance between Canada and Great Britain was a factor in favor of the United States, and asked that for three years this special class of machinery should be admitted duty free. In this period they were convinced the British trade could be established. In reply, Lord Strathcona requested that a resume of the speeches be embodied in an extended memorial, and he promised to do all he possibly could to further the desires of the British manufacturers.

NEW ELECTRIC CAR.

A new electric car has been undergoing severe tests in England, the results of which have been highly satisfactory, as the vehicle has succeeded in covering 100 miles without recharging. The car itself is made by Krieger, of Paris, but the electrical fittings are supplied by a London firm. The electrical installation consists of two compound motors, which drive the front wheels independently. The battery comprises 44 Leitner cells, of 300 ampere hours capacity, and is capacle of running the car 100 miles without recharging at a speed of 40 miles per hour on a level road. When travelling down hill the motors are reversed and become generators and recharge the battery. Another interesting feature of this arrangement is that by converting the motors into generators an excellent braking effect is produced, and in the majority of instances is sufficient to hold the vehicle in check, without necessitating the application of the mechanical brakes.

MACHINERY NOTES.

Specifications, plans and an entire sawmill, complete in every detail, were shipped to Sault Ste. Marie, for Rueben Shapley, by H. W. Petrie, Toronto.

A 21 in. Little Giant water wheel, with all shafting and connections, also a saw and shingle mill, are being shipped to Norval O. Brown, New Liskeard, New Ontario, by H. W. Petrie, 141-145 Front street west, Toronto.

The Gasoline Engine Co., of Toronto Junction, Limited, have sold a 7 h. p. marine engine to Mr. Ditchburn, of Gravenhurst; a 5 h.p. marine engine to Mr. Beadle, of Delta, and a 4½ h.p. gasoline engine to Mr. Blue, of Sudbury.

THE GREAT STEPHENSON.

George Stephenson, the noted English inventor, was the son of a colliery engine keeper, and grandson of a Roxburgshire shepherd, and was born at Wylam, near Newcastle, June 9 1781. From herding cows and hoeing turnips he rose to be a fireman in a colliery, meanwhile devoting his spare time to acquiring an education. He invented, contemporaneously with Davy, a colliery safety-lamp, the "Geordie," for which he received a public testimonial of £1,000. In 1812 he became engine-wright at Killingworth Colliery, and here two years later he constructed his first locomotive. "My Lord," with a speed of six miles an hour for the colliery tramroads. His invention the next year of the steam-blast made it an ultimate success. In October, 1830, the memorable competition of engines took place, resulting in the triumph of Stephenson's "Rocket," running 30 miles an hour. From 1834-37 he was engineer on the North Midland, York & North Midland, Manchester & Leeds, Birmingham & Derby, and Sheffield & Rotherham railways. In 1845 Stephenson visited Belgium and Spain, but later years he spent in the quiet pursuis of a country gentleman, dying at his country seat of Tapton, near Chesterfield, August 12, 1848.

ELECTRICAL NOTES.

A BIG contract has been secured by The Gee Electrical Co., of Colborne street, Toronto, from the Dominion Government. They will install storage batteries, dynamos and motors at the Burlington Bridge, Hamilton.

Scott's sawmill at Springhill, N.S., has been equipped with an electric light plant.

Jones & Moore, 22 Adelaide street west, Toronto, this week sold a 10 h.p. motor to Zock & Co., Toronto.

Jones & Moore, 22 Adelaide street west, Toronto, during the week have installed a complete electric light plant an the dredge Frank, Owen Sound.

The Smith's Falls Electrical Power Co. have reduced the contract price of the town street lights of Smith's Falls by $100 for the first six months of the year. The lights, when first installed, did not give perfect satisfaction.

The Kay Electrical and Motor Co., Limited, 221 Queen street east, Toronto, have installed a machine for the W. R. Johnston Co., wholesale clothiers; also, two 8 h.p. and one 3 h.p. motors for Gowans, Kent & Co. They have supplied George Nolan, of Tottenham, with one large generator and motor for transmission of power from mill to elevator; they have also sold an electrotyping dynamo to the Central Press, and have closed a number of other contracts.

WINDMILLS FOR AFRICA

Canadian windmills are now being shipped to South Africa. The Ontario Wind Engine and Pump Co., Limited, of Atlantic avenue, Toronto, have just shipped a carload to that place, thus doing much to justify the claim of their trade mark, "The sun never sets on the Canadian Air Motor."

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

WANTED-- AN AGENT TO SELL

Stocks, Dies and Taps and other Engineers' Hand Tools and Platelayers' Tools to Hardware Factors, Railroad Companies and Mines, on a commission basis. Apply,

Easterbrook, Allcard & CO., LIMITED.
SHEFFIELD, ENGLAND.

BARGAINS IN SECOND-HAND BOILERS.

HORIZONTAL TUBULAR BOILERS.

No. 16098	72 in. x 180 in.	95 3¼-in. tubes
No. 16309	42 in. x 116 in.	30 3-in. "
No. 16218	44 in. x 144 in.	52 3-in. "
No. 14901	46 in. x 144 in.	40 3-in. "
No. 6752	2[illegible] in. x 124 in	11 3-in. "

PORTABLE FIRE BOX BOILERS.

No. 14921	27 in. x 102 in.	41 2-in. tubes
No. 15791	26 in. x 10[illegible] in.	14 3-in. "

VERTICAL PLAIN BOILERS.

No. 16243	20 in. x 32 in.	17 [illegible]in. copper tubes
No. 6279 B	37 in. x 68 in.	70 2-in. tubes
No. 16324	26 in. x 48 in.	48 1½-in. "

COOKING AND HEATING BOILERS.

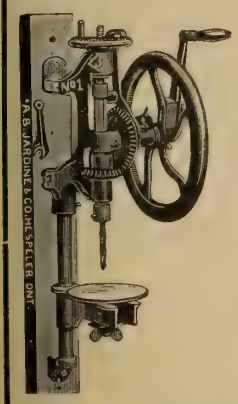
No. 16229	No. 2 Petrie	19 in. x 44 in.	12 2-in. tubes
No. 16100	No. 1 Petrie	19 in. x 4[illegible] in.	9 2-in. tubes

VERTICAL SUBMERGED TUBE BOILERS.

No. 14705	55 in. x 72 in.	1[illegible] 2-in. tubes
No. 15425	30 in. x 84 in.	54 2-in. "
No. 11039	43 in. x 96 in.	36 2-in. brass tubes.

Monthly stock list describing machinery of every known make and design sent on request.

H. W. PETRIE, 141-145 Front St. W., Toronto



TRADE MARK J REGISTERED.

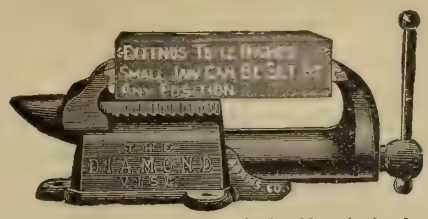
Blacksmiths' Hand Drills.

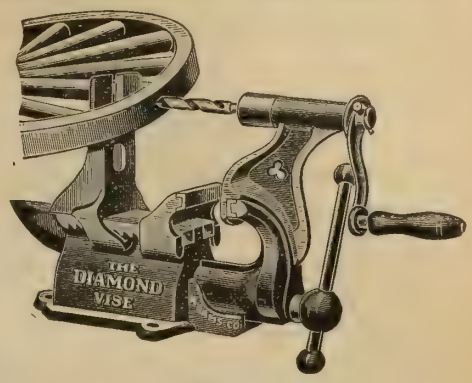
The very best.

A. B. JARDINE & CO.
HESPELER, ONT.

DIAMOND VISE AND DRILLING ATTACHMENT

U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95.



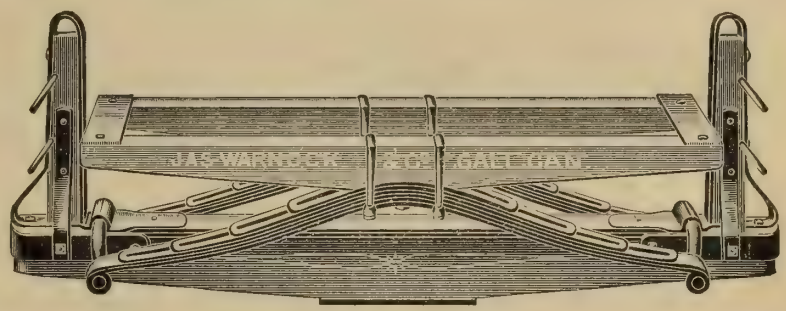


JAWS are faced with steel ⅞ inch wide, 4 inches long, firmly fastened to jaw, checked and hardened.
VISE weighs 38 pounds. DRILL weighs 13 pounds.
For Sale by Jobbers of Hardware.

Made by—
The Adams Company, Dubuque, Iowa, U.S.A.
Made by **A. R. Woodyatt & Co.**, Guelph, Ont.

"The Peerless"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices



James Warnock & Co. = Galt, Ont.

G. A. Crosby & Co. of Ontario, LIMITED

SARNIA, ONT.

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

FILES. RASPS.

WE ARE NOT IN THE TRUST.

Quality of our goods guaranteed and our discounts very liberal. A trial order solicited. Write for discounts.

99 Niagara St., **TORONTO FILE CO.**

CANADIAN GOODS FOR CANADIANS.

American Steel & Wire Co.

New York:	Montreal:	Chicago:
Empire Building.	New York Life Building.	The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

BOLT HEADING, UPSETTING AND FORGING MACHINE.

THE 4-inch. upsetting and forging machine built by a machinery company of Cleveland, Ohio, has been designed to meet the requirements of locomotive and car builders, and other users of heavy forgings. The bed of the machine, as explained by Iron Age, is a single steel casting weighing 18½ tons. The shaft is a fluid compressed steel forging. The grip slide, toggle head and moving die block are steel castings, while the toggle links are heavy tool steel forgings hardened. These links are four in number, so that the dye block moves to its place in closing with a perfectly straight and even motion, no matter whether the dies are at either extremity of the die block or not. This is of great importance in forging close to size, because so wide a die block as is here used—about 2 ft.—if moved with a single pair of clinks would, when the dies were at one end of the block, be very apt to close them unevenly.

The mechanism that closes the dies is designed to give the very largest measure possible of what is known as "time"—that is, the time the dies remain closed with reference to the advance of the upsetting plunger. This means that the dies close so quickly that, after having been firmly closed, the plunger has as long a distance to travel as it is possible to get; and, as the upsetting begins after the dies have been closed, it is desirable to have the plunger travel far and still have the piece being upset carry straight. This form of cam was selected, as it gives the largest measure of time.

The machine is capable of exerting a die pressure of 65 tons before the automatic relief becomes operative. This relief is of new and novel construction. The cam is mounted between the rollers, the connection with the ram being made through the toggle lever. The spring is so mounted as to exert a pull upon an extension of one arm of the lever. The relative proportion of the parts is such that a strain of 10,000 lb. on the spring is sufficient to resist a pressure through the dies of 65 tons. Any pressure in excess of this causes the spring to yield when the machine is instantly relieved. Throughout the machine the factor of safety is 15.

CANADIAN LAKE VESSELS.

It has already been announced that the St. Lawrence & Chicago Steam Navigation Co., J. H. G. Hagerty, manager, has contracted with the Collingwood Ship Building Co. for a steel steamer of the 5,000-ton kind and that a similar vessel will be built by the same company for James Playfair, of Midland. Now it is understood, says The Marine Review, that Messrs. R. O. & A. B. Mackay, of Hamilton, and their associates practically completed arrangements on a recent trip to England for four new steel steamers. Two of the vessels will be of package freight kind for service between Quebec and Toronto. The other two will be large coarse freighters of about 5,000 tons capacity each for the Michipicoten ore trade. It is planned to have the two large steamers reduced in length when first put together so that they may pass up the Canadian canals. They will carry as cargo across the Atlantic their own middle sections. After arrival on the upper lakes they will be taken apart and the middle sections worked into them. It is claimed that the low cost of building the vessels, as well as favorable terms as to payments, will admit of going to this trouble in having them built on the other side.

The Messrs. Mackay are also negotiating for the purchase of the fast turbine passenger steamer King Edward, recently built on the Clyde. Their intention is to run her between Hamilton and Toronto, making three trips a day. The King Edward would be a novelty on this route. She is a very fast vessel and would cover the route three times a day without difficulty.

Owners of the large freight and passenger steamer Huronic, recently built by the Collingwood Ship Building Co., are figuring on another steamer of the same kind. They may let a contract in time to admit of construction of the vessel during the coming winter.

ENGLISH VS. UNITED STATES LOCOMOTIVES.

Charles Rous-Marten recently read a paper before the English Society of Engineers, in which he stated that a large proportion of English locomotives are 20 years old, and that some are even 30 and 40 years old. British locomotives only 20 years old, he remarked, were regarded as comparatively modern. While the longevity of these engines certainly spoke well for the material of which they were built, it could not be denied that they were out of date and unfit for modern railway purposes. The loads of the older engines were limited to five-sixths of that hauled by modern machines; in other words, six engines with six separate trains were required to perform the work of five improved machines on roads already congested. Furthermore, the cost of labor and working expenses was increased. In comparing English with American practice, Mr. Rous-Marten stated that engines made in the United States were not expected or even desired to last more than 10 or 15 years at the most, and that they were then displaced by new engines fitted with modern improvements and possessing a large margin of power. Although he deemed the extreme longevity of English locomotives distinctly undesirable, he also questioned the wisdom of using inferior material and workmanship which is often characteristic of the American locomotive.

INTRODUCING STEEL LAUNCHES.

THE Gasoline Engine Co., of Toronto Junction, Limited, have, in connection with their large trade in gasoline launches, made the venture of introducing to the Canadian trade the steel launch. In this connection they have just received a shipment of two carloads of steel hulls from The Michigan Steel Boat Co., of Detroit, Mich., who are doing an extensive trade in this line, as the steel hull for launches is no longer an experiment on the United States side.

These hulls are made of galvanized steel which will not rust, and they are further strengthened with a wood lining which gives them the advantage over the ordinary wooden hull of not only being much lighter, but also far more durable, giving no opportunity for leaks or breaks, which give so much trouble and annoyance in an ordinary boat. They are all fitted with airtight compartments, fore and aft, which guarantees them against sinking under any circumstances. The decks and cockpits are all finished in polished oak, and the general construction and design of the boat is such as to merit the approval of all. They have these hulls in 16-ft., 19-ft. and 22-ft. lengths, and can furnish them complete on short notice with their latest improved marine engine.

They have also ready for shipment several different designs and models of wooden hulls complete with engine. Their marine engine is gaining a reputation for simplicity of operation and general reliability.

The Gasoline Engine Co., of Toronto Junction, Limited, are making extensive preparations for next season's trade, and have leased the large premises adjoining the Toronto Canoe Club, where they are opening a large launch works.

LONG DISTANCE.

The Canada Paint Co. are now doing considerable business by telephone, the long-distance telephone system having been introduced throughout the building. Each desk in the office is equipped with one, and communication is easily had with any part of the factory, or with Toronto, and any other place where those who handle their paints happen to be. It is a great convenience, and the staff are naturally much pleased with the new order of things.

The Toronto Silver Plate Co., Limited,

Manufacturers of

STERLING SILVER AND ELECTRO SILVER PLATE OF ALL KINDS.

NOT IN THE TRUST OR MEMBERS OF ANY SILVERWARE ASSOCIATION OR COMBINE.

RETURNED OCT .1 1902

BERRY SET, Fluted, Bright Finish and Gold Lined.

We issue 5 Catalogues. If interested write for them.

We also issue a separate Catalogue illustrating Spoons, Forks and Knives in the most up-to-date patterns.

We guarantee the quality of all goods stamped with our Name and Trade Marks.

Factories and Salesrooms, KING ST. WEST, TORONTO, CANADA.

E. G. GOODERHAM, - MANAGING-DIRECTOR.

Fall Fair-time calls attention to your needs in Horse Goods

RETURNED SEP 11 1902

To Miss Langford.

We manufacture the largest and best line of Horse Brushes, Dandy Brushes and Carriage Brushes—all well finished and of the highest grade materials at closest possible prices—unrivalled goods, embracing many different lines especially suited for general country trade, livery and large stables.

Boeckh's Horse Brushes, Dandy Brushes, Carriage Brushes, Harness Brushes, Stable Brooms, etc.

Cane's Stable Buckets, Pails, Tubs, etc.

prove that our highest aim is to give pleasurable profit to the dealer and perfect satisfaction to the customer.

If one of our representatives has not yet called upon you and you are in a hurry for goods, write, telephone, or telegraph at our expense.

UNITED FACTORIES, Limited,

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
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Head Office: Toronto.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 65 Dundas St.

CHATS ON WEST-INDIAN TRADE MATTERS.

MR. HARNETT, OF BERMUDA.

MR. L. B. HARNETT, of the firm of W. T. James & Co., Hamilton, Bermuda, is making one of his periodical trips to Canada. His object is principally pleasure, but he is also devoting some time to business, the firm he represents being large jobbers and retailers in Bermuda. He was in Toronto for a few days last week, and "Hardware and Metal" had a pleasant few minutes' chat with him. He came to Canada by the Pickford & Black Line, and reports having had a pleasant voyage, and he spoke highly of the service. When questioned in regard to trade matters, he said: "Our desire in Bermuda is to trade with Canada, for we are of the same nation, but, of course, you can readily understand that we are compelled to buy where we can buy cheapest and to sell where we can sell to the best advantage. The trade between Bermuda and Canada is growing, but you have a great competitor in the United States."

"What Canadian products do you purchase principally?"

"Speaking for our firm alone, I might say that we buy all our flour from Canada, and we have been doing so for some years. Then we buy oats, hay, butter, cheese, bran, middlings, etc. Canadian soaps are beginning to come in more freely, and quite a little Canadian furniture is bought. Our firm is now buying a lot of canned goods from Canada, such as fruits and vegetables, and we find them of excellent quality. We prefer some of the canned fruits to those of California, their flavor and syrup being much better. So far, Canadian canned goods are knocking out New York prices. Of course, did they not do so we could not buy them."

"What about the dry goods trade?"

"Nearly all the dry goods we import into Bermuda come from England, our buyers going there twice a year. It is perhaps worthy of note that the people from the United States, who visit Bermuda in large numbers during the winter, purchase while with us a great deal of these English goods, particularly silks, dry goods and clothing. We have some fine tailor shops in Bermuda. These goods are largely purchased by the people from the United States who visit us, because they can get them a great deal cheaper than in their own country."

"Where do you get your hardware from, principally?"

"Our shelf hardware comes largely from Pittsburg, but the heavy goods are still largely imported from England. We have some good hardware stores in Bermuda."

Speaking of the products of Bermuda, Mr. Harnett said: "Our principal products are onions and potatoes. Of potatoes we raise three crops a year. The first crop is gathered about September, the second in January and the third in March. After the land has been given a little rest we produce on the same soil watermelons, muskmelons, and vegetables generally. There is only one crop of onions a year. The production of Easter lilies is quite an industry in Bermuda. Whole farms are devoted to their cultivation. The seed is sown in December and the flowers are gathered in July. It takes about three years to produce bulbs of saleable size. These fields of Easter lilies are a beautiful sight, particularly in the morning when they look like fields of snow, while the odor from them is delightful."

While a good many Canadians visit Bermuda in the winter, Mr. Harnett regrets that the number is not larger. "We have," he said, "a very fine climate and excellent hotels."

MR. CHARLES PICKFORD, OF HALIFAX.

Mr. Charles S. Pickford, who has been in the West Indies for nearly eight months in the interest of the Pickford and Black Steamship Company, is in Toronto, where he will remain some months looking after shipments for the West Indies. While in the West Indies he arranged for an exhibit at the Industrial Exhibition, Toronto. The goods are now on the way, and Mr. Pickford will have charge of the exhibit. During the volcanic eruptions at St. Pierre and St. Vincent, Mr. Pickford was in Barbados. He says the detonations were quite distinctly heard where he was, which was 90 miles from St. Vincent and that at five o'clock that evening the cloud of volcanic dust was so heavy in Barbados, that it was as dark as midnight, while by the next morning it had covered the island to the depth of an inch.

As in regard to Canadian trade with the West Indies, Mr. Pickford said: "There has been a great deal more Canadian flour sold than usual. The sales, however, are increasing in all lines, but particularly in flour, oats, biscuits and goods of that kind. The Christie, Brown Co., Limited, are now making regular shipments of their goods to the Islands. There is no reason why Canadian manufacturers should not sell in the West Indies nearly every kind of goods they produce, but one thing is sure, they must go and look after it."

"Do you think that the people of the West Indies are becoming more interested in Canada?"

"Yes; I think the sentiment in favor of trade with Canada is growing all the time. But the trouble is the United States manufacturers have their men going through the West Indies all the time selling their goods. It is only now and then that you meet a traveller representing a Canadian house."

"What about the shipment of West-Indian products to Canada?"

"That is not growing as fast as it should. I think if our people here would buy more goods in the West Indies, the sale of Canadian products in the Islands would increase more rapidly. We cannot expect those people to buy from us when we buy so little from them. Naturally, the inclination is to buy your goods from those to whom you sell. Another thing is that the exporters in the United States keep the merchants in the West Indies well posted as to prices of different kinds of merchandise, particularly on such lines as flour, peas and oats, while the Canadian exporters do not. This is a big mistake. While, as I have said, we do not buy as much from the West Indies as we should, our steamers have this winter brought up more sugar from the West Indies than ever before. The bulk of it came from Demerara, Antigua, St. Kitts and Montserrat."

"What are trade conditions like in the West Indies?"

"In Barbados, Demerara and the smaller islands trade is in a pretty bad state, and it is due to the fact that these islands are practically dependent upon the sugar industry. In Dominica, Trinidad and Grenada trade is good. In these places the cocoa, coffee and lime juice industries are quite important. Consequently, there is not the same dependence upon the sugar industry. In Demerara improvements have been made in the machinery in the sugar mills, but on the smaller islands in the West Indies they have not been able to do this on account of lack of money. The diamond industry in Demerara is making quite a stir, and oil has been struck in Trinidad, but I cannot inform you as to whether in paying quantities or not."

Mr. Pickford says that the weather in the West Indies during the last winter was wetter than usual. The number of people from Canada and the United States who spent last winter there was not as large, while the number of visitors from Great Britain was, on the other hand, much larger than usual.

Speaking of the transportation service, Mr. Pickford said that the railroad authorities say that there will be no difficulty in securing cars for conveying merchandise from points in Ontario to Halifax and St. John destined for the West Indies. It will be remembered that last year there was quite a little difficulty in getting a sufficient number of cars.

An exchange says: "Latest reports received from Singapore advise that the crop is practically at an end, and that producers refuse to make contracts for forward delivery. Shipments during May and June were short, and it is reported that deliveries also for July will show a deficiency of quite 10,000 cases. If this should prove to be correct, it will be a serious thing for many packers who, anticipating an enormous crop, made contracts for delivery during June, July and August at such ridiculously low prices that they now find they will be unable to fulfill their contracts unless at a loss."

John Bowman

HARDWARE & COAL CO.

LONDON, ONT.

Our stock of goods for the spring trade is now complete, and we can fill all orders promptly on the following lines :

Wire, Nails, Cordage, Window Glass, White Lead, Paints, Whiting, Churns, Linseed Oil, Spades and Shovels, Screen Doors, Wove Wire, Poultry Netting, Builders' Hardware, Guns and Sporting Goods. Finest stock in the Province of Cutlery.

Prompt Shipment. Prices Right.

The Dominion Wire Manufacturing Co., Limited

MONTREAL

MANUFACTURERS OF THE OLD RELIABLE

BRANDS OF WIRE AND THE PRODUCTS OF SAME,

Have removed to new and larger offices in the CORISTINE BUILDING, entrance St. Nicholas St, where they will be pleased to welcome their friends.

OFFICES

Head, as above—Main 3688 or 3689.
BRANCH—27 Front Street East, TORONTO.

WORKS at Lachine
Dominion Station, G.T.R.
Highland Station, C. P. R
Mount 315.

WAREROOMS
95 and 97
Place D'Youville.
Main 1030.

Bell Telephone Long Distance Service to all Departments.

McArthur, Corneille & Co.

MONTREAL

Manufacturers and Importers of . . .

White Lead,
Oils and Colors,
Prepared Paints,
Window Glass,
Varnishes, etc.

Glue and Gelatine

in extensive assortment, to suit all requirements.

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Originators of the famous Lucas Greens. Lucas line of Dry Colors is the largest in the country.

Please mention HARDWARE AND METAL when writing.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, August 15, 1902.

HARDWARE.

MOST jobbers report rather a quiet week, although business in a number of fall lines has opened up favorably, and several good orders have been received. This trade, however, has only commenced and is not yet of large proportions. Among the changes of the week is the discount on churns, which is now 51 per cent. off f.o.b. Montreal, Ottawa and Kingston, instead of 54 per cent; and 53 per cent. off f.o.b. factory, instead of 56 per cent. Churns with wooden stands are 15c. each less, and with the crank handles in place of the lever, also 15c. less.

BARB WIRE.—Trade is quiet, with no special feature to note. The price remains at $3 per 100-lb. keg f.o.b. Montreal.

SCYTHES.—A few odd orders are being received, all for small amounts. Otherwise, the market for scythes is very quiet. We quote: Lance, No. 80, $5.50; Hurd's Clipper, $6.50; concave, $7.50; Sibley, $8.50; Cradle scythes, cast steel, $8.50; silver steel, $9.50; "Harvest King," $10.50. Bush scythes, $6.50.

GALVANIZED WIRE.—There is no change to report in this line. Some business is doing at the prices quoted below, but the market in general is quiet. Our quotations are now as follows: Nos. 6, 7 and 8 gauge, $3.45; No. 9, $2.80; No. 10, $3.55; No. 11, $3.65; No. 12, $2.95; No. 13, $3.05; No. 14, $4.05; No. 15, $4.55; No. 16, $4.80; No. 17, $5.20; No. 18, $5.45.

SMOOTH STEEL WIRE.—There is not much business doing on this market, and prices are unchanged. Our quotations are as follows: Bright and annealed, $2.60 per 100 lb. f. o. b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.; 1 and 2-lb. hanks, 25c.; ½-lb. hanks, 37½c; ¼-lb. hanks, 50c.

FINE WIRE.—The discount on fine wire has been changed to 25 per cent. instead of 22½ per cent. There is only a light demand.

BRASS AND COPPER WIRE.—The discount on brass and copper wire is now 62½ per cent. instead of 60 per cent. There has been no improvement in the demand, and the market is still quiet.

FENCE STAPLES.—Very little business has been done during the week. Galvanized staples sell at $3.25 per 100-lb. keg and bright at $2.90 per 100-lb. keg. For 25 and 50-lb. packages, 25c. extra.

WIRE NAILS.—Nothing of importance has occurred on this market since our last report. A fairly good movement is reported at unchanged prices. In small lots the price is $2.25 and in carlots, $2.50 f.o.b. Montreal, London, Hamilton, Toronto, Gananaque, Brantford, Windsor, Ont., St. John and Halifax.

CUT NAILS.—Trade in this line is not of a very brisk nature at present, and nothing of interest is reported on the market. We quote $2.37½ per keg in carlots; in small lots, $2.15 per keg.

HORSE NAILS.—No further change in the discount of horse nails has occurred, and a good, steady demand is experienced this week for all lines. We quote as follows: "C" brand, 50 and 7½ per cent. off; "M" brand, for "Oval" and "New City" heads, 60 per cent. off, and for "New Countersunk" heads, 66 2-3 and 5 per cent. off. "Monarch" horse nails are discounted at 70 per cent.

HORSESHOES.—Business in this line continues to improve, and during the past week a fairly good trade has been done. Prices are unchanged and the market is steady. Our quotations are as follows: Iron shoes, light and medium, pattern, No. 2 and larger, $3.35; No. 1 and smaller, $3.60; snow pattern, No. 2 and larger, $3.60; No. 1 and smaller,

"Famous Active" Range

Burns Coal, Coke or Wood.

Made in 7 sizes. Every size can be fitted with high shelf, high closet, reservoir and water front.

Has more real practical cooking and fuel-saving features than any other range on the market. Its appearance speaks for itself.

If you do not handle the "Famous Active," it would pay you to put a sample on your floor.

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Manufacturers of

CHARCOAL PIG IRON

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Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

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Write for Prices to Sales Agents

Drummond, McCall & Co.
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Canada Iron Furnace Co.
MIDLAND, ONT. Limited

$3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; featherweight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra. F.o.b. Montreal only.

SCREWS.—There is only a fair demand for these this week. The discounts are unchanged. Quotations are as follows: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—There has been no change in the market for cordage or binder twine. The latter is scarce in many retailers' hands, and it is difficult to obtain more. We quote: Manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, 11c. Prices on binder twine are as follows: Blue Ribbon, 650 feet to the pound, 15c.; Redcat, 600 feet to the pound, 14c.; Tiger, 550 feet to the pound, 13c.; Standard, 500 feet to the pound, 11½c.; sisal, 500 feet to the pound. 11½c. Prices are subject to a rebate of ¼c. in carload lots.

RIVETS AND BURRS.—The demand for these keeps up well. The prices are unchanged, and the market is steady. We quote the discounts as follows: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

BOLTS.—There is a fair inquiry for bolts and nuts. No special feature can be reported this week. Discounts are as follows: Norway carriage bolts, 55 per cent.; common, 50 per cent.; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 per cent.; coach screws, 66 2-3 per cent.; sleigh shoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼ per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

BUILDING PAPER.—Business in this line is of a very quiet nature at present. The heavy demand is over and orders at present are for small lots for some special purpose. Quotations follow: Tarred felt, $1.70 per 100 lb.; 2-ply, ready roofing, 85c. per roll; 3-ply, $1.10 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O K and I X L, 65c. per roll; heavy straw sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—No change whatever has occurred in the market, and trade remains quiet. The price is $1.37½ per 100 square feet.

POULTRY NETTING.—A few orders are still being received, but the market is quiet and trade is of but small proportions. The discount on Canadian or English netting is 50 and 10 per cent. off on 2 x 2 mesh, 19 wire, and 50 per cent. off on 2 x 2 mesh, heavier. Canadian list used. For delivery in 1903 the discounts are 60 per cent. off for 19 wire and 55 per cent. off for heavier.

A. C. LESLIE & CO.

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Tinplates—all grades
Canada Plates, Terne Plates
Black and Tin Taggers
Steel Sheets for all purposes
Imitation Russia Sheets

Import orders for wholesale buyers only

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Satisfactory Pumps.

McDougall pumps are satisfactory to the dealer, the user, and to everyone handling or using them in any way.

WHY?

Because they are made of the best material. The price is reasonable. They last a very long time. They are always in a satisfactory condition.

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Better write to-day for catalogue.

The R. McDOUGALL CO., Limited
GALT, ONT.
"Quality the best, prices right."

Pig Tin.

"Boustead & Co's" Penang
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Galvanized Sheets.

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NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

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OPEN HEARTH STEEL.

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when once tried is sure to make a strong appeal to your customers and meet with corresponding appreciation.

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Elastilite Varnish,
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Canadian Agents for Buehne's "Red, White and Blue" Brand Steel Wool.

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"Ark Brand"

has risen to that position of eminence by reason of its honest qualities.

ONCE STOCKED, ALWAYS STOCKED.
ONCE SOLD, ALWAYS SOLD.

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"ARK BRAND" PAINT

A trade-winner and trade-holder.

THE FRANCIS-FROST Co. Limited
TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler.

HARVEST TOOLS.—Very little busiis done in this line. The discount is 60 per cent.

FIREBRICKS.—A few orders are reported this week, but the market rules quiet and steady. The price of English firebricks is $16 to $22 per 1,000 and of Scotch, $17 to $22 per 1,000.

CEMENT.—The market is quiet. Prices are unchanged. Quotations are as follows: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per barrel ex-wharf, and American, $2.10 to $2.20 ex-cars.

METALS.

The local metal market has shown no new developments during the week. Trade, in general, continues good, and orders for seasonable lines are well up to the mark. Prices have been steady. While the supply of sheet metals is not heavy, and some jobbers are decidedly short on a few sizes, the effect on the condition of trade is practically nil, and it is expected that full supplies will be procured before long.

PIG IRON.—The situation in this market is not relieved in the least. The inquiry is heavy, and orders are far behind with all manufacturers. The price of Canadian iron is quoted at $18.50 to $19 and Summerlee is worth $21.50 to $22.

BAR IRON.—A fair amount of business is reported in bar iron, but no quotable change has been made. The market is steady at $2 for merchants' bar and $2.20 for horseshoe iron.

BLACK SHEETS.—There is a fairly good demand in black sheets, and most jobbers have supplies enough to answer all requirements. A few, however, report themselves as short on some sizes. The prices remain unchanged all round, and we quote as follows: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50, and 8 to 20 gauge, $2.50.

GALVANIZED IRON.—Trade in this metal continues to be quite active. The market, however, is steady and prices unchanged, though stocks are none too heavy. We quote: No. 28, Queen's Head, $4.40; Apollo, 10¾ oz., $4.40; Fleur de Lis, $4.15; Comet, $4.25; "Bell" brand, $4.30. For less than case lots 10c. extra is charged.

INGOT COPPER.—Copper is rather quiet on the market at present and no new feature can be reported. The price remains steady at 14c. per lb.

INGOT TIN.—Trade continues about as usual, with Straits selling at 33½c.

PIG LEAD.—In this line there is little to report. Business is of but small proportions, and the price has not changed. We quote $3.25.

LEAD PIPE.—Composition and waste are quoted at 8c. Ordinary sells for 7c. The discount is 37½ per cent. The market has developed nothing of unusual interest since last week, and a fair demand is experienced.

IRON PIPE.—Prices on iron pipe remain unchanged throughout the list. Business is reported fair, and our quotations are as follows: Standard pipe per 100 feet, in lengths under 19 feet: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1-in., $5.20; 1¼, $7.35; 1½, $8.95; 2-in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $3.85; ¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.20; 2-in., $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½, $4.20; ¾, $5.25; 1-in., $7.55; 1¼, $10.55; 1½, $12.75; 2-in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1-in., $9.55; 1¼, $13.25; 1½, $16; 2-in., $21.90. For threads and couplings 5 per cent. is added.

TINPLATES.—There is a moderate inquiry for tinplates at the prices we quote. Nothing special, however, is doing. Charcoals are now selling at $4.75 to $5.25 and cokes, $4.25.

CANADA PLATES.—These remain unchanged in price on the local market, and trade is reported brisk. A few wholesalers are still short on some sizes, particularly 60 sheets. We quote: 52's, $2.70 to $2.80; 60's, $2.85 to $2.90; 75's, $2.80 to $2.85; full polished, $3.75, and galvanized, $4.25 to $4.35; galvanized, 60's, $4.45 to $4.55.

STEEL.—The market is featureless. Trade is quiet and prices unchanged. We quote: Sleighshoe, $2.10; tire, $2.20; bar, $2.05; spring, $2.85; reeled machinery, $2.75; toecalk, $2.70.

SHEET STEEL.—Trade is no more than fair. A few large orders, however, are reported to have been received this week, but the demand is irregular and the total of business does not amount to much. We quote as follows: Nos. 10 to 20, $2.50; 3-16, $2.50; ¼, 5-16, and ⅜, $2.40.

TOOL STEEL.—The market for tool steel shows little or no improvement, and trade is still quiet. The prices are unchanged. We quote as follows: Black Diamond, 8c.; Sanderson's, 8 to 12c., according to grade; Jessop's, 13c.; Leon-

ard's, 7½c.; Jonas & Colver's, 8 to 15c. ; "Air Hardening," 30 to 50c.

TERNE PLATES.—A somewhat better business has been done this week. The market, however, is still quiet. The price is $7.50.

COIL CHAIN.—In chain there is not much doing at present. Local buyers have placed a few orders, but apart from this the demand is very light. We now quote : No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼-inch, 7¼c. per lb.; 5-16, $5 ; 5-16 exact, $5.25 ; ⅜, $4.25 ; 7-16, $4.05 ; ½, $3.95 ; 9-16, $3.85 ; ⅝, $3.55 ; ¾, $3.50 ; ⅞, $3.45 ; 1-inch, $3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC.—The demand has not improved and trade is quiet at unchanged prices. We quote $5.85 to $6.25.

ANTIMONY.—The market has exhibited no new feature since our last report. Business is of small proportions, and the price is steady at 10c.

ZINC SPELTER.—We quote 5c. This metal is absolutely featureless and in but small demand.

SOLDER.—There is a good demand for solder, and the market is active and steady. No material change has been reported. Bar solder is now worth 18c. and wire solder, 20c.

PAINTS AND OILS.

As regards prices there has been no change in any line, except ground white lead. The fixed price in this staple has been done away with and prices are now open. A number of prices are quoted by the different manufacturers. Dry white lead and dry red lead remain unchanged in price. Paris green is now quiet, and the feeling is that the trade is practically over for the season. In turpentine and linseed oil prices have been steady under a good demand. Supplies are equal to the demand, and the market shows no excitement whatever. We quote :

GROUND WHITE LEAD.—Best brands, Government standard, $5.25 to $5.87½ ; No. 1, $4.87½ to $5.50 ; No. 2, $4.50 to $5.12½ ; No. 3, $4.12½ to $4.75 ; No. 4, $3.75 to $4.37½ ; all f.o.b. Montreal. Terms, 4 months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5.25 in casks ; kegs, $5.50.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote : Bulk, in bbls., $1.90 per 100 lb.; bulk, in less quantity, $2.05 ; bladders, in bbls., $2.25 ; bladders, in 100 or 200-lb. kegs or boxes, $2.40 ; in tins, $2.55 to $2.65 ; in less than 100-lb. lots, $3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $1.50 ; in 100-lb. kegs, $4.75 ; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25 ; kegs, $4.50, and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c. ; less quantities, 5½c.; flake litharge, casks, $5.25 ; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 77c.; boiled, 80c. In 5 to 9 bbls., 1c. less. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gal. advance.

Our Metallic Ceilings and Walls

Are an ideal finish for all kinds of buildings, because they combine both beauty and utility.

We make an almost countless assortment of artistic designs—the plates fitting accurately, the joins imperceptible and the pattern continuous in perfect precision throughout.

The sanitary superiority, fireproof protection, handsome effect and moderate cost appeal to all progressive people.

You can scarcely afford not to handle these goods—their uniform reliability makes satisfied customers every time.

Keep our catalogue and price list handy.

The Metallic Roofing Co., Limited,

WHOLESALE MANUFACTURERS,

TORONTO, WINNIPEG, MONTREAL.

TURPENTINE.—Single barrels, 68c.; 2 to 4 barrels, 67c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45 ; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.45 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PARIS GREEN.—Petroleum, bbls., 16¾c. per lb.; arsenic kegs, 17c.; 50 and 100-lb. drums, 17½c.; 25-lb. drums, 18c.; 1-lb. packages, 18½c.; ½-lb. packages, 20½c.; 1-lb. tins, 19½c.; ½-lb. tins, 21½c. f.o.b. Montreal. Terms : 3 per cent. 30 days, or four months from date of delivery.

SCRAP METALS.

There is no change to report in this market. The situation remains practically the same as last week. Zinc and red brass are firm. Wrought scrap is stiffening and higher prices are looked for. We quote : Heavy copper and wire, 10c. per lb.; light copper, 8c.; heavy red brass, 10½c.; heavy yellow, 9c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2¼c.; iron No. 1, wrought, $15 ; No. 2, $7 per ton ; machinery scrap, $16 ; stove plate, $12 ; malleable and steel, $5 ; mixed country rags, 60 to 70c. per 100 lb. ; old rubbers, 6 to 6¼c. per lb.

GLASS.

Trade is still very quiet and the market is featureless. Our quotations are as follows : First break, 50 feet, $2.10 ; second, $2.20 for 50 feet ; first break, 100 feet, $4 ; second break, $4.20 ; third break, $4.70 ; fourth break, $4.95.

HIDES.

Beef hides are ½c. lower this week and lambskins have advanced 10c. The market, however, is quiet. We quote : No. 1 hides, 9½c.; No. 2, 8½c.; No. 3, 7½c. Calfskins, 10 to 12c. ; lambskins, 40c.

MARKET NOTES

Lambskins are 10c. higher.

The discount on churns has been reduced 3 per cent.

The discount on brass and copper wire is 2½ per cent. higher.

Ground white lead has been reduced 62½c. by some makers.

The discount on fine wire is now 25 per cent. instead of 22½ per cent.

ONTARIO MARKETS

Toronto, August 15, 1902.

HARDWARE.

BUSINESS in wholesale hardware seems to be keeping up well, and although most of the travellers are enjoying their holidays, quite a few orders keep coming in by mail. These orders, though small, are quite numerous, and the prospects are bright for a heavy fall business. The manufacturers now have caught up in the lines in which they were behind, and from now on they expect to make deliveries promptly. No important changes have occurred during the week, excepting that the makers of wooden handles, such as heavy fork and axe handles, have issued a new list in which the discount in all lines is placed at 50 per cent. They state that this change has been made chiefly to secure uniformity in discounts.

BARB WIRE.—A moderate amount of business in barb wire continues to be done. The base price is quoted at $2.65 for carlots, and $2.77½ for less than carlots f.o.b. Cleveland. From stock, Toronto, $3.

GALVANIZED WIRE.—This line is experiencing a fair demand at prices which are unchanged. We quote : Nos. 6, 7 and 8, $3.50 to $3.85 per 100 lb., according to quantity ; No. 9, $2.85 to $3.15 ; No. 10, $3.60 to $3.95 ; No. 11, $3.70 to $4.10 ; No. 12, $3 to $3.30 ; No. 13, $3.10 to $3.40 ; No. 14, $4.10 to $4.50 ; No. 15, $4.60 to $5.50 ; No. 16, $4.85 to $5.35. Nos. 6 to 9 base f.o.b. Cleveland are

quoted at $2.52½ in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE.—The trade doing in this line is of a light nature. We quote the base price: $2.60 per 100 lb. Oiling, 10c.; coppering, 60c., and tinning, $2 per 100 lb. extra. Delivery points Toronto, Hamilton, London and Montreal, with freights equalized on those points.

FINE STEEL WIRE.—Quite a trade is reported this week. The discount is 22½ per cent.

WIRE NAILS.—A good demand continues for wire nails, and the market is strong and unchanged. We quote $2.55 for less than carlots and $2.50 for carlots. The delivery points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—These continue in good demand. We quote: Cut nails, $2.45 per keg, and $2.37½ for carlots.

HORSE NAILS.—Business in horse nails is inclined to be quite heavy, and an active demand is expected to shortly set in for the fall. At present orders are being taken only for immediate delivery. We quote base price: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "M" brand, 50, 10 and 5 per cent.; "Monarch," 60 2-3 per cent. "Countersunk" head, 60 per cent.

HORSESHOES.—These continue active and firm. Quotations are as follows: Iron shoes, No. 2 and larger, light, medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—Although the holiday season is decreasing the demand for screws, there is still a good amount of business doing. Prices are unchanged. We quote as follows: Flat head bright, 87½ and 10 per cent. discount; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze, 70 per cent.

RIVETS AND BURRS.—What has been said of screws may be said of rivets and burrs. Trade in these latter is much better than was expected. We quote the discounts: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—The slight lull in trade that is being experienced just now is giving manufacturers an opportunity to complete the filling of their orders. But business is not by any means slack. We quote as follows: Carriage bolts, common ($1.00 list), 50 per cent.; carriage bolts, full square ($2.40 list), 55 per cent.; carriage bolts, Norway iron ($3 list), 55 per cent.; machine bolts, all sizes, 50 and 5 per cent.; coach screws, cone points, 66 2-3 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SCREEN DOORS AND WINDOWS.—There continues to be a little business doing in screen doors, but the season is about over. Prices are unchanged. We quote: Walnut, stained, 3-inch style, $6.80 per dozen; stained, yellow, $7; natural color, oil finish, $8.15; 4-inch style, 20c. extra per dozen. Windows: No. 0, $1.60; No. 1, $1.70; No. 2, $1.95; No. 3, $2.10; No. 4, $2.50 per dozen.

GREEN WIRE CLOTH.—The nature of the trade doing in green wire cloth is quiet. The price is $1.37½ per 100 feet.

SPADES AND SHOVELS.—A moderate sorting-up demand continues in spades and shovels. We quote the discount at 40 and 5 per cent.

ROPE.—Hay-fork rope is the principal size in demand in the rope line this week, but a number of small orders continue to come in for various sizes of other lines of this article. The base price is as follows: Pure manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, single, 11c., double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per dozen.

BINDER TWINE.—There is likely to be a scarcity of this article before the season is over, as the heaviness of the grain crop this year is making it necessary to use more of this commodity than was expected earlier in the season. The prices are unchanged. We quote as follows: "Blue Ribbon," 650 ft., 15c.; "Red Cap," 600 ft., 14c.; "Tiger," 580 ft., 13c.; sisal, 500 ft., 11½c.

HARVEST TOOLS.—Trade is quite brisk, although the season will soon be over. The discount is 60 per cent.

EAVETROUGH, ETC.—Quite a quantity of eavetroughing is still going out, but business in this line is not so brisk as it was, and our quotations are as follows: Eavetrough, $3.10 per 100 square feet, for 10-inch, and conductor pipe at $4 for 3-inch, and $5.25 for 4-inch.

BUILDING PAPER.—Trade in building paper remains about the same as it was last week. Our quotations are now as follows: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll.

HARVEST WHIPS.—Business in harvest whips is still good, but the demand shows a considerable falling off.

CHURNS, ETC.—Trade in these is still good and the manufacturers have slightly advanced their prices. The discounts have been changed from 56 per cent. to 53 per cent., delivered from factories.

POULTRY NETTING.—Some sorting-up orders continue to arrive, but the season is about over.

SPORTING GOODS.—Orders for guns and rifles are quite numerous. There are also a number of loaded shells being forwarded to different parts of the country.

CEMENT.—A good demand keeps up for cement, and the market is firm and unchanged. The manufacturers are just able to keep up with their orders and no surplus stock is accumulating. We quote as follows: Canadian Portland, $2.40 to $3 and Canadian hydraulic, $1.35 upwards per barrel.

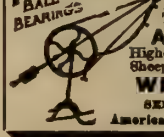
METALS.

The condition of the local metal market is about the same as it was last week. The buying has not been heavy, but a fair demand continues for shipment from stocks. The outside tin markets are stagnant and easy, and the same may be said of copper. The iron market keeps in a healthy condition.

PIG IRON.—The demand for pig iron continues active and prices are strong. The ruling quotations f.o.b. furnaces are $20.50 to $21 for No. 1 foundry. A large

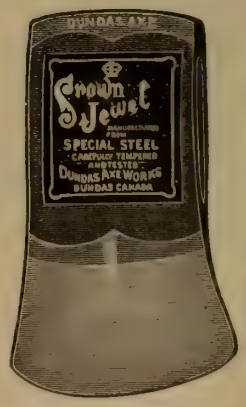
OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL

COVERT MFG. CO.
West Troy, N.Y.
Steel Carriage and Wagon Jacks,
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS
BALL BEARINGS

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

The Best Door Closer Is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St., - - BIRMINGHAM

Oneida Community Goods
HALTERS, COW TIES SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT

..A..
STANDARD.
The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.


Dundas Axe Works, Dundas, Ont.
W. L. Haldimand, Jr., Eastern Agent, Montreal.

business is being done for future delivery next year.

STEEL BOILER PLATES.—These are still in good demand and the tone of the market is strong. We quote $1.80 for carload lots on track, Toronto.

STEEL BEAMS.—Trade in these keeps up fairly well. Prices are unchanged. Quotations are as follows: Steel beams, from stock, $2.75 and in carload lots on track, $2.

STEEL RAILS.—Quotations for steel rails are firm at $36 for electric railways.

TOOL STEEL.—The local market for tool steel continues unchanged. We quote: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 8 to 15c.; ditto, "Air Hardening," 30 to 50c.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's Special, 15 to 20c.

MILD STEEL.—There is still a fair demand for mild steel.

SPRING STEEL.—Trade in this article continues moderate.

BOILER TUBES.—A moderate amount of business is doing in this article.

BAR IRON.—Buying is not as active as it was, owing to the holiday season being on, but a fair demand is still reported. In the United States little business is at present being done, but the prices are unchanged. We now quote $1.95 to $2.05 base. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb., 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS.—There is a good, steady demand reported for these. We quote: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—There is quite an active demand for these from stock at unchanged prices. We quote: All dull, $2.90 to $3; half-polished, $3 to $3.10, and all-bright, $3.75 to $3.85.

GALVANIZED SHEETS.—Trade in galvanized sheets still remains active. In the United States prices are easy. Our quotations are as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 29 gauge; Bell brand, $4.30 for 28 gauge.

TIN.—There is reported a good demand for tin in small lots. The market is steady and unchanged. We quote $32 to $33 per 100 lb.

TINPLATES.—A fair amount of business continues in these. We quote: Charcoal, $4.75 to $5 per box and cokes, $4.25 per box.

COPPER.—Ingot copper is quiet, and the same may be said of sheets. We quote ingot copper, $14 per 100 lb. and sheet copper, $22 to $23.

BRASS.—The movement of brass on the local market is small and the prices are unchanged. The discount is 15 per cent.

PIG LEAD.—More inquiry for pig lead has been made on the local market this week. The outside markets are strong. We quote: Pig lead, $3.50 to $3.75 and bar, $5.

IRON PIPE.—There continues to be a fair amount of orders for lead pipe on the local market. Prices are unchanged. Our quotations are as follows per 100 ft.: ¼-in., $2.40; ⅜-in., $2.65; ½-in., $2.85; ¾-in., $3.65; 1-in., $5.20; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; galvanized, 1-inch, $7.20. Trade discount is 4 per cent. for carlots.

ZINC SPELTER.—This article is in more active demand this week. We quote 5 to 6c. per lb.

ZINC SHEETS.—A good demand is reported for zinc sheets. We quote: Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER.—Trade in solder continues steady.

ANTIMONY.—The market for this article is quiet. We quote $19.50 per 100 lb.

PAINTS AND OILS.

The feature of this week's market is the decision of the association of grinders of white lead in oil to leave the prices of white lead open. As a result, each manufacturer is quoting special prices of his own, and the market is demoralized. The decline in prices since last week is from 87½ to 97½c. per 100 lb., and many look

NICHOLSON FILE CO.

Dominion Works, Port Hope, Canada.

Are now producing six hundred dozen First Quality Files and Rasps daily, which are being shipped to all parts of the Dominion, and may be obtained from prominent hardware merchants who carry a full stock of these goods at reasonable prices.

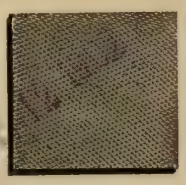
Canadians **DEMAND** and **WILL HAVE** superior goods.

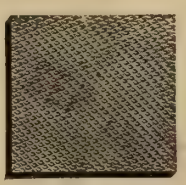
12 in. Rasp Smooth.

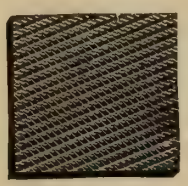
12 in. Rasp 2d Cut.

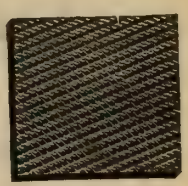
12 in. Rasp Bastard.

12 in. Rasp Coarse.

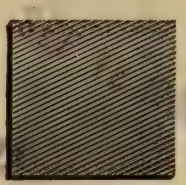

12 in. Double Cut Smooth.

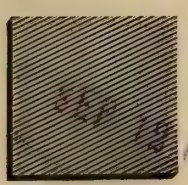

12 in. Double Cut 2d Cut.

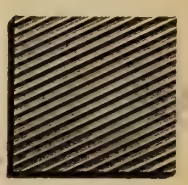

12 in. Double Cut Bastard.


12 in. Double Cut Coarse.

12 in. Single Cut Smooth.


12 in. Single Cut 2d Cut.


12 in. Single Cut Bastard.


12 in Single Cut Coarse.

THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

THE CELEBRATED

NATIONAL CUTLERY CO. SHEARS

Acknowledged the best and fully warranted.
Not connected with any Shear Combination.

Tailors' Shears, Trimmers, Ladies' Scissors, Barbers' Shears, Tinners' Snips.

DECATUR, BULL & CO., Sales Agents, MONTREAL

for even lower figures than these before long. As it is, stocks in the hands of the wholesalers are very light, and up to the present the manufacturers have been unable to cope with the demand of this season, which has been very great. The prices on white lead, which we quote, are the lowest obtainable. The market for spirits of turpentine and raw and boiled linseed oil is inactive and strong. Trade, generally, in paints and oils is experiencing the usual midsummer dullness. We quote :

WHITE LEAD.—Ex-Toronto, pure white lead, \$4.90 to \$5 ; No. 1, \$4.52½ to \$4.62½ ; No. 2, \$4.15 to \$4.25 ; No. 3, \$3.77½ to \$3.87½ ; No. 4, \$3.40 to \$3.50 in packages of 25-lb. and upwards ; ½c. per lb. extra will be charged for 12½-lb. pkgs.; genuine dry white lead in casks, \$5.02½.

RED LEAD.—Genuine, in casks of 560 lb., \$5 to \$5.12½; ditto, in kegs of 100 lb., \$5.50 ; No. 1, in casks of 560 lb., \$4 ; ditto, kegs of 100 lb., \$4.50.

LITHARGE.—Genuine, 6 to 6½c.

ORANGE MINERAL.—Genuine, 7¼ to 8c.

WHITE ZINC.—Genuine, French V.M., in casks, \$6 to \$6.25 ; Lehigh, in casks, \$6.00.

SHINGLE STAIN.—In 5-gal. lots, 60c. to \$1.20 per gal.

BENZINE AND GASOLINE.—Benzine, in barrel lots, 18¾c. per gal.; gasoline, ordinary, 21¼c., and engine, 22¼c. f.o.b. Toronto.

PARIS WHITE.—90c. to \$1 per 100 lb.

WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35c.; in less than cases, 40c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., \$2.25 to \$2.35 ; white, \$2.35 to \$2.45 per gal.; in less quantities 10c. extra.

PUTTY.—Bladders, in bbls., \$2.25; bladders, in 100-lb. kegs, \$2.40 ; bulk in bbls., \$1.90 ; bulk, less than bbls. and up to 100 lb., \$2.05 ; bladders, bulk or tins, less than 100 lb., \$2.90.

PLASTER PARIS.—New Brunswick, \$1.90 per bbl.

PUMICE STONE.—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity ; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS.—Pure, \$1.20 to \$1.40 per gal.; No. 1, \$1.10 per gal.

CASTOR OIL.—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 barrels, 79c.; boiled, 82c.; 3 to 5 barrels, raw, 78c.; boiled, 81c.; 6 to 9 barrels, raw, 76c.; boiled, 79c., delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil, sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 69c.; 2 to 4 bbls., 68c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

There is not much doing at present in glass, but trade is expected to shortly pick up. Our quotations are now as follows : Under 26 inch, \$4.45 ; 26 to 40 in., \$4.65 ; 41 to 50 in., \$5.10 ; 51 to 60 in., \$5.35 ; 61 to 70 in., \$5.75 ; 71 to 80 in., \$6.25 ; 81 to 85 in., \$7 ; 86 to 90 in., \$7.75. Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days. Discount off pane price list, 40 per cent.

OLD MATERIAL.

Trade in old material is quiet and the local prices are unchanged. Our quotations are as follows : Heavy copper and wire, 10¼c. per lb.; light copper, 8c. per lb.; heavy red brass, 10c.; heavy yellow brass, 8 to 8½c.; light brass, 5c.; lead, 2¼ to 2½c.; scrap zinc, 2¼c.; iron, No. 1 wrought, \$14 per net ton ; No. 2 wrought, \$6 ; machinery cast scrap, \$14 ; stove plate, \$10 ; malleable and steel, \$6 ; old rubbers, 6c. per lb., and country mixed rags, 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES.—The market for hides is firm and they are selling readily. We quote as follows : No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 9c. ; No. 2 green, steers, 8c.; cured, 8½ to 9c.

SKINS.—The usual supply continues to arrive and the market is without any change. Our quotations are as follows : Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each ; shearlings, 35c.; lambskins, 35c.

WOOL.—There is a fair movement in wool reported at the following prices : Wool, fleece, 13½c.; unwashed, 7½c. per lb.

TALLOW.—There is a good demand for tallow, and no accumulation of stock. Prices have been advanced ¼c. per lb. We quote 6½ to 6¾c. per lb.

COAL.

What was said last week regarding the coal situation still holds good for this week. No new developments have been reported and no indications that work will shortly be resumed are apparent. The stocks of hard coal in the hands of local coal merchants are steadily becoming smaller, and if present conditions continue, prices will be very high this fall and winter. We quote at international bridges : Soft coal, \$3 to \$4.50 per ton.

PETROLEUM.

A fair business keeps up in petroleum. The fall demand will shortly set in. We quote : Pratt's Astral, 17 to 17½c. in bulk (barrels extra) ; American water white, 17½ to 18c. in barrels ; Photogene, 17 to 17½c.; Sarnia water white, 16½ to 17c. in barrels ; Sarnia prime white, 15 to 15½c. in barrels.

MARKET NOTES.

There has been a drop in white lead (ground in oil) of from 87½ to 97½c. per 100 lb.

The discount on churns has been changed from 56 per cent. to 53 per cent. off list, for delivery from the factories.

The Standard Paint and Varnish Works Company, Limited, Windsor, Ont., report that they are having a good run in Western Ontario for their "Monarch" brand white lead.

THE ONE-MAN POWER.

CONDITIONS of business are always changing. Sometimes we have the changes brought to our attention in peculiar ways.

The existence of numerous law offices where large forces are at work exclusively in the details of incorporating companies tells a significant story of recent developments.

It means that firms are changing to corporations, partners to stockholders. There is an independence and advantage in this form of conducting business which makes it popular.

The old-time business run by one-man power is rapidly becoming a tradition ; just as the newspaper that held its circulation through the presence of one well-known man in the editorial chair is gone. Both changes are incident to natural progress toward the day of permanent and larger things.

A little thought shows us that this is well. When a great business depends upon the energies of one man that man must keep his hands on a dozen levers. The routine even rests for its initiative upon the single personality ; and if that fails there is a bad break. When Horace Greeley died "his" paper suffered in a way that would not be true of to-day's Tribune should its editor pass away suddenly. Most of the readers do not even know the present editor's name.

Not until his recent death did many of the world hear the name of Ford in connection with The Youth's Companion, which he owned. The firm name "Perry Mason & Co." is a created one. Mr. Ford being a modest man, desired to conduct his paper under another than his own name, and so borrowed one from his imagination.

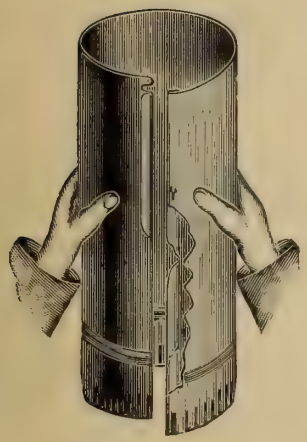
The up-to-date business enterprise starting to-day is an incorporated company. It is an impersonal thing. Customers and the public deal with it as such. Men may come and men may go, but it goes on ; and without stop or hindrance because of the physical vicissitudes of humanity.

It is said of the late Cecil Rhodes that the views he entertained of death were very simple. "When I am dead let there be no fuss. Lay me in the grave, tread down the earth and pass on," he wrote.

In all the great new business enterprises this may be done with the founders and the heads, be they ever so powerful, efficient and apparently essential to success. One by one they may be laid in the grave and the earth pressed down, while the great works and the great work goes on without interruption. —The Business World.

Brunet Eucharistе, general merchant, Nominique, Que., is commencing business.

Stove Pipe and Elbows



"Empire"
Patent Stove Pipes
Put up in Crates of 25 lengths each.

A Few Reasons why they are winners.

Long in the throat—which insures perfect draft.
Flat in the crimp—easily cleaned.
Holds no dirt, inside or out.
Adjustable—readily fitting all makes of pipe.
Saves time and labor in putting up. Makes neatest work.
Crated in bundles of one dozen—safe delivery insured.
Polished are made of Dark Blue Steel.
Common are made of Dark Black Steel,
5 — 6 — 7 — 8 inches.

Standard Pleated Elbows

THE THOS. DAVIDSON MFG. CO., Limited
MONTREAL.

Winning Favor in Australia

"The engineering merchants here consider your Solid Box Blacksmiths' Vises superior in quality and workmanship to any they have ever handled. They say they are remarkably suitable, and give perfect satisfaction."
[Extract from letter received from our Australian Agents located in Melbourne.]

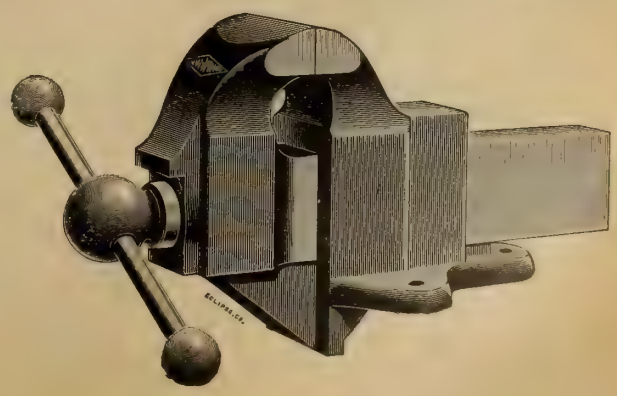
Our facilities are unexcelled for making

Blacksmiths' and Machinists' Vises

Modern equipment and methods, high-grade material and workmanship are combined in our plant, producing

THE BEST VISES MADE

Lamplough & McNaughton
CANADIAN SALES AGENTS
19 De Bresoles St., Montreal



Manufactured by

THE COLUMBIAN HARDWARE COMPANY
CLEVELAND, OHIO.
NEW CATALOGUE JUST ISSUED—WRITE FOR IT.

HEATING AND PLUMBING

BUILDING PERMITS IN TORONTO.

DURING the week in the office of Building Inspector Copping, the following building permits were granted: Arthur Tepper, two-storey dwelling, brick cellar and front, rough-cast sides and back, 4 Bowman street, for $900; R. Maxwell, brick foundation and brick front, 430 Ontario street, for $600; Dr. Temple, two-storey and attic brick and stone dwelling, near St. George street, on Bloor, for $9,000; Mr. Fowels, alterations and additions to store, brick, 244 Parliament street, for $600; Ishmanel Baldwin, two-storey wood stable, 648 Palmerston ave., for $80; H. White, two-storey brick dwelling, on Walker ave., near Yonge street, far $2,200; Bank of Commerce, one-storey brick addition to bank, corner of Jordan and Melinda streets, for $10,000; S. Levinter, one-storey brick addition, Queen street west, rear of 433-435, for $500; Gurney Foundry Co., chimney stack, 100 ft. high, near Brant street, King street west, for $2,000; Mason & Risch, one-storey brick boiler house, 642 King street west, for $1,000; Joseph Tilt, five attached two-storey and basement brick dwellings, Chestnut street, near Queen, for $5,000; Lee estate, one-storey greenhouse, brick and glass, corner of Queen street and Lee ave., for $1,500; Bank of Toronto, two-storey branch, brick and stone, corner of Queen street and Spadina ave., for $16,000; Richard Toft, two-storey and attic brick dwelling, near Yonge street, on Woodlawn ave., for $2,500; Jos. Davison, for a two-storey brick stare and dwelling, 265 Pape ave., for $2,000; Acme Loan and Savings Co., pair of two-storey attic and semi-detached brick dwellings, Albany ave., near Barton, for $3,500; Polson Iron Works, one-storey carpenter shop, wood, covered with galvanized corrugated iron, on Esplanade street, for $1,350; Capt. Alfred Trigge, 2½-storey brick dwelling, near Yonge street, on Walker ave., for $4,000; R. H. Davies, 1½-storey brick stable, 84 Crescent Road, for $1,800; C. W. Turner, alterations and addition to store, brick and stone, at 26 West Market street, for $1,000.

OTTAWA BUILDING PERMITS.

During the past week six building permits were issued by Building Inspector Pratt. The aggregate value represented is $20,600. Following comprises the list: Christopher Scott, brick-veneered dwelling, Second ave, $800; estate of Mrs. Martin, four solid brick residences, King street, between Theodore and Wilbrod, $14,000; Robert J. Evans, for a frame dwelling, William street, $350; Eugene Patry, frame addition to dwelling, Margaret street, $250; H. B. Hill, solid brick double house, First Avenue, $4,000; Charles Gamble, brick-veneered dwelling, Flora street, $1,200.

TORONTO PLUMBERS AT HALIFAX

Among the Toronto plumbers who are in attendance at the Master Plumbers' Convention at Halifax are: J. Wilson, President of The John Ritchie Plumbing Company, Adelaide street east; Mr. Mansell, of Purdy, Mansell & Co., 46 Adelaide street west; W. H. Meredith, manager of The R. H. Lear Co., Richmond street west, and secretary of the Provincial organization, and Joseph Wright, of Bennett & Wright, Queen street east.

BUILDING NOTES.

CONTRACTS have been let for another fine business block on Talbot street, London, opposite the Market Square. J. Darch & Son will erect a six-storey warehouse, providing three retail stores on the ground floor.

Work has been commenced for the laying of the foundation of the Ross Rifle factory on the Cove Fields, in Quebec.

The Union Bank will erect on the corner of Main street and William avenue, in Winnipeg, an eight-storey branch and office building.

J. Darch & Sons, harness dealers, London, Ont., have taken out a permit for the erection of a six-storey warehouse adjoining the premises now occupied by them on Talbot street.

Bridgetown, N.S., reports the following building operations: Brick school house, to cost between $10,000 and $12,000; a two-and-a-half-storey brick building for store purposes and Y.M.C.A. rooms; house and ice-cream parlors for Mrs. Brown; a dwelling for J. F. Lloyd.

The Bell Telephone Company will erect on the property purchased at Nos. 31 and 33 Temperance street, Toronto, just east of the company's present property, a new building, as large as the present one, in the place of the old houses now standing there. It is understood that the price paid for the properties was about $17,000. New and larger switchboards of the central energy type will be placed in the new building, and ringing to get "central" will be dispensed with on all "main" telephones, as is now the case on "park" and "north" services.

PLUMBING AND HEATING NOTES.

J. B. RESTHER & SONS, architects, Montreal, have received instructions from The Freyseng Cork Company, Limited, to prepare plans for a large brick and stone factory on St. Paul street, Montreal, in which they will manufacture Canadian cork. The building will be erected on the premises bearing Nos. 655 and 657 St. Paul street. The cost of the building alone will be $15,000, and it will be fitted up with all the latest machinery at a cost of $60,000.

The plumbing of Dr. Hall's new office, Chatham, Ont., was done by J. C. Wanless, of that place.

The Keith & Fitzsimmons Co., Limited, plumbers, King street west, Toronto, are effecting considerable repairs and improvements in their office room and display windows.

The corner stone of the new Presbyterian Church at Midland, Ont., was laid on Tuesday, August 5. The contract price of the building is $13,357, and $800 for heating, the probable cost of the whole being about $16,000. Wallace & Cooke, of Midland, are the contractors, and Simpson & Moffat, Toronto, the architects.

Mrs. Foshay, of Bridgewater, Ont., contemplates extensive improvements to her hotel. Wide piazzas and a large wing will be added to the building; the dining-room will be enlarged; bathrooms, smoking-room, office and lavatory added, all fitted up with modern conveniences. Four sample rooms for commercial travellers will be a feature of the new hotel.

It is the intention of The Ottawa Trust and Deposit Company to add three storeys to the Trust Building at the corner of Sparks and Elgin streets, Ottawa. The structure is now a five-storey one, including the basement. The addition will mean an expenditure of several thousand dollars. Other improvements are contemplated, such as the installation of a second elevator.

PLUMBING AND HEATING CONTRACTS.

J. E. Gray, 121 Queen street east, Toronto, has secured the following contracts: Plumbing and hot-water heating of new dwelling of Rev. Father La Marche, of King street; also lighting, plumbing and heating of four new houses on Howland ave., for Mr. German.

Guest & Co., 86 Church street, Toronto, have secured contracts for plumbing and gasfitting for two houses for Mr. Morris, on Brooklyn ave; also the plumbing and gasfitting of one dwelling for Wm. Reynolds, Kew Beach; alterations to plumbing for A. Downing, Dunn ave.; alterations to plumbing of dwelling of Albert Clarke, Waverley Road.

When the farmer wants to paint his barn, his fence, his out-houses in general, give him something that will do the work well and not be costly. That's what he wants.

RAMSAYS OUTSIDE PAINTS

can be sold for $1.00 a gallon and will do the work well—get them for the farmers' Fall painting.

A. RAMSAY & SON,
MONTREAL.

PAINT MAKERS.
ESTABLISHED 1842.

Booth Copper Co., Limited

Cuts Copper and Brass

SHEETS—TUBES—RODS

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FULL STOCK ALWAYS ON HAND.
PROMPT SHIPMENTS.

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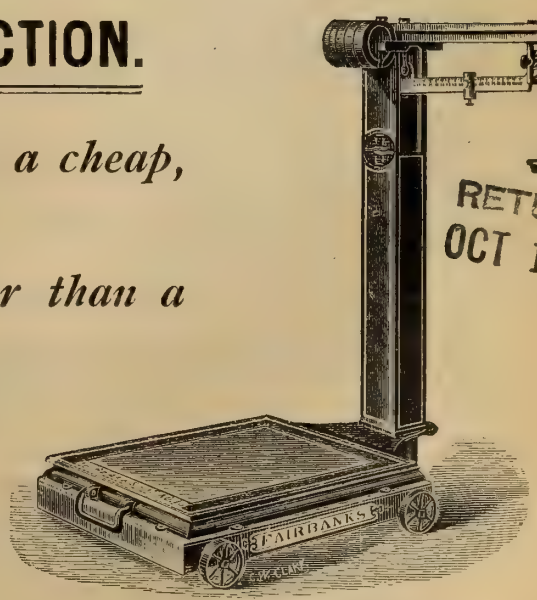
FAIRBANKS STANDARD SCALES

GIVE UNIVERSAL SATISFACTION.

You know as well as we can tell you, a cheap, poor scale is false economy.

You can't afford to use any other than a "Fairbanks Standard."

Take no substitute—there is no other "just as good."



Send for our Catalogue.

The Fairbanks Company

MONTREAL. VANCOUVER.

CAPTAIN NEEDED FOR STOVE TRADE.

DISCUSSING the condition of the stove trade a writer in Metal Worker says: "When one who has been in the stove business all his life, knows its possibilities and opportunities and what it has done, reads the statement of President Charles M. Schwab of The United States Steel Corporation, and sees that the expected profits for the coming year run up over $140,000,000, he wonders where the stove business comes in. The stove industry is one of far greater usefulness than the manufacture of steel rails, structural steel and other products made by The United States Steel Corporation, for every family must cook to eat and must eat to live, whereas railroads do not have to be built, neither is it compulsory to erect buildings, or even if a building must be erected it need not be composed of steel frame construction. On the other hand, every wooden or brick house contains one or more of the products of a stove foundry; this, however, is not necessarily the case with the products of The United States Steel Corporation.

"The concentrated product of the stove business, if it had a captain with the brains and backbone of Mr. Schwab, would show results which would astonish the old-fashioned stove manufacturer. The stove business is now principally run by the buyer and the Molders' Union. The poor devil of a manufacturer has little to do with it; he is only submitting to what he cannot help. The stove manufacturer does not control his iron, coke or coal, and only incidentally controls his bank account. If the stove business had a captain it would then control its iron, its coke and not only its bank account, but the Molders' Union as well, not to the detriment of any but for the benefit of all. When nearly every other product made here is exported in large quantities, why cannot stoves be exported? It is true they are exported, but what a penny peanut business it is compared with almost any other line of equal importance.

"The stove business needs a captain, and needs one quickly. It needs a captain who will gather the scattered soldiers who are all fighting on their own account, and fighting each other at that, and bring them into a harmonious company and march them on as one man, shoulder to shoulder, to the success that should come to hard and earnest workers. Where can the stove business find such a captain?"

ATKINS HIGH-GRADE, CROSS-CUT SAWS ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS

E. C. ATKINS & Co., LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS.

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MANUFACTURERS.

PYRAMID WORKS, SHEFFIELD, ENGLAND.

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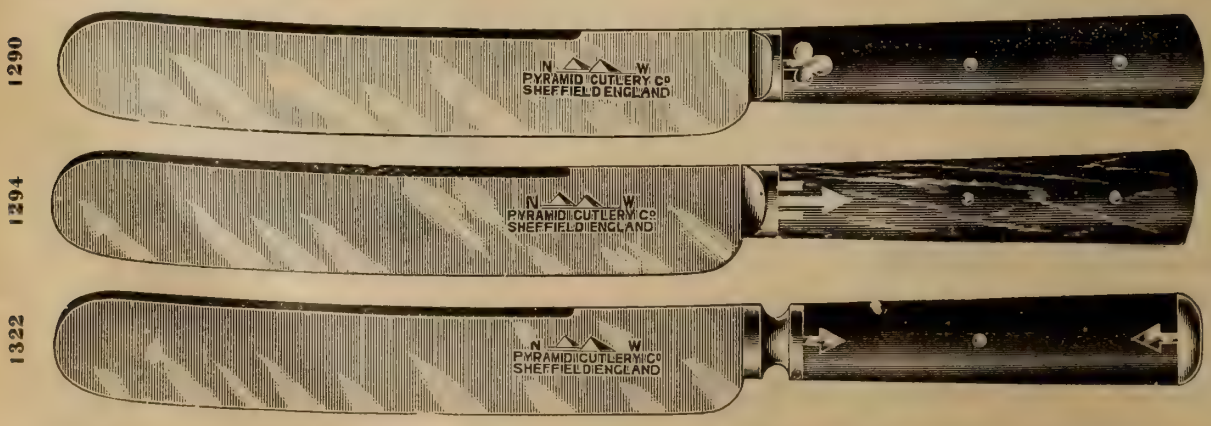
TABLE CUTLERY
BUTCHERS' KNIVES & STEELS
FARRIERS' KNIVES

ESTABLISHED 1861

TELEGRAMS "PYRAMIDS, SHEFFIELD."

BREAD KNIVES
PUTTY, PALLETTE, SHOE & POTATO KNIVES



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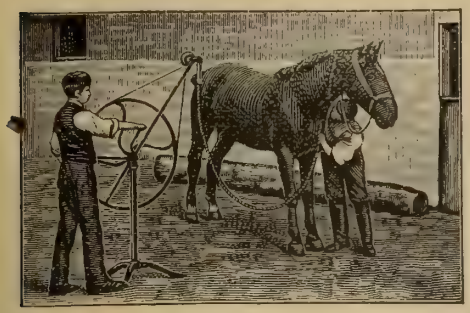
Canadian Agents: W. L. HALDIMAND & SONS, St. Dizier Street, MONTREAL.

BURMAN & SONS' CELEBRATED CLIPPERS

Established 1871. **BIRMINGHAM, ENG.** for Horsemen and Barbers.



NO. 3—POWER CLIPPER, with "Wrist Joint."

As supplied to { The Czar of Russia. The King of Denmark. Earl Roberts, Etc., Etc.

Having bought the good-will, machinery and stock of Wm. Bown, Limietd, we shall in future supply the Celebrated " Newmarket " Clipper, marked exactly as before, with the addition of " Made by Burman & Sons, Limited, Birmingham " on the handles. Largest makers of Horse Clippers in the world.

NO. 297.

THE "WARWICK" CLIPPER.

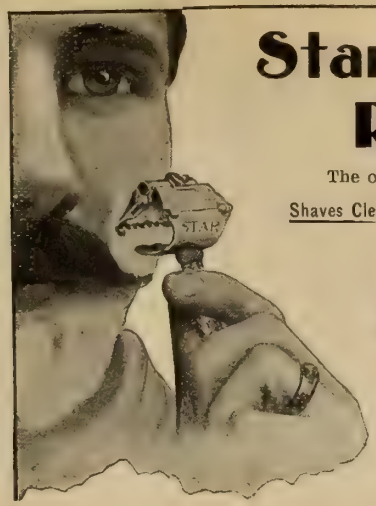
Cuts over three teeth.

As supplied to His Majesty's War Department.

SEND FOR PRICE LIST AND TERMS.

To be obtained from all the principal Jobbers throughout the Dominion.

Star Safety Razor.



The original and best Safety.

Shaves Clean Saves Time Never Pulls

A Marvel of Simplicity and Durability

BEWARE OF IMITATIONS.

The Three Star Safety is the only Safety Razor that can be adjusted to a hair's width by anybody to suit any face or beard by means of adjusting screws, fully protected from infringers by the U.S. Circuit Court.

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A Razor of merit.

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For sale by all leading dealers throughout Canada.
Rock bottom prices upon application to

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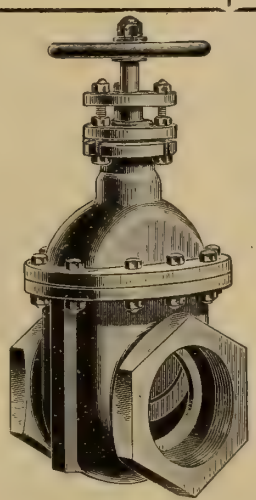
We import and manufacture every description of

Window and Fancy Glass.

Write for our new Catalogue.

Hobbs Manufacturing Co. Limited

LONDON, CANADA.



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Catalogue on application.

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A minute or two and your shave is through. The "New Gem" Safety Razor is guaranteed to always shave any growth of beard. Catalogues mailed free from these Canadian agents **Montreal**—Caverhill, Learmont & Co.; **Quebec**—Chinic Hardware Co.; **Berlin**—Jno. Fennell & Son; **Hamilton**—Wood, Vallance & Co.; **St. John, N.B.**—Kerr & Robertson; **Halifax, N.S.**—A. M. Bell & Co.; **Winnipeg, Man.**—J. H. Ashdown Hardware Co.; **Vancouver, B.C.**—McLennan, McFeely & Co.; **Victoria, B.C.**—M. & H. A. Fox; or direct from makers, **The Gem Cutlery Co.**—34 Reade St., **N.Y.C.**; 9 London St., E.C., **London**; 9 Pickhuben St., **Hamburg, Germany.**

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QUALITY GUARANTEED
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Snaps in Stationery of all kinds.

WEESE & CO., Jobbers,
54 Yonge Street, - Toronto.

MANITOBA MARKETS.

Winnipeg, August 11, 1902.

A STEADY, heavy trade in every line is reported this evening, and prices steady. The situation as to binder twine has improved somewhat since the damage to crops in Dakota, and the general opinion now seems to be that they will be enough for the Manitoba and Northwest crop. Price is very firm. Hardware houses find great difficulty in keeping up with the demand for building hardware.

Quotations are as follows :

Barbed wire, 100 lb	$3 30
Plain twist	3 40
Staples	3 95
Oiled annealed wire 10	3 75
" 11	3 80
" 12	3 85
" 13	4 00
" 14	4 15
" 15	4 25
Galvanized wire, 6 to 8 gauge	4 00
" 9 "	3 50
" 10 "	4 05
" 11 "	4 20
" 12 "	3 65
" 13 "	3 75
" 14 "	4 45
" 15 "	4 60
" 16 "	4 75
Wire nails, 30 to 60 dy, keg	3 25
" 16 and 20	3 35
" 10	3 35
" 8	3 45
" 6	3 50
" 4	3 65
" 3	3 90
Coil chain, 3-16 inch	10½
" ¼ inch	8¾
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Cut nails, 30 to 60 dy.	3 10
" 20 to 40	3 15
" 10 to 16	3 20
" 8	3 25
" 6	3 30
" 4	3 60
" 3	3 75
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No 1	4 30
No. 2 and larger	4 05
Snow shoes, No. 0 to No. 1	4 55
No. 2 and larger	4 05
Steel, No. 0 to No. 1	4 40
No. 2 and larger	4 35
Bar iron, $2.70 basis.	
Swedish iron, $5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	2 79
18 to 22 gauge	4 75
24 gauge	5 00
26 gauge	5 25
28 gauge	5 50
Genuine Russian, lb	12
Imitation " "	8
Tinned, 24 gauge, 100 lb	7 75
26 gauge	8 00
28 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	11 00
" IX "	13 00
" IXX "	15 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	6 00
Wrought pipe, black up to 2 inch....50 an 10 p.c.	
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	$13 00
" ⅜	13 50
" ¼ and 5-16	13 70
Manila, 7-16 and larger	17 00
" ⅜	17 55
" ¼ and 5-16	18 00
Solder	20
Cotton Rope, all sizes, lb	17
Axes, chopping	$ 7 50 to 12 00
" double bitts	12 00 to 18 00
Poultry netting, 24 in	1 35
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	57½ p.c.
Bolts, carriage	50 p.c.
Machine	50 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Bluestone, cask lots	$5 50
Spades and shovels	40 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells :	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2½ p.c.
" " plain	70 and 15 p.c.

PETROLEUM.

Water white American	24½c.
Prime white American	22½c.
Water white Canadian	22c.
Prime white Canadian	20½c.

BINDER TWINE.

Sisal and Standard f.o.b. Winnipeg	$ 12
Manila, 550 feet	13
Manila 600 feet	13¾
Pure Manila	15½

Five-ton lots ⅛c. less per lb., and carlots ¼c. less.

SCRAP.

No. 1 cast iron	$13 to $14 per ton
No. 2 "	5 to 6 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 75
Less than barrel lots	80
Linseed oil, raw	87
Boiled	90
Lubricating oils, Eldorado castor	27½
Eldorado engine	26½
Atlantic red	29½
Renown engine	41
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 50
26 to 40 per 50 ft.	2 75
41 to 50 " 100 ft.	6 00
51 to 60 " " "	6 50
61 to 70 per 100-ft. boxes	7 00
Putty, in bladders, barrel lots.....per lb.	2½
kegs "	2¾
White lead, pure per cwt.	6 00
No. 1 "	5 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1.30 to $1.90

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WE REPLATE, REPOLISH

all kinds of Metal Goods in Gold, Silver, Copper, Brass and Nickel.

Don't put it off any longer. Get the old stock fixed up for your trade.

WRITE US FOR PRICES.

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Shovel Factory to Lease.

A Shovel Factory, complete and in good running order, capacity 20 doz. a day—could be largely increased—will be leased for a number of years on easy terms. Good shipping facilities and in the vicinity of Montreal. Apply to

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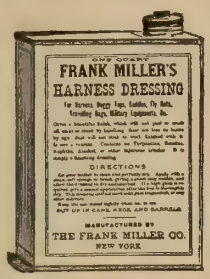
Recognized as

"THE STANDARD."

Produces a brilliant jet-black gloss which will not peel or smut and to which dirt will not stick.



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Unrivaled for cleaning and softening Harness

Put up in cakes, pans, boxes and tubs.

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Harness Oil.

Preserves and softens the leather, thus adding life.

The highest quality of oil on the market.

Quality in Wrapping Papers

saves time and money.

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Both our Brown and Manilla Papers are strong, durable and full weight.

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The Oshawa Wire Fence Co.

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Manufacturers of...

Woven Wire Fencing, Gates, Etc.

Also Dealers in Galvanized Fence Wire

Agents wanted Send for catalogue and prices.

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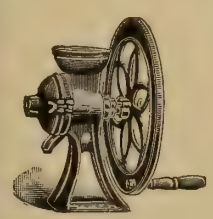
ENTERPRISE

Bone, Shell & Corn Mill



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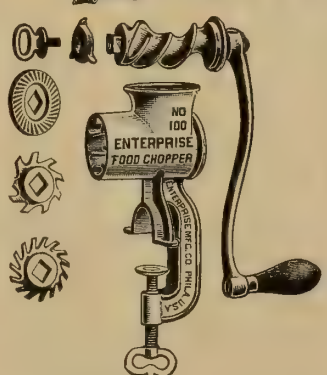
Meat Juice Extractor

No. 21, $2.50



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Four Knives with each Machine

No. 100, *chops 2 lbs. per minute,* **$1.50**

No. 300, *chops 3 lbs. per minute,* **$2.25**

Sell every Day in Year

GUARANTEED TO CHOP RAW MEAT

Illustrated Catalogue FREE *Order through your Jobber*

Cherry Stoners

5 Sizes & Styles

No. 1, $7.50 doz.

Rapid Grinding & Pulverizing Mills

45 Sizes & Styles for Hand & Power, $1.25 to 300.00

No. 2½, $4.75

New York Branch, 10 Warren Street

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch, 105 Front Street

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE Ontario Rag and Metal Company, Kingston, Ont., has assigned to Isaac Cohen.

Bale & Page, bicycle dealers, Rodney, Ont., have assigned to Edwin A. Hugill.

Antoine Fortin, general merchant, Causapcal, Que., has assigned to V. E. Paradis.

The creditors of D. Mignac, hardware merchant, Montreal, held a meeting on August 12.

The creditors of Franklin & Co., general merchants, Berwick, Ont., meet on August 18.

Salvas & Co., general merchants, St. Francis du Lac, Que., are offering to compromise.

The creditors of A. Cote & Co., general merchants, St. Alexandre, Iberville Co., Que., meet at Iberville on August 16.

The British Columbia Glue and Oil Company, Limited, Vancouver, B.C., has assigned. Their creditors have held a meeting.

A bailiff is in possession of the premises of Young Bros., dealers in bicycles and sporting goods, Ottawa; and their assets are to be sold.

The Runians, Carson, McKee Co., departmental store, London, Ont., have assigned in trust to C. B. Armstrong, and their creditors meet on August 26.

PARTNERSHIPS FORMED AND DISSOLVED.

Larose & Fils, contractors, Montreal, have dissolved.

Nardeau & Nardeau, wood and coal dealers, Montreal, have dissolved.

Smith & McDonald, sawmill owners, Longley Prairie, B.C., have dissolved; William McDonald continues.

A. H. Moore & Co., general merchants, Magog, Que., have dissolved and a new partnership has been registered.

The partnership heretofore existing between A. W. Balls and R. Borland, of Petrolia, Ont., carriagemakers, under the firm name of Balls & Borland, has been dissolved by mutual consent. The business will in future be carried on by Mr. Borland.

SALES MADE AND PENDING.

Alex. Russell, general merchant, Elora, Ont., is advertising his business for sale.

The assets of A. H. Pare, general merchant, Pont de Maskinonge, Que., are to be sold.

E. Nichol & Son, general merchants, Boissevain, Man., are advertising their business for sale.

The stock of the late Silas A. Hill, general merchant, L'Amaroux, Ont., is advertised for sale by tender.

J. H. Marshall, planing mill owner and sash and door manufacturer, North Bay, Ont., is advertising his business for sale.

The book debts of O. Beaulieu, general merchant, New Carlisle, Que., have been sold at 19c. on the dollar; the stock has not been sold.

The stock of Leger Lemelin, general merchant, St. Raphael, Que., has been sold at 65c. on the dollar to S. Bilodeau & Co., Quebec.

CHANGES.

Larose & Larose, contractors, Montreal, have registered.

The Montreal Carriage Works, Montreal, have registered.

The St. John Electric Light Co., St. John, N.B., has registered.

Gibson Bros., general merchants, Danville, Que., have registered.

F. S. Burr, blacksmith, Trail, B.C., has removed to Cambourne.

H. Bolan, general merchant, Low, Ont., is succeeded by Grace & Co.

P. Robillard & Cie, contractors, Longue Pointe, Que., have registered.

Huot & Frere, carriagemakers, St. Nicholas, Que., have registered.

Moise Dore, wood and grain merchant, Montreal, is giving up business.

J. Willard, hardware merchant, Estevan, N.W.T., is commencing business.

E. Shantz, harnessmaker, Carstairs, Man., has opened out in business.

D. H. Way, general merchant, Rockland, Ont., is commencing business.

W. L. Hodnet, general merchant, Holmfield, Man., has removed to Miniota.

Ernest G. Scott, general merchant, Milberta, Ont., is commencing business.

F. Tremblay, lumber, sash, and door manufacturer, Montreal, has registered.

W. Hine & Co., general merchants, Keremeos, B.C., have sold their Hedley City branch to J. A. Schubert.

Gingras & St. Hilaire, general merchants, Etchemin, Que., have registered.

Wilfrid Ledoux, general merchant, Bowsman, Man., has removed to Arnand.

John T. Fleming, general merchant, Killaloe Station, Ont., is starting business.

G. Casebeer, grocer and hardware merchant, Carstairs, N.W.T., is opening business.

J. W. Fitzgerald & Co., Limited, general merchants, Milan, Que., have registered.

Dickson & Co., general merchants, Alexander, Man., are succeeded by T. E. Morris.

Gorman & McFarlane, general merchants, Douglas, Ont., have commenced business.

E. H. Matthias, lumber merchant, Morningside, N.W.T., has commenced business.

Gillespie, Bell & Co., dealers in gasoline engines, etc., Ottawa, have given up business.

Lorenzo H. Telfer has registered for Telfer, Telfer & Co., electrical supplies, Montreal.

R. Cross & Co., general merchants, Killarney, Man., are opening a branch at Holmfield.

J. A. Proudfoot, general merchant, Palmer's Rapids, Ont., has opened a branch at Combermere.

FIRES.

John Mutch, blacksmith and machinist, Winnipeg, was burned out; no insurance.

W. Mathieson, hardware merchant and bicycle dealer, Toronto, has sustained loss by fire; insured.

The stock of Robinson & Givan, grocers and hardware merchants, Moncton, N.B., was damaged by fire; insured.

DEATHS.

J. A. McMartin, of J. A. McMartin & Co., pump manufacturers, Montreal, is dead.

APOLLO BEST BLOOM
GALVANIZED IRON

What are you in business for?

That's what Apollo galvanized iron is for.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

YOU NATURALLY EXPECT THAT THE GOODS **YOU** BUY WILL GIVE ENTIRE SATISFACTION TO **THOSE** WHO BUY FROM YOU. WHEN YOU PURCHASE

2 AND 3 PLY READY ROOFING,
BUILDING PAPERS,
SHEATHING AND CARPET FELT,
COAL TAR PRODUCTS,
HANGING AND PRINT PAPER,
BROWN AND MANILLA WRAPPING

from us your expectations will be realized. Our lines are all guaranteed to give entire satisfaction. Quality, the best.

ALEX. McARTHUR & CO., 82 McGill Street, MONTREAL.

PAPER MILLS: JOLIETTE, QUE. FELT FACTORY: HARBOR AND LOGAN STREETS, MONTREAL.

CURRENT MARKET QUOTATIONS.

Aug. 15, 1902.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—
56 and 28 lb. ingots, 100 lb. $32 00 $33 00

TINPLATES.

Charcoal Plates Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$6 75
I.X. "	....	8 25
I.X.X. "	....	9 75
Famous, equal to Bradley—		
I.C.	....	6 75
I.X.	...	8 25
I.X.X.	....	9 75
Raven and Vulture Grades—		
I. ., usual sizes	....	5 00
I.X. "	....	6 00
I.X.X. "	....	7 00
I.X.X.X. "	....	8 00
D.C., 12½x17	....	4 50
D.X	....	5 25
D.X.X.	....	6 00

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	4 25
I.C., special sizes, base	....	4 75
20 x 28	....	9 00

Charcoal Plates Terne.

Dean or J.G. Grade		
I.C., 20x28, 112 sheets	....	8 50
I.X., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X.X., 14x56, 50 sheet bxs.
" 14x60, "
" 14x65, " } 0 06½

Tinned Sheets.

72x30 up to 24 gauge	....	8 00
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	1 95	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3 in. base	....	2 90
Sleigh shoe steel, "	....	2 0
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth & Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "silver" tool steel	0 12	0 14
" "special"	0 15	0 20
Jonas & Colver's tool steel.	0 08	0 15
" "air hardening"	0 :0	0 50
Drill steel, per lb.	0 08	0 10

BOILER TUBES.

		Per foot.
1½, 1¾ and 4 inch	....	0 09
2½ in.	....	0 16
3 in.	....	0 13
3½ in.	....	0 16
4 in.	....	0 31

STEEL BOILER PLATE.

¼ in.	2 50	2 60
3-16 in.	2 60	2 70
⅜ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	....

COPPER WARE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 0	3 10
All bright	....	3 75

IRON PIPE.

Black pipe—		Per 100 feet.
⅛ inch	..	2 90
¼ "	....	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	..	5 20
1¼ "	...	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "		20 00
3 "	....	24 00
3½ "	....	30 00
4 "	....	37 50
4½ "	....	42 00
"	....	47 00
"	....	60 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 65

Discount on pipe up to 2 in. 4 p.c. Larger sizes nett.

Malleable Fittings—Discount 30 p.c.

Cast Iron Fittings—
On all cast iron fitting, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis. All others—discount 60 p.c.

GALVANIZED SHEETS.

	G.C.	Comet.	Bell.	Queen's Head.
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	4 00	4 05
26 "	4 25	4 00	4 15	4 25
28 "	4 50	4 25	4 30	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.			....	....
" ¼	"	...	7 85	8 10
" 5-16	"	...	5 25	5 50
" ⅜	"	...	4 50	4 75
" 7-16	"	...	4 25	4 50
" ½	"	...	4 20	4 50
" 9-16	"	...	4 05	4 50
" ⅝	"	...	4 00	4 50
" ¾	"	...	4 00	4 50

Halter, kennel and post chains 40 to 40 and 5 p.c.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.		Per 100 lb.
English B.S., ton lots	....	14 00
Lake Superior	....	....

Bars.

Cut lengths, round, ½ to ⅞ in	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00

Sheet.

Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

Boiler and T.K. Pitts.

Plain tinned, per lb.	....	0 28
Spun per lb.	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4		0 3
Tubing, base, per lb.		0 23½

ZINC SPELTER.

Foreign, per lb.	5 50	6 00
Domestic "	....	....

ZINC SHEET.

5-cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD.

Imported Pig, per 100 lb.	3 50	3 75
Bar, per lb.	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 05

NOTE.—Cut sheets ½ . per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7 50. Discount, 2½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Discount, 60 p.c. on medium and extra heavy, and 55 p.c. on light soil pipe and fittings.

SOLDER.

	Per lb.	Per lb.
Bar half-and-half, guarant'd	....	0 20
Bar, half and-half, commer'l	....	0 19½
Refined	....	0 19
Wiping	....	0 18½

ANTIMONY.

Cookson's, per lb.	....	9 '0

WHITE LEAD.

	Per 100 lb.
Pure	5 87½
No. 1	5 50
No. 2	5 12½
No. 3	4 75
No. 4	4 37½
Munro's Select Flake White	6 37½
Elephant and Decorators' Pure	6 1·½
Brandram's B.B. Genuine	7 00
" " No. 1	6 00
"Monarch" brand	5 87½

RED LEAD.

Genuine, 560 lb. casks, per cwt.	$1 75
Genuine, 00 lb. kegs, per cwt.	5 00
No. , 60 lb. casks, per cwt.	4 25
No. 1. 100 lb. kegs, per cwt.	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 50
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 25
Second qualities, per gallon	...	1 0
Barn (in bbls.)	0 (0	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co's pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Stewart & Wood's Champion pure		1 20

COLORS IN OIL.

25 lb. tins, standard Quality.

Venetian red, per lb.	0 04½	0 06
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "	....	0 06
Marine black	....	0 09
Chrome green	....	0 0
French imperial green	....	0 12
Signwriters' black	....	0 16
Burnt umber	...	0 11
" sienna	....	0 11
Raw umber	....	0 11
" sienna	....	0 11

COLORS, DRY.

Common ochre, bbls	1 20	1 30
Yellow ochre (J.F.L.S.), bbls.	...	2 00
Yellow ochre (La Belle)	1 15	1 25
Brussels ochre	...	2 00
Venetian red (best), bbl.	1 75	2 00
English oxides, per cwt.	3 00	3 25
American oxides, bls.	1 25	2 00
Canadian oxides, bbls.	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb.	....	0 0
" umber, " "	....	1 10
Raw do	. .	0 09
Drop black, pure	....	0 09
Chrome yellow, pure	....	0 18
Chrome greens, pure per lb.	0 09	0 10
Golden ochre	0 04	0 05
Ultramarine blue, in 8-lb. boxes, per lb.	0 06	0 18
Fire proof mineral, per 100 l.	....	1 00
Genuine Eng. Litharge, per lb.	....	0 07
Mortar color, per 100 lb.	1 25	1 50
Pure Indian red, No. 45, lb.	0 08	0 10
Whiting, bbl.	0 55	0 60
English vermilion in 30-lb. bags.		0 95

PARIS GREEN.

		Per lb
Petroleum, casks	0 1½	18
Arsenic kegs	0 17	0 19
50 lb. and 100-lb. drums	0 18½	0 19½
25-lb. drums	0 19	0 20
1-lb. packages	0 20	0 20½
½-lb. do	0 22	0 22½
1-lb. tins	....	....
½ lb. do.	. .	....

F.O.B. Toronto. Terms - 3 p.c. off 30 days, or 4 mos. from date of delivery.

BLUESTONE.

Casks, for spraying, per lb.	0 07
100-lb. lots, do per lb	0 08

PUTTY.

Bulk in bbls.	1 90
Bulk in less quantity	2 05
Bladders in bbls.	2 25
Bladders in kegs, boxes or loose	2 40
Bladders in 25-lb. tins	2 :5
Bladders in 12½ lb. tins	2 65
Bladders in bulk or tins less than 100 lb	2 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	....	1 25
" No. 1	....	1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	· 35
Turpentine, brown japan	1 25	1 0
" black japan	0 85	1 '0
" " No. 1.	0 50	0 75
Elastilite varnish, 1 gal. can, each,		2 00
Granitine floor finish, per gal.		2 75

Maple Leaf coach enamels: Size 1, $1.20; size 2, 70c.; size 3, 40c. each.

Sherwin-Williams' copal varnish, assorted case, from ½-pts. to 1 gal. $ .50.

CASTOR OIL.

East India, in cases, per lb.	0 00½	0 10
" small lots	0 10	0 10

COD OIL, ETC.

Cod oil, per gal.	0 50	0 55
Pure olive	....	1 :0
" neatsfoot	....	0 90

GLUE

Common	0 08	0 09
French medal	0 1:	0 1·
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 25	0 30
Strip	0 18	0 :0
Coopers	0 19	0 20
Hutner	0 15	0 16

JAMES HUTTON & CO.

Sole Agents in Canada for

Joseph Rodgers & Sons, Limited,
Steel, Peech & Tozer, Limited,
W. & S. Butcher,

Thomas Goldsworthy & Sons,
Burroughes & Watts, Limited,
Etc., Etc.,

Have reopened their offices in Victoria Chambers,

232 McGill Street, MONTREAL.

HARDWARE.

Ammunition.

Cartridges.

B. B Caps Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 40 p. c., Amer
Rim Fire Cartridges, Dom., 5 (and 5 p. c
Central Fire Pistol and Rifle 10 p.c. Amer.
Central Fire Cartridges, pistol sizes Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.
Central Fire, Military and Sporting, Amer. add 5 p.c. to list. B.B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads	per lb
Best thick white felt wadding, in ¾-lb bags	1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads in boxes of 1,000 each, 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Adzes.

Discount, 20 per cent.

Anvils.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, " " "	0 11¼

Augers.

Gilmour's discount 65 and 5 p.c. off list.

Axes.

Chopping Axes		
Single bit, per doz	5 50	10 00
Double bit, "	11 00	18 00
Bench Axes, 40 p.c.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 00	10 00

Axle Grease.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

Bath Tubs.

Zinc 6 00
Copper, discount 15 p.c. off revised ist

Baths.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
" " " 2nd "	20 00

Anti-Friction Metal.

Tandem" A. per lb.	0 27
" B. "	0 21
" C. "	0 11½
Magnolia Anti-Friction Metal, per lb	0 25
Frictionless metal, per lb	0 23

SYRACUSE SMELTING WORKS.

Aluminum, genuine	0 41
Dynamo	0 27
Special	0 12
Aluminum, 99 p.c. pure "Syracuse"	0 45

Bells.

Hand

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 45 per cent

Farm.

American, each 1 25 3 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 40 per cent.

Belting.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 p.c.

Bits.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen. net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind and Bed Staples.

All sizes, per lb 0 07¾ 0 12

Bolts and Nuts. Per cent.

Carriage Bolts, common ($1 list)	55
" " full square ($2.40 list)	55
" " Norway iron ($3 list)	50
Machine Bolts, all sizes	50 and 5
Plough Bolts	50 and 5
Blank Bolts	50 and 5
Bolt Ends	50 and 5
Sleigh Shoe Bolts	65 and 5
Coach Screws, cone point	66⅔

Nuts, square, all sizes, 3½c per lb off.
Nuts, hexagon, all sizes, 3¾c. per lb. off.
Stove rods, per lb. ..... 5½ to 6c.
Nuts, in 50 lb. lots ¼c. per lb extra, in less than 50 lb. lots, ½c extra.

Boot Calks.

Small and medium, ball, per M	4 25
Small heel, per M	4 50

Bright Wire Goods.

Discount ..... 62½ per cent

Broilers.

Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

German, per doz	6 00	11 00
American, per doz	12 00	20 00

Butcher Knives.

Bailey's, per doz. 0 60 6 30

Building Paper, Etc.

Tarred felt, per 100 lb	1 70
Ready roofing, 2-ply, not under 45 lb. per rol	85
Ready roofing, 3-ply, not under 65 lb. per roll	1 10
Carpet felt, per ton	45 00
Dry sheathing, per roll, 400 sq ft.	35
Tar sheathing, " " "	45
Dry fibre " " "	50
Tarred fibre, " " "	60
O.K. & I.X.L., " " "	65
Resin-sized, " " "	40
Oiled sheathing, " 600 "	1 10
" " " 400 "	70
Roof coating, in barrels, per gal	17
" " small packages	25
Refined tar, per barrel	4 50
Coal tar, "	4 00
Coal tar, less than barrels, per gal	15
Roofing pitch, per 100 lb	85

Bull Rings.

Copper, $2.00 for 2½ in. and $1.90 for 2 in.

Butts.

Wrought Brass net revised list.

Cast Iron.

Loose Pin, dis., 60 per cent.

Wrought Steel

Fast Joint, dis. 65, 10 and 2½ per cent.
Loose Pin, dis. 65, 10 and 2½ per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Carpet Stretchers

American, per doz	1 00	1 50
Bullard's, per doz	....	6 50

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross 8 50 9 50

Cement.

Canadian Portland	2 25	3 00
English "	3 00	3 15
Belgian "	2 50	2 75
Canadian hydraulic	1 25	1 50
Arrow	....	2 25
Buffalo	....	2 00

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. S. & W. Extra 60, 10 and 5 p.c.

Churns.

Revolving Churns, metal frames—No. 0, $8—No. 1, $8.50—No. 2, $9.00—No. 3, $10.00—No. 4, $12.00—No. 5, $16.00 each. Ditto, wood frames—20c. each less than above. Discounts: Delivered from factories, 53 p.c.; from stock in Montreal, 51 p.c. Terms, 4 months or 3 p.c. cash in 30 days.
Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2 65. Metal frames 25c. extra. Discount 15 p.c., net 30 days.

Clips.

Axle dis. 65 per cent.

Closets.

	Net.
Plain York or Ontario Syphon Jet.	$9 60
Emb. York or Ontario Syphon Jet.	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. Elgin or Teu. Syphon Washout	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
" " " " emb.	10 20
Plain Richelieu	3 75
Emb. Richelieu	4 00
Connections	1 25
Low Down Ont. Sy. Jet, plain	11 70
" " " " " emb'd.	12 30
Closet connection	1 25
Basins P.O., 14 in.	0 70
" oval 17 x 14 in.	1 50
" " 19 x 15 in.	2 25

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Conductor Pipe.

Plain or Corrugated.

2-inch, per 100 feet	3 00
3 " " "	4 00
4 " " "	5 25
5 " " "	6 75
6 " " "	9 00

Cradles, Grain.

Canadian, dis. 25 to 33⅓ per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair	.17½
" " 5, "	.22½
" 6, "	.15
Boynto pattern "	.20

Door Springs.

Torrey's Rod, per doz. (15 p.c.		2 00
Coil, per doz.	0 88	1 60
English, per doz.	2 00	4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.

Hand and Breast

Millar's Falls, per doz. net list.

DRILL BITS.

Morse, dis., 37½ to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.

EAVE TROUGH.

10-inch, per 100 ft. $3 10

ELBOWS. (Stovepipe.) per doz.

5 and 6-inch, common	1 20
7-inch	1 35

Polished, 15c. per doz. extra.

ESCUTCHEONS.

Discount, 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 p.c.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS—Window—Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 20	4 25	....	6 25
26 to 40	2 40	4 65	....	6 75
41 to 50	....	5 10	....	7 50
51 to 60	....	5 35	....	8 50
61 to 70	....	5 75	....	9 75
71 to 80	....	6 25	....	11 00
81 to 85	....	7 00	....	12 55
86 to 90	....	7 75	..	15 00
91 to 95	..	....	...	17 50
96 to 100	.. .	....	. ..	20 50

GAUGES

Marking, Mortise, Etc.

Stanley's dis. 50 to 55 per cent.

Wire Gauges.

Winn's Nos. 26 to 33, each 1 65 3 40

HALTERS.

Rope, ⅜ per gross	....	....
" ½ "	....	9 00
" ⅝ to ¾	....	14 00
Leather, 1 in., per doz	3 87½	4 00
" 1¼ in., "	5 15	5 20
Web, — per doz	1 87	2 45

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent Can. dis. 25 to 27½ per cent.

Tack.

Magnetic per doz 1 10 1 20

Sledge.

Canadian per lb 0 07½ 0 08½

Ball Pean.

English and Can., per lb 0 22 0 25

HANDLES.

Axe, per doz. net	1 50	3 00
Store door, per doz	1 00	1 50

Fork.

C. & B., dis. 40 per cent. rev list.

Hoe.

C. & B., dis. 40 per cent. rev. st.

Saw.

American, per doz 1 00 1 25

Plane.

American per gross 3 15 3 75

Hammer and Hatchet.

Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair 13¾

HANGERS. doz. pairs.

Steel barn door	5 85	6 00
Stearns, 4 inch	....	5 00
" 5 inch	....	6 50
Lane's covered—		
No. 11, 5-ft. run	....	8 40
No. 11½, 10-ft. run	....	10 80
No. 12, 10-ft. run	....	12 60
No. 14, 15-ft. run	....	21 00
Lane's O.N.T. track, per foot.	....	4½

HARVEST TOOLS

Discount, 60 per cent.

HATCHETS

Canadian, dis 40 to 42½ per cent.

Building Papers, Roofing Material, Wire Edged Ready Roofing.

We don't offer you Gold Dollars for Fifty Cents, but we guarantee our customers

First-Class Material, Reasonable Prices, Prompt Shipment, and Courteous and Liberal Treatment.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

HINGES.

Blind, Parker's, dis. 16⅔ per cent.
Heavy T and strap, 4-in., per lb.... 0 06½
" " 5-in., " 0 06¼
" 6-in., " 0 06
" 8-in., " 0 05¾
" 10-in., " 0 05½
Light T and strap, dis. 65 and 5 per cent.
Screw hook and hinge—
6 to 10 in., per 100 lbs.... .... 4 50
12 in. up, per 100 lbs..... .... 3 25
Per gro. pairs
Spring........................ .... 9 00

HOES.

Garden, Mortar, etc., dis. 60 p.c.
Planter, per doz.............. 4 00 4 50

HOLLOW WARE

Discount,............... 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird Cage, per doz........... 0 50 1 10
Clothes Line, per doz........ 0 27 0 63
Harness, per doz............ 0 72 0 88
Hat and Coat, per gross...... 1 00 3 00
Chandelier, per doz.......... 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 47½ per cent.

Wire.

Hat and Coat, discount 45 per cent.
Belt, per 1,000 60
Screw, bright, dis. 55 per cent.

HORSE NAILS

"C" brand 40, 10 and 7½ p.c. off list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk, 66⅔ and 5 per cent.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1. and smaller.
Light, medium and heavy...	3 35	3 60
Snow shoes........	3 60	3 85
Steel Shoes.		
Light........................	3 45	3 70
Featherweight (all sizes).....	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.
Toe weight steel shoes...... 6 70

JAPANNED WARE.

Discount, 45 and 5 p.c. off list, June 1899.

ICE PICKS.

Star per doz................. 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb.............. 0 30 0 50
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis., 45 p.c.
Cabinet, trunk, and padlock,
Am. per gross 60

KNOBS.

Door, japanned and N.P., per doz.......... ..... 1 50 2 50
Bronze, Berlin, per doz...... 2 75 3 25
Bronze Genuine, per doz.... 6 00 9 00
Shutter, porcelain, F. & L screw, per gross 1 30 4 00
White door knobs—per doz. 95 1 00

HAY KNIVES.

Discount, 60 per cent.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz................ 7 00
No. 3 "Wright's"................... 8 50
Ordinary, with O burner........... 4 00
Dashboard, cold blast............. 9 00
No. 0.............................. 5 75
Japanning, 50c. per doz. extra

LEMON SQUEEZERS.

Porcelain lined, ...per doz. 2 20 5 60
Galvanized 1 87 3 85
King, wood.................. 2 75 2 90
King, glass.................. 4 00 4 50
All glass................... 0 50 0 90

LINES.

Fish per gross................ 1 05 2 50
Chalk " 1 90 7 40

LOCKS

Canadian, dis 40 p.c.
Russel & Erwin, per doz.... 3 00 3 25

Cabinet.

Eagle dis. 30 p.c

Padlocks.

English and Am. per doz.... 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.

Flat head discount 25 p.c.
Round Head discount 20 p.c.

MALLETS.

Tinsmiths' per doz........... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz.. .... 3 85 5 00
Caulking each................ 60 2 00

MATTOCKS.

Canadian, per doz........... 5 50 6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.
German, 15 per cent.
Gem, each, $1.15.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Quotations are ;	Cut.	Wire.
2 d and 3d	$3 45	$3 55
3 d	3 10	3 22
4 and 5d.................. ..	2 85	3 05
6 and 7d.....................	2 75	2 90
8 and 9d.....................	2 60	2 70
10 and 12d...................	2 55	2 65
16 and 20d..	2 50	2 60
30, 40, 50 and 60d. (base)......	2 45	2 55

Wire nails in carlots are $2.50
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 75 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.

NAIL PULLERS.

German and American....... 1 85 3 50

NAIL SETS.

Square, round, and octagon per gross.............. 3 38 4 00
Diamond.................... 12 00 15 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 50 and 5 to 50 and 10 p.c.
2-in. Mesh, 18 w.g. and heavier, 50 p.c.

OAKUM. Per 100 lb

Navy 6 00
U.S. Navy.............. .... 7 25

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal. per doz................. .... 10 00
Zinc and tin, dis. 50, 50 and 10
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAILS.

Dufferin pattern pails, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
6, 10 and 14-qt. flaring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.

Per doz...................... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross... 1 35 1 50
Brass head " 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 p.c.

PINE TAR.

½ pint in tins, per gross. 7 80
1 " " " 9 60

PLANES.

Wood bench, Canadian dis. 40 per cent. American dis. 50.
Wood, fancy Canadian or American 7½ to 40 per cent.

PLANE IRONS.

English per doz........... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz............ 0 60 2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 p.c.
"J.M.T." Cushion work, dis. 50 p.c.
Fuller work, dis. 65 p.c.
6 doz. lots and ver of the above extra dis. 10 p.c.
Lever Handle Stops and Waste, discount 60 p.c. With, in lots of 2 doz. and over, an extra dis. of 10 p.c.
"J.M.T." Globe, Angle and Check Valves, dis. 55 p.c.
Standard Globe, Angle and Check Valves, dis. 65 p.c.
"J.M.T." Radiator Valves, dis. 55 p.c.
Standard " " dis., 65 p.c.
Patent Quick Opening Valves, dis. 70 p.c.
No. 1 compression bath cock, net .. 2 00
No. 4 " " " 2 00
No. 7, Fuller's 2 90
No. 4½, " 2 35
Patent Compression Cushion, basin cock, hot and cold, per doz 15 00
Patent Compression Cushion, bath cock No. 2208 .... 2 25
Square head brass cocks, 60 p.c.
" " iron " 60 p.c.
Competition Globe, Angle and Check Valves discount, 70 p.c.
Competition Quick Opening Radiator Valves, discount, 70 p.c.

PRESSED SPIKES.

Discount 22½ per cent.

PULLEYS.

Hothouse, per doz........... 0 55 00
Axle........................ 0 22 0 33
Screw....................... 0 27 1 00
Awning...................... 0 35 2 50

PUMPS.

Canadian cistern............ 1 80 3 60
Canadian pitcher spout..... 1 40 2 10

PUNCHES.

Saddlers', per doz........... 1 00 1 85
Conductors's " 9 00 15 00
Tinners', solid per set........ 0 00 0 72
" hollow per inch..... 0 00 1 00

RANGE BOILERS. Net.

Dominion, 30 gal. 5 75
Dominion, 35 " 6 75
" 40 " 7 75
Ronald's Galvanized, 30 gallons 6 50
" " 35 " 7 50
" " 40 " 8 50
Copper, 30 gallons.................. 20 00
" 35 " 23 20
" 40 " 26 40

RAKES.

Wood, per doz. net 110

RAZORS.

per doz.

Elliot's 4 00 18 00
Geo. Butler & Co.'s.......... 4 00 18 00
Boker's...................... 7 50 11 00
" King Cutter........ 12 50 15 00
Wade & Butcher's 3 60 10 00
Theile & Quack's............ 7 00 12 00
Bailey's 6 00 12 00
Carbo Magnetic Razor 15 00
Griffon Barbers' Favorite 10 75
Griffon No. 65................ .... 13 0
Griffon Safety Razors........ .... 13 50
" Stropping Machines. 13 50
Klean Kutter. 10 00
All other razors 50 p.c. off catalogue price.

REGISTERS.

Discount .... 40 per cent

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c. per lb.
Copper Rivets with usual proportion burrs 45 p. c. dis. cartons, 1c. per lb. extra, net.
Copper Burrs only, 30 and 0 p.c.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE, ETC.

Sisal 12½
Pure Manilla....................... 15
"British" Manilla.................. 13
Cotton, 3-16 inch and larger........ 16
" 5-32 inch..................... 21
" ⅛ inch 22
Russia Deep Sea................... 15
Jute.............................. 8
Lath Yarn 11
Sisal bed cord, 48 ft..... per doz. 65
" " 60 ft...... " 80
" " 72 ft...... " 95

RULES.

Boxwood, dis. 55 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS. per set.

Mrs. Potts, No. 55, polished. 70
" No. 50, nickle-plated. 75

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.
B & A. sand, 40 and 5 per cent.
Emery, 40 per cent.
Garnet (Rurton's), 5 to 10 p.c. advance on list

SAP SPOUTS.

Bronzed iron with hooks, per doz. 9 50

SAWS.

Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.
Crosscut, Disston's, per ft.. 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3
Hack, complete, each 0 75 2 75
" frame only 0 75

SASH WEIGHTS.

Sectional, per 100 lbs....... 2 25 2 50
Solid, " 1 75 2 00

SASH CORD.

Per lb....................... 0 23 0

SAW SETS.

Lincoln and Whiting, per doz. 4 75
Hand Sets, No. 1 Woodyatt (Morrill) 4 25
X-cut Sets, No. 3 Woodyatt (Morrill) 9 50

SCALES.

Burrow, Stewart & Milne—
Imperial Standard, 40 per cent.
Weigh Beams, 35 per cent.
Champion Scales, 55 per cen
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.
Warren's new Standard 40 p.c.
" " Champion 55 p.c.
" Weighbeams, 35 per cent.

SCREW DRIVERS.

Sargent's per doz........... 0 65 1 00

SCREWS.

Wood, F.H., bright and steel, 87½ and 10 p.c
Wood R. H., " dis. 82½ and 10 p.c.
" F. H., brass dis. 80 and 10 p.c.
Wood, R. H., " dis. 75 and 10 p.c.
" F.H., bronze, dis. 75 p.c.
" R.H. " 70 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz. 3 25 4 00
" iron, " 4 25 5 00
Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.

Per doz., net....... .... 5 00 8 00

SCYTHE SNATHS.

Canadian, dis. 45 p.c.

SHEARS.

Bailey Cutlery Co., full nickeled, dis. 60 and 2½ p.c.
Bailey Cutlery Japan handles, 67½ p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.

SINKS.

Steel and galvanized, discount 45 per cent

SNAPS.

Harness, German, dis. 25 p.c.
Lock, Andrews'............. 4 50 11 50

SOLDERING IRONS.

1, 1½ lb., per lb..................... 0 37
2 lb. or over, per lb................ 0 34

SQUARES.

Iron, No. 493, per doz...... 2 40 2 55
" Mo. 494, " 3 25 3 40
Steel, dis. 60 10 and 5 p.c.
Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.

Plain, dis., 75 and 12½ p.c. off revised list.
Retinned, dis., 75 p.c. off revised list.

STAPLES.

Galvanized.................. 3 25 3 5
Plain....................... 2 90 3 1
Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

WINDOW GLASS —TO IMPORT.

Prompt Deliveries

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BEST GLASS of all kinds, our own manufacture. **Closest Prices.**

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

STOCKS AND DIES.

American dis. 25 p.c.

STONE.	Per lb.	
Washita	0 28	0 60
Hindostan	0 06	0 07
" slip,	0 09	0 09
Labrador	....	0 13
" Axe	....	0 15
Turkey	....	0 50
Arkansas	0 00	1 50
Water-of-Ayr	0 00	0 10
Scythe, per gross	3 50	5 00
Grind, 2 in, 40 to 200 lb, per ton	....	25 00
" under 40 lb. "	....	28 00
Grind. under 2 in. thick "	....	29 00

STOVE PIPES.

5 and 6 inch Per 100 lengths	....	7 00
7 inch " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4—3 dozen in case, net cash	$4 80
No. 6—3 dozen in case, "	8 40

TACKS, BRADS, ETC.

Cheese-box tacks, blued .....80 & 12½
Trunk tacks, black and tinned 85
Carpet tacks, blued .....80 & 15
" " tinned .....80 & 20
" " (in kegs) 40
Cut tacks, blued, in dozens only ..80
" ¼ weights.....60
Swedes cut tacks, blued and tinned—
In bulk.....80 & 10
In dozens.....75
Swedes, upholsterers', bulk....85, 12½ & 12½
" brush, blued & tinned, bulk..70
" gimp, blued, tinned and japanned .....75 & 12½
Zinc tacks 35
Leather carpet tacks 55
Copper tacks 50
Copper nails .....5 ½
Trunk nails, black .....65 and 5
Trunk nails, tinned.....65 and 10
Clout nails, blued .....65 and 5

Chair nails		35
Patent brads		40
Fine finishing		40
Lining tacks, in papers		10
Lining tacks, in bulk		15
" " solid heads, in bulk		75
Saddle nails in papers		10
" " in bulk		15
Tufting buttons, 22 line, in dozens only		60
Tin capped trunk nails		25
Zinc glazier's points		5
Double pointed tacks, papers	90 and	10
" " bulk		40
Shoe nails		60
Clinch and duck rivets		45

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel, each	0 80	8 00

TINNERS' SNIPS.

Bailey's, dis. 25 p.c.

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.

Disston's discount 10 per cent.

German, per doz	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian, per lb	....	0 27
Wrapping, cotton, 3-ply	....	0 19
" " 4-ply	....	0 23
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12¾
Pipe Vise, Hinge, No. 1	....	3 50
" " " No 2	....	5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

WIRE.

SMOOTH STEEL WIRE.

No. 0-9 gauge		$2 60
10 "	6c. extra.	
11 "	12c. "	
12 "	20c. "	
13 "	30c. "	
14 "	40c. "	
15 "	55c. "	
16 "	70c. "	

Add 60c. for coppering and $2 for tinning

Extras net per 100 lb. — Oiled wire 10c. spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c. charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, dis. 22½ per cent List of extras : In 100-lb. lots : No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, 7.65—No. 24, $8—No. 25, $9—No. 26 $9.50—No. 27, $10—No. 28, $11 No. 29. $12—No. 30, $13—No. 31, $14—No. 32 $15, No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31 $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ½-lb. hanks, 75c.—in ¼-lb. hanks, $1—packed in casks or cases, 15c.—bagging or papering, 10c

Brass wire, 50 to 50 and 2½ per cent. off the list.
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.
Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, $3.50 to $3.85—No. 9, $2.85 to $3.15—No. 10, $3.60 to $3.95—No. 11, $3.70 to $4.10—No. 12, $3 to $3.30—No. 13, $3.10 to $3 40—No. 14, $4.10 to $4.50—No. 15, $4.60 to $5.05—No. 16. $4.85 to $5.35. Base sizes, Nos. 6 to 9 $2.52½ f.o b. Cleveland.
Clothes Line Wire, regular 7 strand. No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18. $2.70, No. 19, $2.35; No 20, $2.30, f.o.b. Hamilton, Toronto Montreal

WIRE FENCING

Galvanized barb	....	3 00
Galvanized, plain twist	....	3 00

Galvanized barb, f.o.b. Cleveland, $2.77½ in less than carlots, and $2.65 in carlots

WIRE CLOTH

Painted Screen, per 100 sq. ft., net.. 1 37½
Terms, 3 per cent. off 30 days.

WASTE COTTON.

	per lb.
Colored	6
White	8

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 60 p.c.
Coe's Genuine, dis. 20 to 25 p.c

Towers' Engineer, each	2 00	7 00
" S., per doz	5 80	6 00
G. & K.'s Pipe, per doz	....	3 40
Burrell's Pipe, each	....	3 00
Pocket, per doz	0 25	2 90

WRINGERS.

Leader per doz.	$30 00	33 00
Royal Canadian "	...	24 00
Royal American "	....	24 00
Sampson "	...	24 00

Terms 4 months, or 3 p.c. 30 days

WROUGHT IRON WASHERS.

Canadian make, discount, 40 per cent.

ADVERTISING in WESTERN CANADA

will be Carefully Efficiently, and Promptly attended to, by

The Roberts Advertising Agency,
WINNIPEG CANADA.

"Pullman" Lawn Sprinkler
IS YOUR ORDER IN?
Send for Folder No. 14.
Pullman Sash Bal. Co.
Rochester, N.Y., U.S.A.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

Standard Paint & Varnish Works Limited
Makers of High Grade Varnishes, Japans, Paints, Colors & Enamels
Windsor, Ont.

STEVENS-MAYNARD JR. RIFLE

The Young Gentleman's Rifle.

The Young Gentleman's Rifle.

If you want the best cheap rifle ever made we have it in the Stevens-Maynard Jr. It will be a great seller this year. Better place order now.

The leading Jobbers handle Stevens products.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.

CELEBRATED HEINISCH SHEARS.

Tailors' Shears,
Trimmers, Scissors,
Tinners' Snips, etc.

ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 90 Chambers St.
NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

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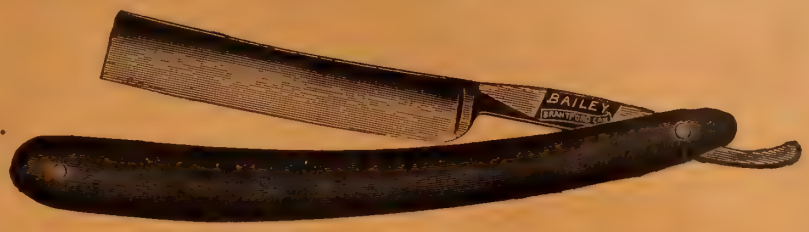

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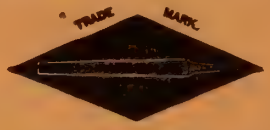

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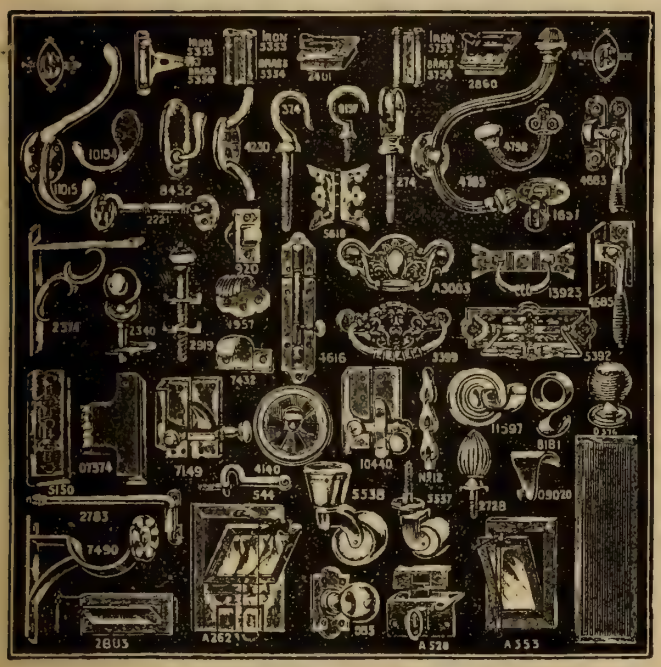

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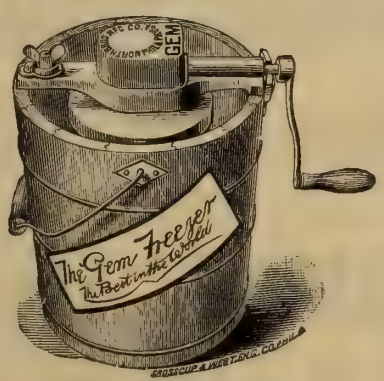

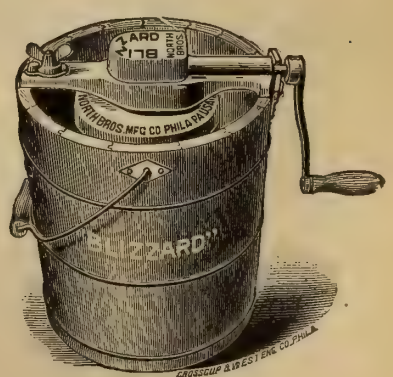

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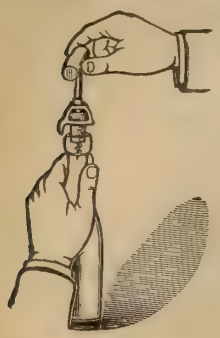

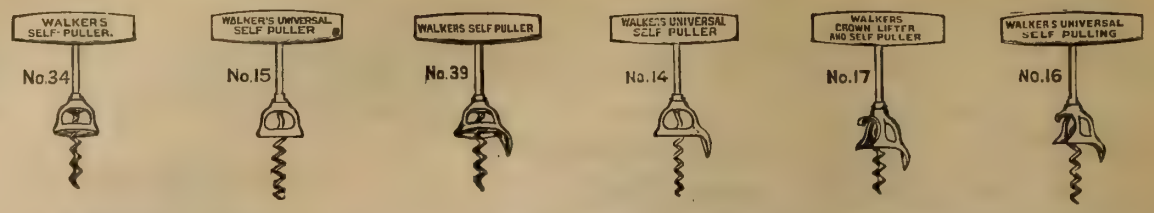

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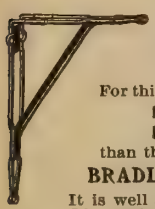

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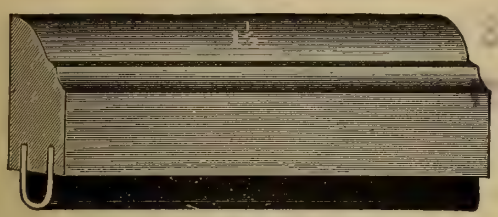
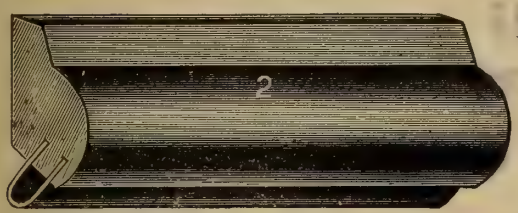
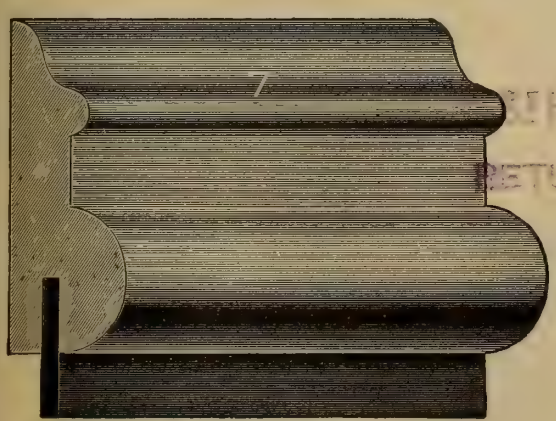


No. 1½—For sides and tops of doors.



No. 2—For centre of windows.

No. 4—For bottom of light doors.



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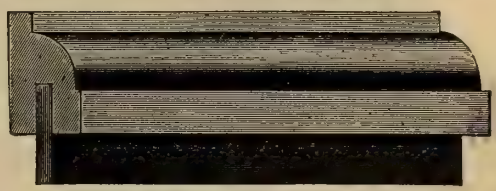
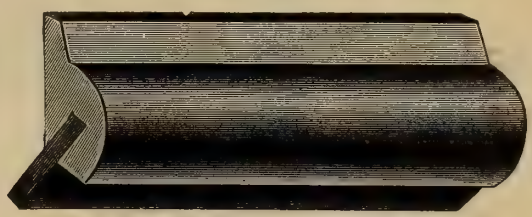


No. 61—For sides of windows and doors.



No. 62—For centre of windows.

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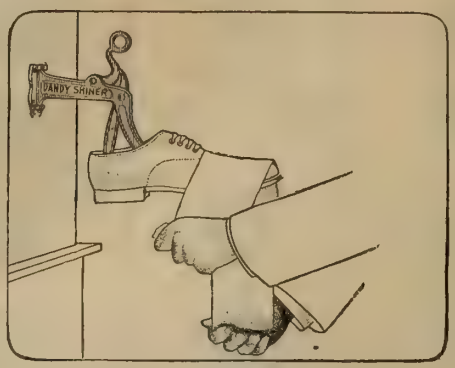

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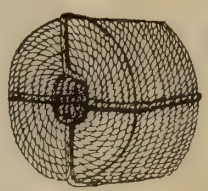

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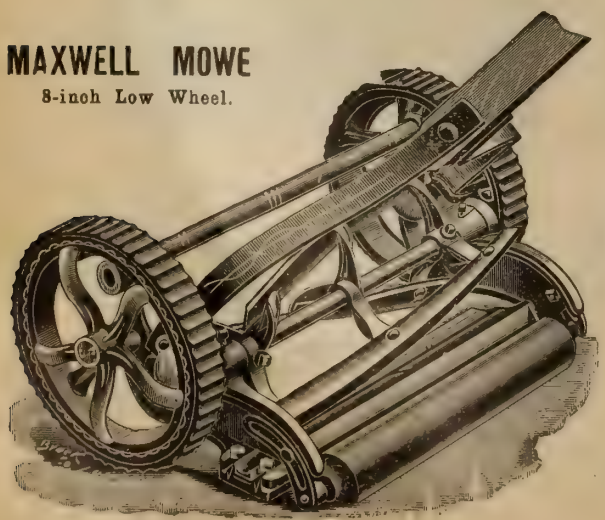

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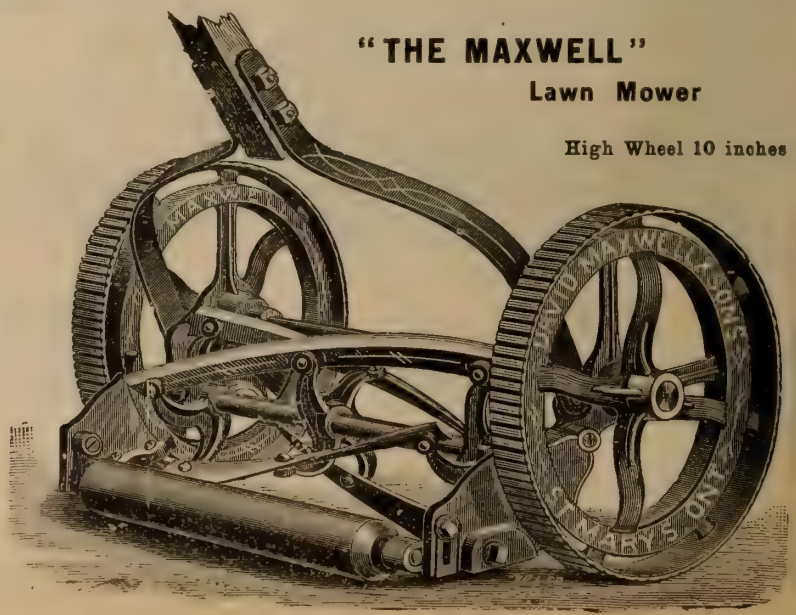

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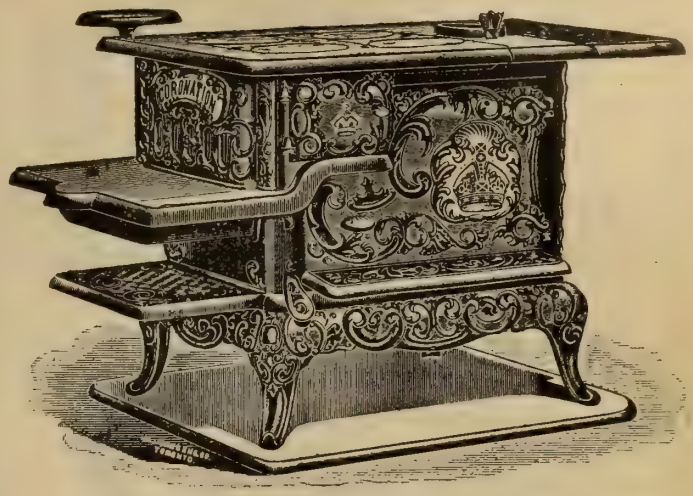

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Bronze and Brass Knobs, Door Sets and Escutcheons.

LOCKS AND LATCHES OF ALL KINDS.

Any dealer asking for a catalogue will be sent full prices, discount sheets, etc., etc. Drop a card.

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AGENCIES:—ST. JOHN, N. B., VANCOUVER, B. C.

Kemp's Seamless Steel Kitchen Sinks

Light, strong and durable.
Neatly and smoothly finished.
No seams or joints to collect dirt.
Rounded at sides and corners.
Perfectly odorless and easy to keep clean.
Pressed out of sheets of Cold Wrought Steel, they are unbreakable.
Easier to handle and cost less for freight than the Heavy Cumbersome Cast Iron Sinks.

Provided with strainers and connections with brass bolts that cannot rust out.

Three styles of finish—painted, galvanized and enameled.

Three sizes---16 x 24, 18 x 30, and 18 x 36.

WE WILL BE PLEASED TO QUOTE YOU.

KEMP MANUFACTURING CO., Toronto, Canada.

HARDWARE AND METAL

VOL. XIV. MONTREAL AND TORONTO, AUGUST 23, 1902. NO. 34.

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Montreal.

The MacLean Publishing Co.
Limited

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A BONUS FOR IRON IN AUSTRALIA.

AUSTRALIA appears to be bent on building up an iron and steel industry. It will be remembered that when the tariff of the new Commonwealth was brought down about a year ago provision was made for a protective duty on iron and steel. A Bill is now before the House of Representatives providing for the still further encouragement of the industry. This particular Bill provides a system of bonusing and is rather unique in its character. It provides for the setting apart of the sum of £324,000, equal to about $1,500,000. The specific amounts are:

£250,000, at the rate of 12 shillings per ton on (a) pig iron made from Australian ore; (b) puddled bar iron made from Australian pig iron, and (c) steel made from Australian pig iron. This bonus expires on July 1, 1907.

£20,000, at the rate of £2 per ton, on the first 10,000 tons of spelter made from Australian ore before July 1, 1905.

£50,000, at the rate of 10 per cent., on value of (a) galvanized iron; (b) wire netting, and (c) iron and steel tubes or pipes (except riveted or cast), not more than 6 in. in internal diameter, produced before July 1, 1905.

£4,000, at the rate of £8 each, on the first 500 reapers and binders made before January 1, 1904.

The intention of the Bill as originally introduced by the Government was to grant a bonus to private individuals who would undertake the manufacture of iron and steel and kindred products, but the labor element, which is strong in the Australian Parliament, has succeeded in so amending the Bill that, if it is finally adopted, a bonus will be given to the State Governments composing the Commonwealth that choose to go in for the manufacture of iron and steel on their own behalf. It is in this particular that the Bill is unique. A great deal of opposition to the measure has been engendered by the turn which affairs have taken.

"It is to be hoped," says Australasian Hardware, "that this decision may yet be reversed or the Bill abandoned. The position is unsatisfactory to all concerned. If the Commonwealth is to stand committed to such debatable policy, it should be by a full majority of the men appointed to manage its affairs, and not by a vote of 25 in a house of 75 members. Whether the Bill will be finally adopted remains, of course, to be seen."

Although the amount which it is proposed to set apart as a bonus is rather liberal, it is, perhaps, scarcely as much so as the bonuses which are now given by Canada to the iron and steel industries in this country. For, during the next few years the amount which is likely to be paid out by the Canadian Government is likely to far exceed the amount that may be paid by the Australian Government. In this country no limit is set to the amount; and the development of the industry here during the next year or two is certain to be large.

The Canadian Act provides for the giving of a bounty of $3 per ton on pig iron made in Canada from Canadian ore, and $2 on the proportion produced from foreign ore. A bounty of $3 per ton on steel ingots manufactured from ingredients of which not less than 50 per cent. of their weight consist of pig iron made in Canada; a bounty of $3 per ton on puddled iron bars made from Canadian pig iron. An Act passed in 1899 provided that these bounties should be paid at a gradually diminishing proportion from 1902 until June 30, 1907, when they cease.

The amount paid in bounties during the fiscal year ending June 30, 1901, was nearly $500,000, being divided as follows: Pig iron, $351,259; puddled iron bars, $16,703; steel ingots, $100,057, making the actual total of $468,019.

STICK TO TRUTH.

IT IS not a wise thing for business men or anyone else to evade truth. Truth is the foundation of the State and of business, as well as of the Church. It is, therefore, a good thing for every sphere of action.

The freedom of business, the freedom of politics and the freedom of conscience which we enjoy to-day are born of the courage of the man who held truth to be something for which it was worthy to contend.

To evade truth often appears the easiest way in which to surmount difficulties. But the employment of such methods, while they may appear to surmount difficulties, undermines character. And he whose character is undermined has about as much chance of succeeding in life as a pricked bubble has of maintaining its comeliness.

A REVOLUTIONIZING TREATY.

ALL of the thirteen articles comprising the British-Chinese Commercial Treaty, which has recently been arranged between Sir James MacKay, special commissioner, representing the British Government, and the Chinese authorities, have been adopted with the exception of Article 8. This article was of so far-reaching a nature, and its provisions were so unexpected by the Foreign Office in London, that no preparation was made for the possibility of its acceptance on the part of the Chinese. Hence, as it involves existant treaties, a short delay has been occasioned until the necessary legislation can remove all obstacles to its proper working.

Article 8 practically opens up China to the British or to any other trader who may follow the British lead. To understand how this very desirable result has been brought about, it will be necessary to recall two things. In the first place, until the time of the Japanese War, the Pekin administration regarded all standing armies and military preparations as a nuisance and relegated the care of such details to the Viceroys of the several Provinces. These Viceroys possessed almost Imperial power over their districts, and, because the pay from Pekin was small, they had recourse to taxes of all kinds to raise funds. Chief and most profitable among the taxes was the "likin" or internal transit duty, which was imposed on all goods going in or out of the district. By raising this "likin" to an exorbitant amount whenever foreigners were concerned, the Viceroys kept European traders out of their dominions.

The necessity for a standing army, which has been felt in China ever since the crushing defeats inflicted by Japan, has occasioned a change in the attitude of the central Government towards the Viceroys. This change has likewise been accentuated by the recent invasion of the powers, which has clearly demonstrated to the Chinese that if they are to keep their empire from being divided up among the European powers they must give foreigners free access to the country.

Sir William MacKay has shown the Viceroys an expedient to surmount their difficulty. While removing the "likin" on all but a few articles and placing all Customs control in the hands of the maritime officials, he suggests the imposition of a surtax over and above the existing Chinese Imperial tariff, which will in some measure repay the satraps for their losses. This feature requires the sanction of the British Government before it can come into effect, but its adoption will be so beneficial that there seems no question but that it will be approved.

The effect of this reform can scarcely be realized. Hitherto China, which has stood out as a huge terra incognita, swarming with a vast population and big with commercial possibilities, has thwarted all efforts made by foreign nations to secure access to her innermost regions. If only this treaty receives honest treatment on the part of the Pekin statesmen, there can be no question that Great Britain will find another and a greater India in China. There is much hope expressed that the duplicity which has hitherto marked all Chinese diplomatic relations will be absent in this case. The Chinaman who has been prominent in negotiating the treaty, and who is known to be a straightforward character, has just been appointed High Commissioner of Trade for the Chinese Empire. In this it is believed a happy augury is to be found.

While the agreement is made primarily with Great Britain, there has been no attempt made to exclude other nations. Any nation, whatever, is left at perfect liberty to march through the door thus so conveniently thrown open by the British Commissioner.

SHIPBUILDING IN CANADA.

FROM the "List of Shipping," issued by the Department of Marine and Fisheries, the reassuring piece of information is to be derived that not since 1891 has the tonnage of ships built in Canada reached as high a figure as that for 1901.

Even the increased tonnage over 1900 is reckoned at more than 50 per cent —an increase which has but once been equalled since 1874. Fluctuations, however, have occurred during the intervening period of such magnitude that this increase cannot be considered as phenomenal or as indicative of any very decided quickening of the industry. When it is remembered that the figure for 1874 was four times as great as the figure for 1901, it is hardly time to assert that Canadian shipbuilding is becoming a great industry.

To begin with 1874, the tonnage then constructed was 190,756. Roughly speaking, 44 per cent. of this was built in Nova Scotia, 22 per cent. in New Brunswick, 13 per cent. in Prince Edward Island, 12 per cent. in Quebec, and 6 per cent. in Ontario.

From 1874 a practically steady diminution continued until 1887, when the tonnage stood at 22,516. From 1887 there occurred a slight rally until 1891, and then a decrease until 1896 when the figures reached their lowest point at 16,146. The year 1901 stands at 34,481 tons, with but little change in the order or proportion of the shipbuilding Provinces, except that British Columbia has taken its place in the list, with a production of 20 per cent. of the total.

The smallness of the figure for 1901, compared with that for 1874, is no doubt due to the dying out of the demand for wooden ships and the substitution in their place of steel steamers. Of these Canada has not yet become a builder of any importance, but, with the materials all at hand in the Martime Provinces, it appears as if it should not be long before an extensive shipbuilding industry springs up there. The same may be said for British Columbia, which alone of all the Provinces shows a greater production now than in 1874. Then, in Ontario, Toronto and Collingwood have during the past few years turned out some magnificent steamers for lake traffic.

PERSONAL MENTION.

Mr. W. H. Evans, of The Canada Paint Co , left on Friday night, August 22, for the Adirondacks on a hunting and fishing excursion, accompanied by Mrs. Evans. They will spend about two weeks in this beautiful region. Mr. Evans is confidently looked to to catch a large number of particularly fine fish.

A happy event took place on Thursday, August 21, at 130 East Hunter street, Hamilton, the residence of the bride's parents, when Rev. Dr. W. F. Wilson united in marriage Miss Lillian M. Matthews, second daughter of George Matthews, of the Post Office Department, to Bert Lavery, of The Sherwin-Williams Co., Toronto.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

E. J. McCLINCHEY, general merchant, Bruce Mines, Ont., has assigned to James Glenville, Thessalon.

F. G. Roy, general merchant, Scotstown, Que., has assigned.

George H. Burkett, general merchant, Bridgewater, N.S., has assigned.

A. D. M. Bertrand, general merchant, St. Raymond, Que., has assigned.

Oscar Nadon, general merchant, St. Rose, Que., has assigned to H. Lamarre.

Alexander Pirie, contractor, Lethbridge, N.W.T., has assigned to J. H. Salisbury.

Arthur McBean, hardware merchant, Galt, Ont., has assigned to Harry Bishop.

Lambert Salvas & Co., general merchants, St. Francois Du Lac, have assigned to Lamarch & Benoit.

The creditors of A. D. M. Bertrand, general merchant, St. Raymond, Que., will hold a meeting to appoint a curator on August 29.

Mary Hancock, dealer in furnaces and stoves, Toronto, has assigned to The National Trust Co., Limited, and the creditors had a meeting on August 19. Her estate is to be wound up.

PARTNERSHIPS FORMED AND DISSOLVED.

Daoust & Frere, general merchants, Masson, Que., have dissolved.

Chausse & Latour, hardware merchants, etc., Montreal, have dissolved.

Ringwood & Wilson, dealers in lumber and implements, Lenore, Man., have dissolved; F. H. Ringwood continues.

Lamontagne & Fournier, general merchants, St. Charles, Bellechasse, Que., have registered a dissolution of partnership.

SALES MADE AND PENDING.

A. H. Moffatt, blacksmith, Wroxeter, Ont., is advertising his business for sale.

The assets of Dominique Mignac, hardware merchant, Montreal, are to be sold.

The assets of A. H. Pare, general merchant, Pont de Maskinonge, Que., are to be sold.

The stock of Young Bros., bicycle dealers, Ottawa, has been sold at 36c. on the dollar.

The plant and business of the Port Perry Electric Light Co., Port Perry, Ont., is advertised for sale by auction on August 25.

The stock of the estate of R. A. Lawrence, general merchant, Wetaskiwin, N.W.T., is advertised for sale on August 28.

CHANGES.

The Montreal Jobbing Co., general merchants, Montreal, have registered.

George B. Irvine, manufacturer of cement and flour pots, Vancouver, is out of business.

There's Money in Them.

Counter display card of The S. W. Buggy Paint.

The Sherwin-Williams Buggy Paint and The Sherwin-Williams Buggy Top Dressing are money making specialties.

They are particularly suited for use in and about livery stables. They work freely, are easily applied, and enjoy a good sale.

They are specialties that ought to have a place on every progressive dealer's shelves. Prices quoted and full information given on request.

Counter display card of The S. W. Enamel Leather Dressing.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.
CHICAGO, NEW YORK, CLEVELAND, NEWARK, MONTREAL, BOSTON, TORONTO, SAN FRANCISCO, KANSAS CITY

O. Charette & Cie, contractors, Montreal, have registered.

The Canadian Pneumatic Tool Co., Limited, Montreal, has registered.

Theo. F. Brisson, general merchant, Buckingham, Que., is retiring from business.

Harry Whitehead is successor to the late Ruth V Reid, general merchant, Elmsdale, N.S.

Rogers & Co., general merchants, Cannington, Ont., have sold out to John McKinstry.

G. H. Knowling, lumber merchant, Frobyshire, N.W.T., has sold out to Riddell & Co.

Wodlinger & Caminetzky, general merchants, Rosthern, N.W.T., are succeeded by M. Caminetzky.

Joel A. Broadwell, general merchant, Crofton, B.C., is to be succeeded by Taylor, Smith & Co., on September 1.

FIRES.

The elevator at Campbellford, Ont., of Henry M. Fowlds & Son, grain, coal and salt merchants, Hastings, Ont., was burned.

DEATHS.

Kenneth Macpherson, general merchant, Cardinal, Ont., is dead.

Jos. Pineau, husband of the proprietress and general manager of Jos. Pineau & Co., general merchants, Bic, Que., is dead.

A WONDERFUL LAMP.

The Ontario Lantern Co., Hamilton, have patented a new incandescent lamp which they justly call the "Brilliant." It has a spiral filament, and is so constructed as to produce from a 16-candle lamp from 23 to 25 candle-power from the tip or bottom of the lamp and its full-rated 16 candle-power from the sides of the lamp, without increasing the consumption of current, making the mean spherical candle-power of this lamp about 20 candle. It will be readily seen that this lamp has great advantages for consumers who purchase their light on metre rate, enabling them to procure from this lamp a much larger amount of illumination without any extra cost.

Samples of the "Brilliant" will be forwarded to all lighting stations and dealers in electrical supplies within the next month, and the manufacturers hope to be in a position to fill orders not later than October 1.

They have recently doubled the capacity of their incandescent lamp plant, which will enable them to produce 2,500 lamps per day.

Walter Grose, of Montreal, the sole selling agent of this company, will be pleased to quote prices and give any information desired in connection with the same.

ORIENTAL TRADE CONDITIONS.

"CHINA, Japan and the Philippine Islands," form the text of an article by W. C. Matthews, the general manager for R. G. Dun & Co., in Canada, which appeared lately in Dun's Review. Mr. Matthews has just returned fron an extended trip to the Orient, where he examined trade conditions at close range, and he is prepared to speak with authority on the situation there.

In the Philippine Islands, Mr. Matthews found conditions unsatisfactory. Trade was unsettled and capital slow of investment, mainly owing to uncertainty as regards the Uoited States policy on the currency question. In addition, the exclusion of Chinese labor was having disastrous effects. Filipino laborers will only work a sufficient time to secure the bare necessities of life, whereas one can depend on Chinese coolies for something more. The change meant a blocking of industrial and commercial progress.

The natural resources of the islands are enormous and there is abundance of land suitable for growing cotton and cereals, but the earliest field to be developed, according to Mr. Matthews, will be the forests, and there will presently be a need for sawmill machinery and railway materials. Native demands at present are principally for cotton goods and small metal wares. There are general importing houses which handle these articles, and later they are distributed through Chinese merchants.

Japanese trade during the last ten years has increased nearly threefold. Referring to the portion of it conducted with the United States, Mr. Matthews says that from Japan, the principal articles of trade are silk and tea, and from the United States, raw cotton and petroleum. In addition, there is a very good demand on the part of Japan for locomotives, railway materials and electrical supplies.

In China, Mr. Matthews finds both Germany and the United States making strong efforts to get a share of the trade hitherto monopolized by Great Britain. Germany, especially, assisted by lines of subsidized steamers, is making great advances. The United States controls the flour trade, which is carried on with the mills in Washington and Oregon States without any serious competition. In Hong Kong large building operations are in progress, which are giving rise to a demand for structural steel, nails, bolts and builders' hardware. Concessions to railways, granted by the Chinese Government, will also cause a demand for construction materials. The market for steel is increasing steadily, because the destructiveness of the white ant is making the use of any other kind of material impossible.

Mr. Matthews sees great results from the abolition of the "likin" duties, if only the reform can be effected. There is no doubt that the foreign trade of China would increase with great rapidity upon the removal of these barriers, but it is to be doubted whether the change can be effected at one blow. The Government may succeed in destroying the system between the larger cities and the coast, but it will probably survive for some time in the interior. Aside from the "likin" taxes there are oo serious restrictions upon the Chinese trade.

IVER JOHNSON SINGLE GUNS

are the successful result of an honorable ambition to make a Gun that is

Safe for the Jobber. Safe for the Dealer. Safe for the User.

SAFE Mechanically and Commercially.

THE TRADE PREFER THEM AND THE PUBLIC DEMAND THEM.

Top Snap—Automatic Ejector or Non-Ejector. 12 and 16 Gauge—28, 30, 32 and 34-in. Barrel.

Send for new Catalogue just published.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Salesroom: 99 Chambers St. FITCHBURG, MASS.

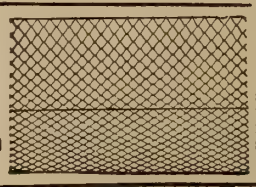
MANTELS, GRATES and TILE.

Are any of your customers building a new house? If so, why not try and sell them a mantel as well as hardware? They will want one, and it will pay you. Write us for catalogue and price.

THE BATTY STOVE & HARDWARE CO.

76 York St., TORONTO.

NOTE CLOSE MESH AT BOTTOM



Page Acme Poultry Netting

is close meshed at bottom and does not require rail or board support at edges, having strong straight wire (No. 12 guage) at top, bottom and in centre, cannot sag and is easy to erect. The "Page Acme" netting is of neat appearance, very durable and cheap. We also make farm and ornamental fence, gates, nails and staples. The name of Page is your guarantee of quality.

The Page Wire Fence Co., Limited, Walkerville, Ont. 5

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels.
Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made.

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

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Samples sent free on application.

HORSE NAILS—"C" Brand Horse Nails
Canada Horse Nail Co.

"BRASSITE" GOODS — Gunn Castor Co. Limited, Birmingham, Eng.

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A continuation of springs through its entire length.

H. R. LAMB FENCE CO., London, Ont.

THE LONDON SCALE WORKS

GEORGE M. FOX
(Successor to John Fox.)

Manufacturer of Railroad, Hay and Platform Scales.

91 York Street, LONDON, ONT.

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37-39 Front Street West, **Toronto.**

ONLY WHOLESALE

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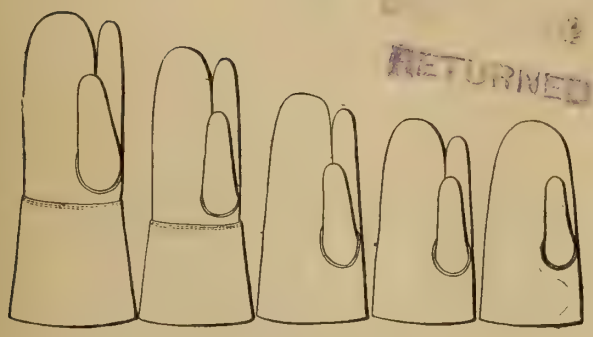
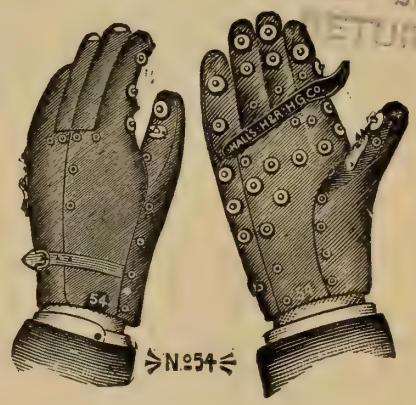
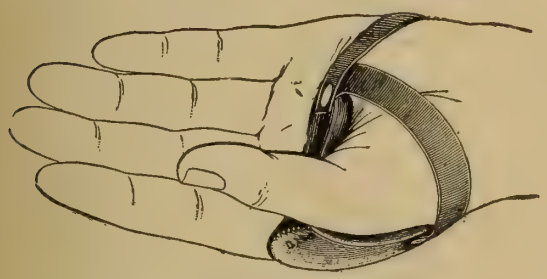


HARVEST MITTS.
Lengths, 10, 12, 14, 16, and 18 inch.

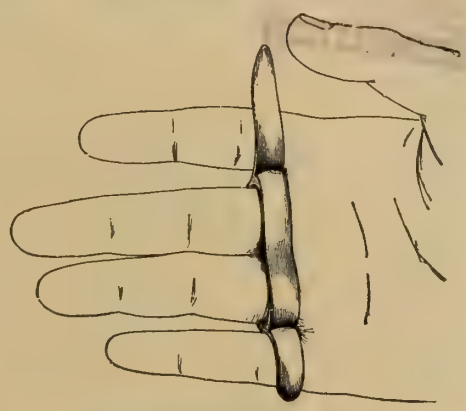


No. 54—HUSKING GLOVES.

CORN HUSKERS



"EUREKA."

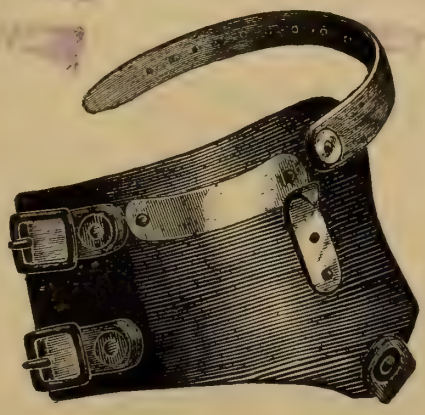


"EXCELSIOR," all Iron.

No. 3000.

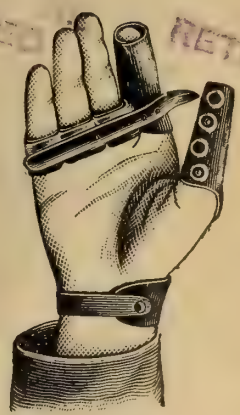
No. 2000.

"BOSS."



No. 3—LEATHER PALM.

"LUDWIG."



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Graham Nails are the Best.

Factory: Dufferin Street, Toronto.

WE SHIP PROMPTLY

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Canada's Leading House

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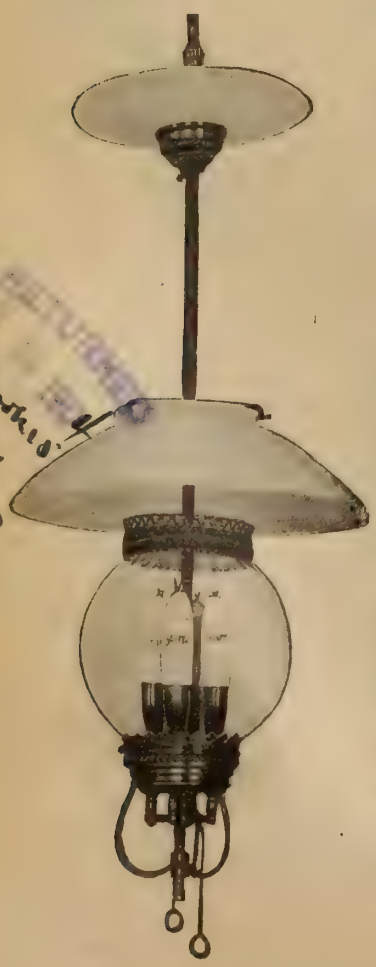
PLUMBING SUPPLIES

ONTARIO LEAD AND WIRE CO., Limited

FRED. SOMERVILLE,
Manager.

Toronto, Ontario.



The New Rochester Cluster Gas Light

Newest and **BEST** powerful light for gas yet made; four incandescent gas burners in a cluster; lighter than electric and at half the cost; always lighted by simply pulling the string for inside or outside lighting; handsomely finished in oxidized brass.

Our Leader Mantle

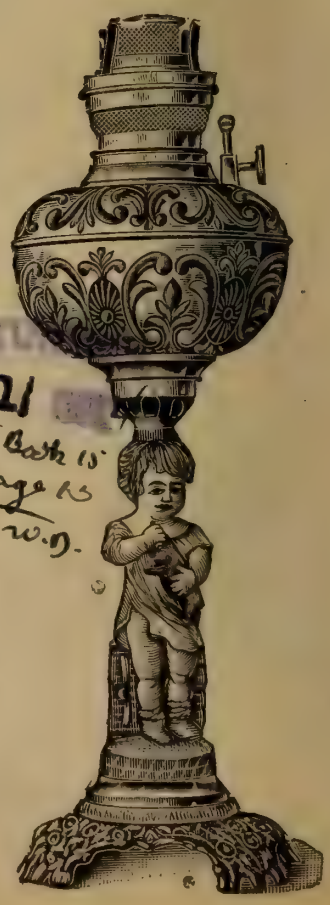
Leads all others for durability and lighting power.

All kinds of Metal, Decorated and Glass Lamps and Lamp Goods, Burners, Chimneys, Wicks, etc.

Will be pleased to see all our friends and patrons at our office and showrooms during the coming Toronto Exhibition.

Write us for any information in the lighting line

THE ROCHESTER LAMP CO.
OF CANADA
24 Front Street West, - - TORONTO.



THE MASTER PLUMBERS OF CANADA.

Annual Convention of the Dominion Association in Halifax on August 13, 14 and 15.

FOGGY and raining. These were the conditions under which the delegates to the above Convention arrived in Halifax. We had often heard the expression "Go to Halifax," but never felt its full force and meaning until now. Probably no harm was meant in the remark, but we never understood it before. A few of the Halifax members boarded our train about ten miles out from Halifax. Perhaps they felt somewhat conscience-stricken in inviting the Convention to their city, and then were disheartened and disgusted that Old Probs. should

Frank Powers President. Lunenburg, N.S.

have gone back on them in this way. They certainly had a blue look when they got on the train, but tried to put on the best face possible, and explained that the normal atmosphere conditions of Halifax were not rain and fog. They had very kindly and thoughtfully, too, provided a street car service to take the delegates to the hotel. In fact, the Reception Committee left nothing undone to atone for the breakdown of the weather. But presto. What a change the next morning. The curtain of fog had lifted, the sun was shining gloriously, and the air felt cool and refreshing. Halifax had redeemed its fair reputation. Everything was bright and joyous looking. The magnificent harbor, capable, we were told, of giving security to a thousand ships, lay glistering in the sun before us.

Halifax is located on a peninsula and founded on a rock, and rises from the water to a height of 256 feet at the Citadel. From that point of view is seen such a panoramic display of beauteous scenery as is rarely met with. The weather has been all that could be desired from the opening of the Convention until its close.

After supper, the Executive met, as there was a great deal to do, and got through quite a lot of business in preparation for the Convention.

WEDNESDAY'S SESSION.

At 11 a.m. the Convention was called to order by President John McKinley, who, in a few apt remarks, welcomed the delegates, at the same time thanking the Halifax Committee for their very cordial reception of the delegates. He then appointed Mr. Hill, of Halifax, as tyler.

The first order of business was the appointment of a Credential Committee, which was made by the president, as follows: Frank Powers, Thos. Moll and W. H. Meredith.

W. H. Meredith presented the report of the Credential Committee, as follows:

President—John McKinley, Ottawa.
Vice-Pres —Frank Powers, Lunenberg, N.S.
Past President—W. H. Meredith, Toronto.
Secretary—H. A. Knox, Ottawa.
Treasurer—Ald. Jos. Lamarche, Montreal.

Provincial Vice-Presidents—
Ontario—Wm. Mansell, Toronto.
Quebec—John Watson, Montreal.
Nova Scotia—G. A. Perrier, Halifax, N.S.
British Columbia—J. H. Wilson, Toronto.
Manitoba—F. G. Johnson, Ottawa.

Ontario Provincial Associations—
W. Mansell, Toronto.
J. H. Wilson, Toronto.
John McKinley, Ottawa.
H. A. Knox, Ottawa.
W. H. Meredith, Toronto.
S. P. Gourlay, St. Catharines.

Local Associations—
Toronto—Joseph Wright.
" —Fred Armstrong.
Fredericton, N.B.—Mr. Shea.
Charlottetown, P.E.I.—Mr. Herman.
Montreal—Thos. Moll.
" —P. C. Ogilvie.
" —E. Lesperance.
" —R. Egan.
Ottawa—F. G. Johnson.
Halifax—G. A. Wooten.
" —J. E. Myers.
" —Jas. Farquhar.
Guelph—H. Mahoney.
Moncton, N.B.—Wm. Watson.
" —C. O. Rowe.
Sussex, N.B.—H. Dryden.
Mahone, N.S.—A. Gangille.
New Glasgow, N.S.—C. H. McKay.

On motion, the above were declared as forming the Seventh Annual Convention.

The following special committees were appointed:

Grievance Committee—Joseph Wright, Frank Powers, Jos. Lamarche, S. P. Gourlay, G. A. Perrier.

Resolutions Committee—Wm. Mansell, P. C. Ogilvie, Jos. Farquhar, H. Mahoney, G. A. Wooten.

Auditing Committee—Fred. Armstrong, Thos. Moll, H. Dryden.

On motion, it was decided to give the master plumbers of Halifax who were not already attending as delegates, a cordial invitation to be present and given the opportunity of taking part in discussions, but not to vote.

R. L. Borden, M.P., and Mrs. Borden sent their card, stating they would be "At Home" on the afternoon of the 13th, and asking the attendance of the delegates. An invitation was also received from S. M. Brookfield to pay a visit to the dry dock.

Ald. Joseph Lamarche, Treasurer, Montreal.

On motion, it was resolved to extend the hearty thanks of the Association to R. L. Borden, M.P., and Mrs. Borden and also S. M. Brookfield for their kind invitations, and also the Halifax Committee for the manner in which they had so kindly prepared towards making the visit of the delegates an enjoyable one.

As the noon hour had come, an adjournment was made to 1.30 p.m.

The chair was taken by the president at 2.30 o'clock.

Reports of retiring officers were read.

PRESIDENT'S REPORT.

Gentlemen and Members of the National Association of Master Plumbers of the Dominion of Canada.

At the last annual convention you honored me by placing me at the head of the National Association. The time has

now arrived for me to give an account of what has been done during my term of office.

In all matters of importance, I have consulted with the sub-Executive Committee before acting, and I have invariably found them most anxious to promote the welfare of the Association, and conservative in their advice.

When in convention assembled, we exhibit considerable enthusiasm, but, as a rule, it is left for the officers to maintain that spirit of confidence and activity throughout the year, and to them much credit is due for the efficient manner in which they performed their duty in the various Provinces. These officers will report to you in detail their work in the different Provinces.

Together, with your secretary, I have been in communication with a number of cities and towns where no local association exists, with a view to having them organize, and we have received a number of encouraging replies.

I am pleased to report that the master plumbers of Hamilton are again affiliated, and that Winnipeg has also come into our Association.

It was my good fortune, with your secretary, to attend the first meeting of the Ontario Provincial Association of Master Plumbers at Toronto in March last. I may say that the meeting was one of the largest and most representative that I have ever attended. The Provincial president and the members that assisted him in the formation of the Association deserve to be congratulated upon the splendid meeting. I sincerely hope that the day is not far distant when the other Provinces will also be organized.

I have found it very difficult to form local associations on account of the inclination to reduce prices in order to secure work. I trust, however, that the formation of Provincial associations will have a tendency to create a more friendly feeling toward each other, and give everyone to understand that the other fellow has a right to live.

One way in which the trade could be greatly benefitted, where proper plumbing laws are not now in force, is for the local associations in cities to secure the passage of by-laws, requiring all master plumbers to be examined as to their practical qualifications for conducting the plumbing business. I believe that it would be greatly to our advantage to educate our members, who appear to need it, that there is necessity for something more than a knowledge of sanitation to conduct the plumbing business with financial success. We could, with advantage, devote much time to cultivating a more friendly feeling toward one another, and honorable dealing amongst ourselves. We should be ready at all times to assist a worthy brother member mechanically or otherwise, and should not endeavor to invade the territory of each other.

I regret to say that there is sometimes a lack of interest displayed by members of local associations in attending regular meetings.

I would recommend that short talks be given periodically by those who have made a study of sanitary subjects. The free discussion of such subjects would serve to awaken interest that would be of incalculable benefit to us all.

I would like to see each and every member of this Association do a little missionary work in trying to induce master plumbers to become members of some local organization, where they will be in a position to protect themselves.

We have a number of complaints about the supply men not keeping faith with us, and while, in a few cases, I have found that there is ground for complaint, I believe that, as a rule, they are cautious about whom they sell to.

In conclusion, I would say that it has been clearly demonstrated to me that the benefits that accrue from an organization of this character are materially advanced by active co-operation and loyalty toward one another.

To the members of the Executive Committee, who have so cheerfully tendered me their able assistance during my term of office, I return my hearty thanks. I also desire to thank our worthy secretary and those who, by letter or personal effort, have labored to increase our membership.

It affords me great pleasure, indeed, to welcome you all to the Seventh Annual Convention of the Master Plumbers'

W. Mansell, Retiring Vice-President for Ontario, Toronto.

Association in this historic city, and to express the hope that we shall all derive much benefit from the meeting.

Respectfully submitted,
JOHN McKINLEY,
President.

VICE-PRESIDENT'S REPORT.

To the President, Officers and Members of the National Association of Master Plumbers, Steam and Hot-Water Fitters of the Dominion of Canada.

Gentlemen :—I have the honor of submitting my report as vice-president for the past year. It is with pleasure that I meet you once more, and bid you a hearty welcome to the City by the Sea, and hope that your stay will be both pleasant and profitable.

I am pleased to report a steady growth of the Association in Nova Scotia, and hope that the time is not far distant when every bona fide master plumber in Nova Scotia will be a member of our Association.

The Halifax branch, of which I have the honor to be president, is making rapid strides and is in a very prosperous condition. Meetings are held regularly and are well attended, and the utmost harmony prevails among the members.

In the matter of Provincial associations, I may say that although there is no actual association in existence in the Maritime Provinces, nearly all the master plumbers in the large and important towns of Nova Scotia, Prince Edward Island and Cape Breton are connected with the Halifax Association, and we are merely waiting for the time when Provincial plumbers are strong enough to meet without the aid of the Halifax Association.

I wish to call your attention to the need of Provincial sanitary laws. The country is suffering for a simple set of sanitary laws that would apply to all plumbing work done in any part of the Dominion.

Further, every master plumber in Canada should pass a fair examination and hold a certificate of competency before being allowed to work at or carry on the business of plumbing. In view of the above, I beg to suggest that this Convention do present a petition to each of the Provincial Governments of Canada, asking them to pass the required legislation at their next meeting; and I would also suggest that the master plumbers be asked to sign the said petition. The petition should embody a draft of the proposed sanitary legislation, which ought to be simple and to the point.

I would also suggest that a similarly signed petition be presented to the Dominion Government, asking them to adopt a good standard plumbing specification; and that the proposed specification include a by-law or clause that none but properly certified master plumbers be permitted to work on plumbing done by the Dominion Government.

In conclusion, I wish to say that some of the supply houses have broken faith with the master plumbers during the past year, and in some instances have almost become competitors. It is my intention to place information before you in connection with the above, and ask you to deal with it during this session.

FRANK T. POWERS,
Vice-President, N. A. M. P.

The above report was referred to the Legislative Committee, excepting the clause re journeymen, which was referred to the Executive.

SECRETARY'S REPORT.

Ottawa, August 9, 1902.

Mr. President, Officers and Members of the National Association of Master Plumbers, Gas, Steam and Hot Water Fitters of the Dominion of Canada.

As secretary of the Ottawa Master Plumbers Association, I beg to report there are twelve members in good standing.

This past year marked considerable advance in the cause of sanitary reform. We have succeeded in gaining the attention of our municipal representatives. Just now the by-law is under the consideration of the Public Health Board. Herewith is a copy of the ruling of the city solicitor of Ottawa, for publication in the report, which I am sure will receive your earnest consideration.

(Copy.)

Ottawa, March 12, 1902.

H. A. Knox,
Secretary N. A. M. P.

Dear Sir,—Herewith I am sending you copies of two by-laws prepared by me for submission at the meeting of the Finance Committee to be held on Thursday even-

ing next. One providing for the licensing and regulating of plumbers, and the other for the regulation of plumbing work. I have prepared separate by-laws in these matters because they are quite distinct, and the council derives its authority with respect to each from different sources. The authority to license and regulate plumbers is given by the Municipal Act, and the authority to make regulations as to plumbing work, by the Public Health Act. If these by-laws should be passed their enforcement will be under the jurisdiction of different committees.

That relating to licensing and regulating of plumbers under the Finance Committee, and that relating to the regulation of plumbing work under the Board of Health. The Finance Committee will probably report these by-laws to the council for a first reading, after which they will be printed, and the one relating to licensing and regulating plumbers referred to the Finance Committee, and the other, relating to the regulation of plumbing work, to the Board of Health, before being finally passed by the council.

In framing the by-law relating to the regulation of plumbing work, I have followed very closely the Toronto by-law, as it seemed to me to be the most up-to-date and satisfactory of those submitted to me.

Yours truly,
TAYLOR McVEITY,
Ottawa City Solicitor.
H. A. KNOX,
Secretary Ottawa M. P. A.

VICE-PRESIDENT OF ONTARIO.

To the Officers and Members of the National Association of Master Plumbers, Gas, Steam and Hot Water Fitters of the Dominion of Canada.

Gentlemen :—As your executive officer for the Province of Ontario, I beg to submit the following as my report of work done during my term of office. During the years that I have been associated with the affairs of our Dominion Association I have endeavored to advance the interests of our Association, and have always been of the opinion that Provincial associations would be beneficial to our organization. This matter has been before our Dominion Association meetings for the last two or three years, and at our last Convention in Toronto provision was made in the constitution whereby the Province could organize into Provincial bodies. During the early part of this year several meetings were held with members of our Toronto Association on the advisability of starting the ball rolling (in our Province). The matter was left in the hands of the three members of your Executive residing in Toronto, viz.: W. H. Meredith, J. H. Wilson and myself. A letter was sent to the different local associations and to our Dominion President, asking their co-operation, and a meeting was arranged to be held in the city of Toronto on the 28th of March last. That meeting was called by invitation to all master plumbers throughout the Province, and I have much pleasure in stating that a strong representation of master plumbers answered in person, and many more by letter, sending their good wishes and success to our undertaking. Those who attended in person represented the cities of Brantford, Guelph, Hamilton, Ottawa, St. Catharines, St. Thomas, Toronto and Windsor, and the towns of Berlin, Barrie, Peterboro', Petrolia and Smith's Falls; and as a result of their deliberations a strong Ontario Provincial Association was instituted, as you will see by perusing the minutes of the business done at that meeting, several copies of which are here for distribution. I beg to thank particularly the members of this Association who attended and helped to launch the first Provincial boat in connection with this, our parent body.

I am very pleased to report that we are increasing in members from all over our Province, and while I am sorry to report we have no representatives from either London or Kingston, I think, in the near future to have the locals again installed in these cities, and a complete organization existing in our whole territory.

I am pleased also to report a very heavy business year throughout the Province, and while, perhaps, not as profitable as should be, I think, with proper organization and a closer acquaintance with each other, the profits will increase to a condition more satisfactory than at present exists, but will only be attained by having the utmost confidence one with the other, and social acquaintance as far as possible.

W. H. Meredith, Vice-President for Ontario, Toronto.

I am deeply grieved to have to report the death of our esteemed and honored brother, Alex. Fiddes, who was stricken with paralysis in his office, and practically died in harness. You who were at our last meeting will all remember the pleasant feature of a presentation made to our late brother at our banquet, and how his heart was too full to respond. We little thought at that time he was so soon to be taken from our midst. God grant that we may be all in as good condition to stand before our Maker as he was.

In conclusion, I wish to thank the members for the honor of Ontario vice-president conferred on me last meeting, and hope that this meeting will be successful in instilling into the hearts and minds of all our members the motto of our Dominion Association—All for one; one for all.

WM. MANSELL,
Vice-President, Ontario.

QUEBEC REPORT.

To the President, Officers and Members of the National Association of Master Plumbers, Gas, Steam and Hot Water Fitters of the Dominion of Canada.

Gentlemen,—As Provincial Vice-President of the Province of Quebec, I beg leave to submit my annual report for the year ending July, 1902. During my term of office my time has been taken up a great deal with our Montreal Association, more so this year than in the past. The Montreal plumbers and steamfitters went out on strike the 1st of May, and I estimate that there are still about 60 men out. Some of our members say there is a great many more than this number not working yet.

The Montreal Association is not flourishing as well as I would like to see it, but, still we are having a very healthy growth; we report an additional two members over our report of last year. Of course, we have made more new members than this, but some have dropped away from us. However, I expect we will have a much larger increase this coming year, for I think the strike has shown some of our master plumbers the error of their ways, and now there are many of them preparing themselves to be good.

I am pleased to hear of the great strides the members in Ontario have made. This shows good work on behalf of the Vice-President for Ontario, and well deserves the thanks of this Association.

I would strongly advise this honorable body, when electing Provincial vice-president for the Province of Quebec, to see that his first qualifications will be that he can speak the French and English languages. This has been a great drawback to me, not being able to speak the French language.

I expect to be able to do some work along the line of organization on my way down to Halifax. With the assistance of some of our members, we will do what we can in Quebec city. My opinion is, until we manage to get the cities of Quebec and Montreal well organized, there will be no use for a Provincial association in the Province of Quebec

The past year has been a prosperous one for the plumbing fraternity in Quebec, but the coming year promises to outshine the past.

I would recommend that one of the first committees appointed would be the Grievance Committee, so as to give more time to look up the complaints that may be submitted.

I thank you, gentlemen, for the honor shown me in electing me Provincial Vice-President at the last Convention. While my work has not been as successful as I would have liked, I have done the best I could, and my great desire is to see our Province well organized.

JOHN WATSON,
Provincial Vice-President for the Province of Quebec.

MANITOBA REPORT.

To the President, Officers and Members of the National Association of Master Plumbers, Gas, Steam and Hot Water Fitters of the Dominion of Canada.

Gentlemen,—As Vice-President in the Province of Manitoba, I submit the following report: It is to be regretted that we have not any representative from the newly-formed association at Winnipeg, but, considering the distance and the time involved in travelling, we could hardly

expect one at this Convention. I am sure that we all feel proud to have them affiliated with us, and I am confident that in the near future we shall have much more promising reports of the work that will be done in the great Western country.

I have to report of the preliminary work that has been done, particularly in the city of Winnipeg, and now that such a noble start has been made, we look for many new associations being formed.

You will have laid before you several communications from the new association, referring to matters of vital importance to this Association. It will be seen that they are spirited and anxious to have the co-operation and the support of the master plumbers throughout the Dominion. I, therefore, feel that we have reason to congratulate ourselves, and I am sure your honorable body will receive those of our Western country with open arms.

I may add that the per capita tax has been forwarded, all of which I respectfully submit.

F. G. JOHNSON,
Provincial Vice-President,
Manitoba.

BRITISH COLUMBIA REPORT.

To the President, Officers and Members of the National Association of Master Plumbers, Gas, Steam and Hot Water Fitters of the Dominion of Canada.

Gentlemen,—As Provincial Vice-President for the Province of British Columbia, I regret that I am unable to report any great work accomplished. I had thought to find time during my term of office to make a visit to friends in the West, and, combining business with pleasure, visit several of the cities and towns in the Province and organize local associations, but through pressure of business and other unavoidable circumstances I found it impossible to get away from home. Early in the year I wrote nearly all the master plumbers in the Province, notifying them that in the absence of a representative from the West, I had been appointed Provincial Vice-President for British Columbia, and when the annual report was published, I secured a number of copies and distributed them throughout the Province, with a letter, advising the formation of local associations and affiliation with the National Association; and advancing many good reasons why master plumbers all over the Dominion should unite, also drawing their attention to the formation of Provincial associations as required by our constitution. I have had a number of replies (not as many as I expected or would have liked), some asking for information, others complaining bitterly of the unfair treatment received by them at the hands of some of the manufacturers and supply men.

I also had several requests for our Toronto local association by-laws and price lists, which I forwarded and have received one reply, stating that they had organized and expected in a short time to be in full running order with no outsiders.

As far as I have been able to learn the difficulty of forming local associations in British Columbia, with one or two exceptions, seems to be that the cities and towns are far apart, and in many instances only two or three plumbers in one place—in some cases only one. Feeling satisfied that a Provincial association would overcome the difficulty, and with that end in view, I wrote a number of the prominent plumbers of the various cities and towns through the Province, notifying them that we were about to form a Provincial association in Ontario, and as soon as the report was published I would send them copies. Those I have since sent, especially drawing their attention to clauses four and five in the constitution and by-laws, which fully cover the difficulty at present existing. So far I have had no replies, but judging from the correspondence I have had with master plumbers in the West, they are beginning to feel the want of thorough organization; and I have no doubt that in the near future there will be a Provincial association in British Columbia.

In conclusion, let me say that I hope the good work started in Ontario will be carried on and that before another Convention every Province in the Dominion will have a similar association, thereby bringing us in closer touch, one with the other, in the interests of all.

Below is a list of nearly all the prominent plumbers in the West: M. Dumond.

H. A. Knox, Chairman of Apprenticeship Committee, Ottawa.

Ashcroft; Jas. Munro, Chilliwack; Geo. Chapple, Grand Forks; Geo. Pattison, Grand Forks; Tilslet & Bishop, Greenwood; Bailey Bros., Nanaimo; Corbett & Co., W. E. Vanstone, New Westminister; Hebner & Hebner, Strachan Bros., Nelson; McLean & Conway, Phoenix; A. S. Hunden, H. F. Busch, G. M. Weller, Rossland; Trail Hardware and Plumbing Co., Trail; M. S. Rose, W. A. Brown, Otto Laursen, J. G. Mortimore, W. Leek, Barr & Anderson, Peach & Christie, Thos. Marshall, Knowdell & Hodgson, Jas. Hughes, Chas. Peters, Burkholder & Green, Weeks & Son, Vancouver; C. M. Cookson, J. H. Warner & Co., Watson & McGregor, A. & W. Wilson, Jno. T. Braden, City Plumbing Co., Jno. Colbert, Clayton & Costin, Clark & Pearson, E. F. Geiger, Hickman - Tye Hardware Co., J. T. Orr, A. Sheret, Victoria; W. Head, Calgary, Alb.; Shotton & McClughan, Kamloops.

Respectfully submitted,

J. H. WILSON,
Prov. Vice-Pres. B. C.

NOVA SCOTIA REPORT.

To the President, Officers and Members of the National Association of Master Plumbers, Gas, Steam and Hot Water Fitters of the Dominion of Canada.

Gentlemen,—As it is customary, I beg to submit a short report for the year 1902. As regards the Halifax Association, they still keep well to the front.

Last year's report shows that the Halifax Local Association came next to Montreal, "which has the largest association in the Dominion," and I feel fully assured that after the Convention we will be able to swell our ranks and become the banner branch of the Dominion of Canada.

We cannot make much gain in the city, as all the master plumbers are members of the association; it is the master plumbers outside that we want interested, and I think that after the Convention is over we will be able to show the plumbers outside of the city that it will be to their mutual as well as financial benefit to become members of our association.

I have been informed that the master plumbers of Sydney, C.B., are forming an association and it is their intention of amalgamating with the Halifax branch. There are eight master plumbers in Sydney, two of which are now members of our association; the members are, namely, Frank Power and Frank Bayers, formerly of Halifax, but who are now doing business in Sydney, and with two such men to guide them I have not the least doubt that it will not be long before we hear of very good results from Sydney.

I see by the report of the last Convention that the chairman advised the Provincial vice-presidents to put themselves in communication with the plumbers in the Provinces they represent, with a view to the formation of Provincial associations. I might say I have done but very little as I did not know how it could be worked in Nova Scotia satisfactorily, as in seventeen towns we have only about thirty-five members. "This does not include Prince Edward Island or Cape Breton," and the constitution reads when less than five master plumbers are located in one town they must become members of the nearest local association.

The only thing remaining for us to do is to get all or as many as we possibly can to join our association, and I have not the least doubt that the meeting of the National Association of Master Plumbers, Gas, Steam and Hot Water Fitters of the Dominion of Canada shall be of great assistance to the Halifax branch in bringing the master plumbers from the surrounding country into the association.

I might also state that we have a first-class plumbing law, which has been a great benefit, not only to the citizens of Halifax, but also to the master plumbers. Our journeymen plumbers have to pass a practical, also theoretical examination. The board consists of the city engineer and the plumbing inspector, who is a practical plumber; but our association has advised a master plumber of the city of Halifax on the board of examiners, which I think would be quite an advantage to the board.

However, this will take time, and we hope that in the near future that we will have a plumbing law and an association

that will be second to none in the Dominion of Canada.

GEO. A. FERRIER,
Vice-President for Nova Scotia.

MONTREAL REPORT.

To the President, Officers and Members of the National Association of Master Plumbers, Gas, Steam and Hot Water Fitters of the Dominion of Canada.

Gentlemen,—I have pleasure in presenting the seventh annual report of the Montreal Association, and in doing so must allude to the satisfaction the Montreal members feel in at last meeting witn our fellow members down by the sea.

I express the wish and hope of all the members of our association that this is but the first of many similar meetings, and that in the future as in the past, our friends from the Maritime Provinces of our country will continue to visit us in increasing numbers.

The Montreal Association has met with a reasonable amount of success during the past year ; our membership has been increased by nine, and we have lost three members by resignation as for other reasons.

Largely owing to the efforts of our association sanitary matters are kept well to the fore in our city. After many years of constant agitation, we have at last seen our efforts to banish the most unsanitary feature of our city bear fruit. This year the death-dealing privy pits are being done away with and sanitary water closets fitted in their place. We have not the slightest hesitation in saying that the effect of this most important sanitary measure will be shown in the near future in the decrease in the death rate, especially among our infantile population, which at the present time is alarmingly high.

Our plumbing by-law has proved helpful, but like all things human it is not perfect, and efforts are being made to have it amended in some points. More especially is it necessary that the journeymen should be examined before being allowed to practice, if good health is to result from good plumbing.

The most striking feature of the year was " the strike " in which the men as a whole were successful. The benefits of organization were demonstrated during the strike, and the necessity of having every respectable master plumber a member of our association was brought to bear on us in a practical way as it had never been before.

Our relations with our friends, the wholesale dealers and manufacturers, are pleasant and cordial, but there are still certain matters in which a more loyal adherence to agreements by both the masters and dealers would be mutually beneficial.

THOS. MOLL,
President.

SANITARY REPORT.

To the President, Officers and Members of the National Association of Master Plumbers, Gas, Steam and Hot Water Fitters of the Dominion of Canada.

Gentlemen,—Your Sanitary Committee have the honor to report that during the past year there has been no falling off in the interest taken by the public in sanitary matters. The educational campaign, begun some years ago by the doctors, the press and the pulpit, has been kept up and is from year to year producing an increased interest in this important matter.

Statistics show that the average duration of life has been considerably prolonged, the great gain being along those lines in which we are more particularly interested.

Domestic sanitation, while some diseases continue to carry off their unfortunate victims at the former rate, those diseases known to be the result of filth, impure food and foul air ; in other words, diseases produced by controlable causes, are yearly becoming less fatal and frequent.

As good plumbing is now acknowledged to be a most, if not the most important feature in bringing about this satisfactory state of affairs.

Your committee feel that our master plumbers are reaping the reward, of the time, energy and means they have employed during the past, and can honestly be congratulated on the fact that their labors have not been in vain. While that is the case, our vigilance must not be relaxed ; we are only on the threshold and at the very beginning of our work,

THE PLUMBERS' CONVENTION—A GROUP OF THE DELEGATES.

Photo. by Gauvin & Gentzell, Halifax, N.S.

which must not cease until certain diseases, now so prevalent, are as rare as the once so deadly typhus fever.

The old simple form of plumbing has no longer a "raison d'etre." New methods, improved apparatus and materials are being constantly brought into the market, and under keen business pressure, pushed in a manner formerly unknown. The plumber of to-day must be in a position to distinguish the good from the bad, and protect the public and himself from imposition, for the old adage "that all is not gold that glitters," is constantly to be borne in mind in this connection.

While the many changes may, to a certain extent, have reduced the necessity of "knowing how to do," the reasons for knowing the "why" have increased tenfold. Education in the sciences forming the basic principles of our art is to-day more than ever necessary.

The great question in the opinion of your committee is, how are young men, the plumbers of the future to be trained? A knowledge of the skill of hand it is already difficult to attain in the shops. Where are they to attain the scientific knowledge so indispensible if they are to rank as more than skilled laborers and be competent to undertake work on the correctness of which, to a large extent, depends the safety of our people's most valuable and important asset—"Good Health?"

Can it be had in the colleges? Yes, but plumbers do not attend these important seats of learning. The common school. No. Such training forms no part of the common school course. The technical school? Perhaps in a modified form. Then there seems to be no other alternative than that of establishing in all large centres first-class plumbing schools, such as that founded by the late Colonel Auchmuty of New York.

In conclusion, your committee earnestly commends the question of the education and training of the plumber of the future to the serious consideration of our Association.

Respectfully submitted,

JOHN WATSON,
F. W. HARRIS,
J. P. CARROLL,
THOS. MOLL,
JOS. HUGHES,
Chairman.

LEGISLATIVE COMMITTEE.

To the President, Officers and Members of the National Association of Master Plumbers, Gas, Steam and Hot Water Fitters of the Dominion of Canada.

Your Legislative Committee beg to submit a brief report that they have not had any legal matters referred to them during the term now ending, but we are happy to report that the trouble referred to at our last Convention regarding opinions given by the city solicitor of Ottawa, in which he states that the city solicitor has now the power to enact such laws as would be workable and beneficial. It now appears that the officers have changed his ruling somewhat, and that cities and towns throughout the Province of Ontario may enact such laws under the general Act of the Dominion.

A full explanation has been given in writing and will be referred to in our secretary's report. Your committee would recommend that the cities and towns throughout the Province of Ontario lose no time in seeing that these laws be enforced, and we would refer you to what passed at the last Convention held at the city of Toronto, referring to Provincial vice-presidents instructing those officers to appoint committees in the different localities.

Your committee would advise that the executive secretary notify members of the different committees at the earliest opportunity after their appointment; also, that the first-named on such committees be convenor and he shall have his report forwarded to the executive secretary five days previous to day of holding Convention. All of which we respectfully submit.

F. G. JOHNSON.

On motion, the foregoing reports were referred to the Committee on Resolutions.

AMENDMENTS TO CONSTITUTION.

Under the head of new business, the following notices of motion to amend the constitution of Provincial Associations were presented by the Ontario Provincial

G. A. Perrier, Secretary, Halifax, N.S.

Association, and after some little discussion the same were adopted on motion.

Notices of motion to amend the constitution of Provincial Associations, as proposed by the Ontario Provincial Association:

1. That clauses 4 and 5 of Provincial Association Constitution be struck out and the following inserted:

"Local Associations may be formed with three members in towns where not more than four master plumbers are located, or with five members where five or more are located; where less than three they may become members of the nearest local Association and the Provincial Association; or in towns where less than three master plumbers are located, two or more towns adjacent to one another can unite in forming an Association of not less than five members."

2. That the word "Cushing's," in second line of clause 10, be struck out, and that the word "Bourinot" be inserted.

3. That the following words be added after the word President in fourth line of clause 12: "Or in the absence of the President and Vice-President, the Past President shall preside"; that the word "both," after the word "should," be struck out and the word "all" inserted. Clause so amended would then read: "The duti s of the officers of this Association shall be the same as in all civic societies, unless otherwise specified by the constitution and by-laws, the Vice-President taking the chair in the absence of the President; or, in the absence of the President and Vice-President, the Past President shall preside; and should all of these, etc."

VISITORS.

Visitors present during the Convention were:

Charles B. Naylor, J. G. Crump, E. Davidson, J. W. Power, J. McFatridge, C. P. Hill, H. Elford, G. Kinsman, M. Day, A. Donovan, W. S. Craig, Geo. Rent, all of Halifax.

The secretary read a letter of greeting from the president of the National Association of Master Plumbers of the United States, also enclosing a copy of Cleveland resolutions lately adopted by that Association.

At the request of the president the vice-president was about to read the above resolutions for the information of the Convention, when the tyler announced that a deputation of the manufacturers and supply men was at the door. On motion, business was suspended while the deputation was present, which was composed of the following gentlemen: Peter McMichael, of The Dominion Radiator Co., Toronto; Thos. McA. Stewart, of T. McAvity & Son; John Keeffe, of James Robertson Co., St. John, N.B.; John Carland, Star Iron Co., Montreal; Capt. J. H. Wynne, Gurney-Massey Co., Montreal; Arthur Betton, Jas. Morrison Co., Toronto; M. C. McRobbie, James Robertson Co., St. John, N.B.; N. P. Baxter, Webb Manufacturing Co., Montreal; ———. Forbes, Stairs, Son & Morrow, Halifax.

The president, in a few words, welcomed the delegation on behalf of the Convention.

Each member of the delegation responded suitably, and then a very interesting discussion on the trade relations existing between the manufacturers and supply men and the master plumbers ensued.

At 4.30 o'clock the meeting adjourned to meet again the following morning at 9.30 o'clock.

A PLEASANT DRIVE.

An invitation to a drive had been tendered to the delegates by The James Robertson Co., Limited, St. John, N.B., for the afternoon. About a dozen carriages formed in line into which the delegates and guests entered and were given an extensive drive around the city.

THURSDAY'S SESSION.

The president took the chair at 10.30 o'clock.

The President nominated the following as a nominating committee: J. H. Wilson, John Watson and A. G. Perrier.

NEXT PLACE OF MEETING.

Mr. Ogilvie nominated Montreal. Mr. Meredith would like to have nominated Toronto, but gave way to Montreal, which was then unanimously adopted as the place of meeting for the next annual convention in 1903.

A SURPLUS.

The treasurer's report was then read showing a balance on hand, after paying

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delegates' charges and cost of reporting Convention, of $38.

The auditors' report was read, confirming the statement, and on motion the whole was received as read and adopted.

OFFICERS FOR 1902-1903.

The following officers were elected for 1902-1903 :

President—Frank Powers, Lunenberg, N.S.
Vice-President—P. C. Ogilvie, Montreal.
Secretary—G. A. Perrier, Halifax, N.S.
Treasurer—Ald. Jos. Lamarche, Montreal.

Provincial Vice-Presidents—

W. H. Meredith—Ontario.
Jas. Farquhar—Nova Scotia.
Wm. Watson—New Brunswick.
H. Mahoney—British Columbia.
A. J. Hammon—Manitoba.

Standing Committees—

Legislative—Fred. Armstrong, Toronto.
Apprenticeship—H. A. Knox, Ottawa.
Sanitary—J. W. Hughes, Montreal.
Essay—Jas. Pennington, Windsor.

Mr. Meredith moved a hearty vote of thanks to the retiring officers, and much regretted that we are losing from the Executive, Mr. Mansell. Mr. Egan seconded the motion and a standing vote was taken.

Past President McKinley suitably responded to the vote and expressed the pleasure he had had in doing the work of the Association. He did not think he could have got through the work efficiently without the valuable assistance of Mr. Knox, the retiring secretary.

Mr. Knox, in a few remarks, acknowledged the vote of thanks. Suitable responses were also made by Mr. Mansell, the retiring vice-president for Ontario ; Jno. Watson, retiring vice-president for Quebec, and J. H. Wilson, retiring vice-president for British Columbia.

MOTION OF CONDOLENCE.

The death of Alex. Fiddes since the last Convention was the occasion of a vote of condolence being moved by W. H. Meredith, of Toronto, who, in the course of his remarks, stated that there was no more honored member in the National Association, and also of the Toronto Association, of which Mr. Fiddes was the father. Mr. Meredith suggested that a letter of condolence should be sent to the bereaved family.

The motion was seconded by John Watson, and duly carried by the Convention.

VOTES OF THANKS.

Votes of thanks to the Halifax Reception Committee were moved, seconded and carried by standing vote and singing lustily "For They are Jolly Good Fellows."

A vote of thanks was unanimously passed and the secretary instructed to forward the same to the following : R. L. Borden, M.P.; Stairs, Son & Morrow Co.; James Robertson Co., St. John, N.B.; S. M. Brookfield, and Public Garden Commissioners, Halifax.

Adjourned to 2 o'clock.

AFTERNOON SESSION.

The president took the chair at 2.30 o'clock.

The president named the following as the Press Committee : F. G. Johnston, H. Mahoney and Mr. Kinsman.

AN ORGANIZER SUGGESTED.

Mr. Lamarche, in the course of a general discussion, called attention to the improved condition of things as compared with what existed before the organization of the Association. He then drew attention to the appointment of an organizer. It was too late now to bring the matter on, but it could be discussed during the coming year in all local associations.

REPORT OF RESOLUTIONS COMMITTEE.

This report of the Resolution Committee was received, and, on motion, discussed clause by clause.

The recommendation to adopt the

John McKinley, Past President, Ottawa.

president's report was, on motion, carried.

The vice-president's report occasioned discussion on the clause re the registering of journeymen plumbers.

The writer of the report explained that he wanted to raise the tone of the workmen, and to obtain more efficient work.

Ultimately the vice-president's report was referred to the Legislative Committee, except the clause dealing with journeymen, which was passed on to the Executive.

SANITARY COMMITTEE'S REPORT.

This was referred to the Legislative Committee. The report was adopted as read.

The report of the Resolution Committee was then adopted as a whole.

Mr. Meredith called attention to the copy of Cleveland resolutions, which, by the courtesy of the president of the National Association of Master Plumbers of the United States had come into the possession of the Dominion Association, and he would like the members to become acquainted with it. On motion, it was left to the Executive Committee to see that copies were forwarded to the local associations to be discussed by them and brought on again at the next Convention. This concluded the business of the Convention, which, on motion, is to meet at the call of the Executive in Montreal.

All the members joined heartily in singing "Should Auld Acquaintance be Forgot" and the National Anthem.

THE BANQUET.

The banquet given by the Halifax Master Plumbers at the Queen Hotel, on Wednesday evening, was equal to anything ever given by the Association before in that line, while the number of distinguished guests present and the array of talent and the oratory displayed by some of the speakers will make the occasion memorial and cause it to stand out as unique. Among the more conspicuous personages who were present, we noticed the following : R. L. Borden, M.P.; the Mayor of Halifax ; the Deputy-Mayor of Halifax ; Attorney-General Longley ; Senator Power, Speaker of the Senate ; Wm. Roche, M.P.; Hon. Mr. Drysdale, M.P.P.; Geo. Mitchell, M.P.P.; J. Keeffe, M.P.P., and Mr. Campbell, President of the Board of Trade.

President Frank Powers sat at the head of the cross table and was supported on his right by Attorney-General Longley, of the Provincial House, and on his left, by the Mayor of Halifax. Covers were laid for over 100 guests, and the menu was all that could be desired, of which the following is a copy :

SOUP.

Consomme a la Franklin.
Puree of Chicken a la Reine.

FISH.

Boiled Fresh Salmon, Remoulade Sauce.
Sliced Cucumbers.
Olives. Radishes. Sliced Tomatoes.

ENTREES.

Cotelettes de Veau aux Petits Pois.

JOINTS.

Roast Young Lamb with Mint Sauce.
Roast Spring Chicken with Bread Sauce.

VEGETABLES.

Cauliflower. Mashed Potatoes in Cream.
Green Peas.

ENTREMETS.

Steamed Plum Pudding, Cognac Sauce.
Raspberry Short Cake with Whipped Cream.
Vanilla Ice Cream with Sponge Cake.
Cheese. Crackers.

FRUITS.

Oranges. 'Nuts and Raisins. Bananas.

TOAST LIST.

1. His Majesty the King.
2. Our Visiting Delegates.
3. The Dominion, Local and Civic Governments.
4. The Manufacturing and Supply trade.
5. The Land we Live in.
6. The Board of Health.
7. The Fair Daughters of Canada.
8. The Press.
9. Our Guests.

First toast, "The King," responded to loyally by all standing and drinking to the health of His Majesty and joining with spirit in the singing of the National Anthem.

THE VISITING DELEGATES.

The second toast, "Our Visiting Delegates," had the names of President McKinley, Secretary H. A. Knox, W. H.

Use "HEINTZ" Steam Traps.

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"STAPLES."

Our improved "J.M.T." Cushion-Disc Bibb is one made to fill the want of a better article than the common Bibb.

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Attractive in design.
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Everything complete for the modern bath room.

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Meredith and Ald. Jos. Lamarche coupled with it.

President McKinley said it gave him much pleasure to be present, but, as he was not feeling well, he asked permission that W. H. Meredith reply more fully in his behalf.

W. H. Meredith said he had been looking forward with great pleasure to coming to Halifax, and meeting his confreres in that part of the world. He assured them that the realization was greater than the anticipation. Our body is not at all times looked upon with the highest regard, and he was glad to see before him memebers of the Dominion Parliament, the Provincial Legislatures, and the municipal body. Efforts will be made soon to appeal before the Legislature for laws to govern the sanitary conditions of our cities.

He appeared to remember that a year ago he reminded them that there was a mountain before them, but that had been surmounted and now there is not even a bluff before them.

Ald. Jos. Lamarche, of Montreal, said he had great pleasure in being there, at such a great banquet, which was not surpassed in any other place they had ever met. " When business is concerned, when life is in danger, there is no creed or nationality. We never thought that in such a short time that we should meet such distinguished people who are friendly to our fraternity. You have in this city to-day two classes of people who deserve your attention. They deserve to be best served. We, however, consider ourselves higher than the manufacturers, because we have to so utilize their goods that the people for whom we do work shall become manufacturers."

Before leaving he would ask one favor. It was that next year he hoped to have the pleasure of seeing them in Montreal. There they might not receive all people of the same nationality, but their reception would be hearty and sincere.

SENATOR POWER.

The next toast, " The Dominion, Local and Civic Governments," was responded to by Senator Power, Speaker of the Senate. He began by saying that when he was young, he was somewhat of a devout turn of mind, and used to repeat a hymn running as follows :

I want to be a plumber,
And with the plumbers stand,
A helper by my side
And a wiped joint in my hand.

He regretted that the Hon. Minister of Public Works, who was to have been there, had been detained elsewhere, because he has been charged with an expenditure of $6,000,000 per year, and very much of this goes into buildings of various kinds, which necessarily entail considerable work for the plumber. He, the speaker, had had experience with plumbing, more particularly with their bills. He could not say much as to the work done, but the bill could be seen with the naked eye. The business and science of plumbing are very important, for, if a plumber does not do his work well poison comes into the house, and then death often ensues. He expressed his great pleasure at being present, and wished the Association every success.

MR. R. L. BORDEN, M.P.

R. L. Borden, M.P., said he had no fault to find with the speech of the Hon. Senator, except to say that he had most scandalously neglected the Government in Canada.

" I suppose I may speak for the Government of Canada in one sense, and that is the sense in which we look upon the House of Commons—the administration of Federal affairs has been the Government of this country. There is a good deal of fault with the administration of the affairs of this country, whichever party may be in power."

He was delighted that the plumbers had seen it possible to come to Halifax. He recognized that the profession to which he belonged, and the plumbing profession, were akin in this : for their extreme moderation in their charges. In that sense he felt thoroughly at home.

MR. W. ROCHE, M.P.

Wm. Roche, M.P., was glad that the plumbers had remembered the Dominion Government, and of giving him the opportunity of making their acquaintance. Plumbing was one of the most useful of the arts. It ministers much to the comfort and happiness of our homes. His distinguished colleague had spoken of points of resemblance between the legal and plumbing professions. There might be soft solder in that, but he thought the strongest point of resemblance was the manner in which they were regarded by a deluded and sceptical populace.

HON. MR. DRYSDALE.

Hon. Mr. Drysdale, M.P.P., Minister of Works and Mines, representing the local Government on this occasion, said it gave him great pleasure to be present, and to find an association of this kind visiting the city of Halifax. He trusted that they would not visit this Province without finding out something they did not know before. He had listened to the references made to the plumbers, and he did not know a more long-suffering people than these same plumbers, who had to listen to such slanders of themselves. He regarded the calling of the plumbers as a scientific one, and one of great benefit to humanity.

MR. GEO. MITCHELL, M.P.P.

Geo. Mitchell, M.P.P., of the Local House, referring to the recent visit of the Civil Engineers, and Manufacturers, said : " And now the plumbers are here. These gatherings must be very beneficial in permitting of interchange of thoughts and ideas. He was glad that Mr. Lamarche had spoken of plumbing as a profession. Great improvements have taken place in the sanitary laws in the past 15 years. As one of the members representing the constitutency in which they had met, he extended to them a cordial welcome.

MR. KEEFFE, M.P.P.

Mr. Keeffe, M.P.P., said there had been a swing of good-fellowship connected with the proceedings which had made all feel very much at home. He was very sorry that a body like this did not exist years ago, as a great deal of sickness might have been avoided.

THE MAYOR OF HALIFAX.

Mayor Crosby, of Halifax, spoke of the difficulty in his responding to the toast after six eloquent and intelligent gentlemen had dealt with it. Speaking for the city of Halifax, he was delighted to welcome the members of the National Association of Master Plumbers' of Canada.

Deputy-Mayor McIlwraith also spoke on behalf of the city.

" Manufacturing and Supply Trade." This was replied to by Peter McMichael, manager of The Dominion Radiator Co ; Thos. McA. Stewart, of T. McAvity Co ; Capt. Wynne, of The Gurney-Massey Co.; John Keefe, of Jas. Robertson & Co., St. John, and Mr. Baxter, of Webb Manufacturing Co., Montreal.

HON. MR. LONGLEY.

" The Land we Live In." This toast, unfortunately, was given at a very late hour and left but little time for the very able and distinguished gentleman, who was to reply to it, the Hon. Mr. Longley, Attorney-General for Nova Scotia. He began by saying he wanted to bear witness to one thing—that he had before him as patient a body of men as he had ever addressed. They have traits they had never before been credited with.

" If the hour had been earlier and the circumstances more propitious, there was a vast deal that any man with any pretence to patriotism might say on behalf of this great and vast Dominion ; it is the heritage of everyone who calls himself a Canadian.

" There was a time, perhaps, when the people of Nova Scotia were not quite in love with everything that pertained to Canada, but that was a rebellious and stiff-necked generation. Now, there is no part of this wide Dominion, from the Atlantic to the Pacific, where Canadian sentiments find more prominent and thorough-going professions than in the Province of Nova Scotia.

" The Dominion of Canada to-day has the promise of being one of the greatest and most powerful and progressive nations that the world has ever seen. When its varied resources are examined it is found that they are not surpassed by any nation existing. On the basis of quality it is recognized that its population, not by numbers, but by character and moral fibre, are unsurpassed by any peoples in the world. But even as regards population, he believed he was correct in stating that the time is not far distant when Canada will occupy the position of a country with many, many tens of millions of people with enormous resources, with constitutional laws and Government that will challenge the admiration of the world and place her in the very forefroot of civilization and commercial progress of the world."

There was a great deal more that he would liked to have said, but the hour was late and he would conclude by saying it gave him the greatest possible pleasure to mingle with them.

OTHER TOASTS.

Mr. Campbell, President of the Board of Trade, in a few words expressed the satisfaction it gave him at being present.

The other toasts were suitably responded to and the function brought to a close by singing " God Save the King."

Taken altogether the Master Plumbers' Associatian must feel proud of the recognition and esteem which they are steadily more and more compelling professional gentlemen, statesmen, and the public at large, to give them.

DELEGATES VISIT THE HARBOR.

After the conclusion of the Convention Thursday afternoon the delegates and friends were given a trip up the harbor to Bedford by the generosity of Stairs, Son, Morrow & Co., of Halifax. A sumptuous supper was provided and everything done to make the trip a delightful one.

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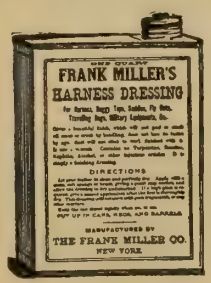

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IMPRESSIONS OF THE PLUMBERS' CONVENTION.

By W. H. MEREDITH, Toronto.

THE Seventh Annual Convention of the National Association of Master Plumbers has gone into history as an event of the past, but the pleasant and profitable time spent at Halifax will be fresh in the memories of the delegates when many more Conventions will have come and gone.

One can hardly discuss the business aspect of the Convention so soon after enjoying the pleasure part of the programme; and, while I am dealing with the important business transacted, I must not fail to notice some of the good things that were in store for us. First, I must mention the trip down, and, secondly, the royal reception tendered us by the Halifax and Maritime Association.

The delegates from Western Ontario joined the Toronto delegates at The Richelieu & Ontario Navigation Company's wharf and boarded the palace steamer Kingston. After good-byes had been said, the signal was given and we gracefully glided out into the waters of Toronto Bay, on out into the blue waters of old Ontario, on to Charlotte, to Kingston, then down the St. Lawrence, through the 1000 Islands to Prescott. Here a change was made to the river boat Columbia, then through the rapids, reaching the commercial metropolis on time. After a short rest we proceeded to Quebec, the Ancient City. We spent the day visiting the historic sights, including Montmorency Falls.

In the evening word was passed around "On to Halifax," which city was reached about 7 p.m. next day. The reception committee boarded the train at Windsor Junction, and from that on until the last good-bye was said every moment was occupied. It was a contest between business and pleasure, with the odds seemingly in favor of the latter.

A few business sessions were sandwiched in, always to be remembered for the great interest manifested in the main object of the Convention, "the interchange of thoughts and ideas along the lines of scientific sanitation." This is why we organized some six years ago, to elevate our profession, to have such laws put upon the statute books of our country, that shall require all who follow our profession to have at least a thorough technical knowledge of the science of sanitation and an artistic regard for placing the various plumbing fixtures, to enable the bath-rooms of our homes to be fitted up not only in the most up-to-date sanitary methods, but also with a due regard to beauty and neatness. I could not but be struck in listening to the various officers' reports and the discussions that followed how thoroughly this idea has influenced the minds of the profession. The rule in the past has been, owing to such keen competition, to see just how near one could come to keeping the municipal laws on sanitation without breaking them. The rule, I firmly believe, in future will be to live beyond the laws and at the same time an endeavor will be made to have the most stringent laws enacted that shall not only be a protection to the conscientious plumber, but a safeguard to the health of the public. The wives and the children, the homes in our fair Dominion must be kept pure from the death-dealing gases that may enter where proper care is not used in installing the plumbing arrangements.

It was with some feeling of doubt as to the wisdom of taking the Convention so far away that the delegates left home. No such idea prevailed on the homeward journey. The Maritime master plumbers are a wide-awake lot of fellows and can certainly mix business and pleasure to perfection.

The Westerners certainly derived a great benefit in brushing up against their craftsmen by the sea. The many kind expressions of good-will extended by the manufacturers and jobbers showed that they fully appreciate the fact that it is to the interests of the master plumbers to unite no more than to the interests of the supply houses.

Ontario, Quebec, New Brunswick, Prince Edward Island and Nova Scotia were represented by regular delegates; Manitoba and British Columbia by proxy.

The outcome of the Convention will certainly be the organization of Provincial associations. Ontario gave such a glowing report of benefits derived since they organized only six months ago, that the other Provinces will surely fall into line.

In conclusion, I but express the sentiment of the entire delegation in saying how much we regretted parting with our Halifax friends. Let the motto for 1902-1903 be, "Organize, organize, and on to Montreal in 1903."

NOTES OF THE CONVENTION.

The pleasant memories of Halifax will not soon be forgotten.

Manitoba's greetings: "We are with you; success to the National Association!"

Was it thoughts of loved ones at home that caused friend Armstrong to throw such zest into his response to the toast "Fair Daughters of Canada?"

Joseph Wright's smiling face and pleasant voice caused great pleasure more than once.

Friend Wilson's rendering of Scotch songs made his hearers wish that Jim had been born in Ireland.

Five good men pass out of active service this year, Messrs. Mansell, Wilson, Knox, Watson and Gerieux.

Features of the Convention were the carriage drive, the banquet, the sail on the harbor, and lunch at Bedford.

The new blood is Messrs. Perrier, Farquhar, Watson, of New Brunswick; Lesperance, Ogilvie, Mahoney and Hammond.

What happened to Toronto's male quartette? Car No. 7 was a floating concert hall. Leader McMichael was a "peach."

Past-President McKinley has been attached to the Montreal Executive. So good a man cannot be let out of harness just yet.

Many of Nova Scotia's distinguished men graced the banquet by their presence and added not a little to the pleasure of the evening.

The new president has caught the right idea to advance the interests of the Association; let us hope he may bring them to a successful issue.

Wake up, Quebec, wake up! Don't let your enders, Ontario and the Maritime Provinces, beat you. Montreal is well organized; why not the Province?

What tune will Nova Scotia's trio, Powers, Perrier and Farquhar, sing at the next Convention? Will it be "We have done our duty and the Maritime Provinces are in line?"

Was the strain of business or too full enjoyment of pleasure responsible for the shrieks of fear from President Power when about to take a bracer in the salt sea? After all, it was only a six-inch eel—not a sea serpent.

In a Liverpool school lately a number of scholars were asked to explain the meaning of the term "righteous indignation."

One little chap replied:

"Being angry without cussing."

CANADIAN MANUFACTURERS' ASSOCIATION.

A SKETCH OF THE ANNUAL CONVENTION.

LAST Tuesday morning I was in St. John, where I received a telegram from my firm in Toronto (they are importers) to take a flying trip to Halifax to see one of our customers. Like a true business soldier, I obeyed the order nonchalantly. Much to my disgust, I found my customer out of town, and I was beginning to regard my side trip as a disappointment. But it wasn't. Falling in with one of the visiting manufacturers (and to be on the winning side I must needs fall in with them, for they had taken possession of the town) I wandered over to the Legislative Council Chamber in Nova Scotia's old Parliament buildings to attend the opening function of The Canadian Manufacturers' Association convention. In many respects it was like all receptions, warm in welcome and appreciation. But when at the conclusion President Munro read his address, which had, as its component parts, patriotism and practical ideas for the advancement of Canadian industry, I thought to myself here I am in a notable gathering, and I began to thank the fates or whoever it was that translated the spirit of my customer's grandmother to another world and had called him out of town to attend the obsequies. It was then I discovered what brought those 150 leading business men from British Columbia, Manitoba, Ontario and Quebec down to the Maritime Provinces to meet their fellow manufacturers. It was then I saw that the interests of Canadians are identical, if they are made so in conference. It was then I saw that this was more than a "red parlor" meeting called to devise ways and means to satisfy the greed of our "most insatiate" industrial class. Everything was open, except one secret meeting. Curiosity led me into that under false pretences, and the only question in regard to the convention I have not satisfactorily answered is—why was that meeting secret? Every word uttered was permeated with Canadian public spirit, and I am sure that the people of Canada would have appreciated the courtesy, and would have remained satisfied had they been informed of the process of reasoning taken by the manufacturers to arrive at their tariff conclusions, and of the means adopted to accomplish their ends in this direction.

"No, never have I come out of a more inspiring series of meetings and I regard my visit to Halifax as one of infinite blessing. I am a better man for myself, for my firm and for my country." That is a bona fide opinion expressed by a commercial traveller at the conclusion of the convention.

A GIGANTIC TASK.

The Canadian Manufacturers' Association (incorporated) is setting itself to a gigantic task and it will need all the strength that it can muster to accomplish that task successfully from the fact that it is the largest manufacturers' association in the world. Primarily, of course, it is organized to protect the manufacturing industries of the country, to conserve the Canadian market for Canadian woollens and Canadian capital, to secure proper legislation and squelch improper legislation affecting our manufacturing or trade interests; and, in a word, to properly direct our commercial Government. It aims to present the views of all Canadian manufacturers in a harmonious form. There are all sorts of opinions and politics in the organization, but at the meetings Canadianism rules and any resolution that is passed has been adjudged according to the best interests of the country.

But the Association has not contented itself with passing resolutions, nor is that the major duty of the annual meeting, which is mostly concerned with receiving the reports of the committees that have been actively engaged during the year and to decide on the line of work for the ensuing year. At the head office, beside the Executive Conncil, which meets monthly, there are the Tariff, the Commercial Intelligence, the Reception and Membership, the Industrial Canada, the Parliamentary, the Exhibition, and the Railway and Transportation Committies. There are branches of the Association in Toronto, Montreal, Nova Scotia, Winnipeg and Vancouver with special executives at each centre to concern themselves with local affairs and to bring suggestions before the Executive Council. There are sections of the different trades to guard the interests of each trade. And yet consolidation has only commenced. The work has gone on actively during the past year and the reports brought in all told of "accomplishment," evincing earnestness and energy, but it would seem that the more the Association does, the more it wants to do. Perhaps one of the most convincing proofs of its positive usefulness was the recent telegram from the Postmaster-General to the Secretary of the Association informing him that the Ministers in England were arranging for a direct line of steamers with South Africa and asking him when he could fill the first boat. But of the detailed work of the Association we shall speak later. Meanwhile that is sufficient to justify 150 of our leading business men in going all the way to Halifax to attend this meeting. Those who registered were as follows:

THOSE WHO WERE THERE.

W. P. Gundy, W. J. Gage Co., Limited, Toronto; Knox Henry, Surprise Spring Bed Co., Montreal; G. F. Cleveland, J. L. Goodhue & Co., Danville, Que.; J. H. Pettit, The Delaney & Pettit Co., Toronto; F. B. Fetherstonhaugh, Fetherstonhaugh & Co., Toronto; W. A. Strowger, Canadian Cereal Co., Limited, Toronto; Harry Murton, Canadian Cereal Co., Limited, Toronto; H. L. Frost, Frost Wire Fence Co., Limited, Welland; A. Rutherford, Wm. Rutherford & Sons Co., Montreal; O. L. Cranfield, A. E. Long & Co., Toronto; Walter H. Laurie, Laurie Engine Co., Montreal; Wm. A. Desbarats, Desbarats & Co., Montreal; H. G. Nicholls, Canadian General Electric Co. and Canada Foundry Co., Toronto; B. T. Campbell, Standard Photo Engraving Co., Montreal; John Bolton, Standard Photo Engraving Co., Montreal; William Smaill, Canada Horse Nail Co., Montreal; Edgar Macdougall, John McDougall & Co., Montreal; Geo. D. Forbes, The R. Forbes Co., Limited, Hespeler Ont.; A. B. Pickett, Jas. Acton Publishing Co., Limited, Toronto; W. L. Fisher, Emerson & Fisher, St. John, N.B.; A. H. Baird, The Paris Wincey Mills Co., Paris, Ont.; J. H. Smallman, Canada Chemical Manufacturing Co., London; E. Caufield, Canadian Motor Co., Toronto; P. McMichael, Dominion Radiator Co., Toronto; John Keefe; James Robertson Co., Limited, St. John, N.B., Joseph Wright, The Bennett & Wright Co., Limited, Toronto; James Hed'ey, The Monetary Times Publishing Co., Toronto; Reg. Scarfe, Scarf Varnish Co., Brantford; Wm. McMaster, Montreal Rolling Mills Co., Montreal, W. S. Kerry, Kerry, Watson & Co., Montreal; J. M. Attinson, London Drug Co., London; A. McArthur, Alex. McArthur & Co., Montreal; H. W. Petrie, H. W. Petrie Machinery Co., Toronto; A. MacKinlay, A. & M. MacKinlay, Halifax; Frank Dawson, E. D. Dawson & Sons, Bridgewater; Frank T. Shutt, Ottawa; M. G. DeWolfe, Kentville, N.S.; Henry Barber, Toronto; Chas. Townsend, Toronto; J. F. Shatford, Imperial Oil Co., Limited; T. A. Hollinrake, A. R. Williams Machinery Co., Toronto; M. P. Longard, Longard Bros., Halifax, Alfred Dickie; B. Rosamond, Almonte, Ont.; N. Curry, Rhodes, Curry & Co., Amherst, N.S., J. E. DeWolfe, McAlpine Publishing Co., Halifax; Mr. Allan, Benallack Lithographing Co., Montreal; Joseph Allen, British American Dyeing Co., Montreal; J. R. Shaw, Canada Furniture Manufacturers, Limited, Toronto; John A. Pearson, Trent; James Cumming, Cumming Milling Co., Lyn; A. E. Peters, Record Foundry and Machine Co., Moncton, N.B.; E. G. Henderson, Canadian Salt Co., Limited, Windsor, Ont.; B. G. Rhodin, The Canadian Electric Chemical Co., Sault Ste. Marie; John Ransford, Salt Works, Goderich and Clinton,

Ont.; J. W. Scott, Morris, Field & Rogers Co., Listowel, Ont.; W. L. Goodwin, School of Mining, Kingston, Ont.; A. E. Collas, Collas & Whitman Co., Limited, Halifax, N.S.; Chas. D. McAlpine, McAlpine Peel Co., Limited; O. Taylor, H. Lamontague & Co., Montreal; J. W. de Vere Stevens, Halifax, N.S.; William Onley, Oxford Manufacturing Co., Oxford; H. F. Barker, Office Specialty Manufa turing Co., Toronto; F. Sanford, woodenware, Fenelon Falls; C. Wm. Candee, The Gutta Percha and Rubber Manufacturing Co., Toronto; A. J. Davis, Halifax; W. R. Pringle, Rolland Paper Co., Montreal; Geo. H. Dobson, Silicate Brick Co., North Sydney; C. C. McNeill, Oxford Foundry and Machine Co., Oxford, N.S.; W. Fred. McLaren, D. K. McLaren, Montreal; A. O. Sanderson, Paterson Manufacturing Co., Montreal and Toronto; F. J. Howell, Howell Lithographic Co., Hamilton; Andrew Gunn, D. Gunn Bros. & Co., Toronto; A. S. Rogers, Queen City Oil Co., Toronto; Robt. Kilgour, Trent River Co., Frankford; H. L. Hewson, Oxford Manufacturing Co., Limited, Oxford, N.S.; James Fyfe, Montreal; Joseph Fortier, Montreal; W. K. George, Standard Silver Co., Toronto; D. W. Robb., Robb Engineering Co., Limited, Amherst; C. H. Waterous, Waterous Engine Co., Brantford, Ont.; Geo. E. Drummond, Drummond, McCall & Co., Montreal; F. Braidwood, Canada Jute Co., Montreal; T. A. Russell, Canada Cycle and Motor Co., Toronto; Geo. H. Hees, Geo. H. Hees, Son & Co., Toronto; S. H. Chapman, Ontario Wind-Engine and Pump Co., Toronto: H. Cockshutt, Cockshutt Plow Co., Brantford; Jas. Maxwell, D. Maxwell & Sons, St. Marys; Henry Miles, Leeming, Miles & Co., Montreal, and Morden Manufacturing Co., Gananoque; Edward Goodwill, The Thos. Davidson Manufacturing Co., Montreal; Geo. R. Prouse, Montreal; E. B Eddy, E. B. Eddy Co., Hull, Que.; Geo. Esplin, G. & J. Esplin, Montreal; J. H. McKeown, Moses Parker Foundry, Montreal; J. M. Sparrow, The Imperial Varnish and Oil Co., Toronto; J. O. Thorn, Metallic Roofing Co., Toronto: T. L. Moffatt, Jr., The Moffatt Stove Co., Weston, Ont.; R. Kerr, The Kerr Engine Co., Limited, Walkerville, Ont.; R. H. Trees, Walkerville Iron Co., Walkerville, Ont.; Joseph R. Henderson, Henderson & Potts, Halifax; Jno. W. Taylor, A. R. Woodyatt & Co., Guelph, Ont.; T. C. Stewart, Imperial Publishing Co., Halifax; T. M. Cutler, Acadia Sugar Refining Co., Limited; Jos. N. Wolfe; Wm. A. Marsh, The Wm. A. Marsh Co., Limited, Quebec, P.Q.; W. D. Pride, The Amherst Boot and Shoe Co., Limited, Amherst; J. Ward Black, Amherst Foundry Co.; C. O. Brown, D. F. Brown Paper Box Co., St. John, N.B.; J. A. Christie, Christie Bros & Co., Limited, Amherst, N.S.; H. Murton, W. Murton Split Pea manufacturing, Guelph, Ont.; J. M. Fortier, J. M. Fortier, Limited, Montreal; W. K. McNaught, American Watch Case Co., Toronto; Geo. W. Sadler, Sadler & Howarth, Montreal; Robert Munro, Canada Paint Co., Montreal; C. A. Vaudry, J. Arthur Paquet, Quebec; W. E. Brough, Canada Carriage Co., Brockville; M. Polson, The Wm. Gray & Sons Co., Limited, New Glasgow; C. M. Crockett, Lougard Bros., Halifax; John Underwood, Bailey, Underwood Co., New Glasgow; J. H. Wilson, The John Ritchie Co., Toronto; T. M. Meredith, American Chandelier Co., Toronto; James Munro, Munro Wire Works Co., New Glasgow; A. C. Craig, Firstbrook Box Co., Toronto; Wm. B. Taylor, The Robert Taylor Co., Halifax, N. S.; Wm. Levis, The Robert Taylor Co., Halifax, N.S.; Wm. Clayton, Clayton & Sons, Halifax, N.S.; J. J. McGill, Montreal; Wm. Watson, Canada Sugar Refining Co., Montreal; Geo. M. Taylor, Vancouver Engine Works, Vancouver, B.C.; Chas. Frosst, Chas. Frosst & Co. Montreal; C. M. Wilcox, Toronto Carpet Manufacturing Co., Toronto.

Many of the members were accompanied by their wives, and there was a fair sprinkling of sons and daughters.

Entertainment was not the main desideratum of the travellers, yet they took all that was "coming" and, indeed, in Halifax the Association was compelled to alter its programme of sessions to allow the good people of that city to give full vent to their feelings of hospitality. The first group that was formed gathered to the number of 60 in Toronto on August 9, and took the boat for Montreal where they arrived at 6 o'clock Sunday. Here they were met by a delegation of Montreal manufacturers and escorted to the Windsor Hotel. Later in the evening the party was added to by the Montreal members and at 11.30 p.m. a special train carrying 150 passengers pulled out of Bonaventure station. Monday was spent in Quebec at the invitation of the manufacturers of the fortress city. Mr. Geo. E. Amyot, of the Dominion Corset Manufacturing Co., had organized a pleasant excursion and the Quebec manufacturers provided a most sumptuous luncheon at the Kent House, Montmorenci Falls. About 250 sat down to the tables which were spread in front of the hotel. Toasts were proposed to the King, the guests, the Quebec manufacturers and the press, bringing out several volleys of rattling good speeches.

At eight o'clock the special was boarded again at Point Levis and at six o'clock on Tuesday the manufacturers pulled into Halifax, after having been joined along the route by quotas of Maritime confreres. In the evening the delegates were presented with tickets to a high-class military tournament, while the Programme Committee held themselves away to devise ways and means to crowd 48 hours of entertainment, planned by the Halifax people, and 48 hours of business mapped out before leaving Toronto into the allotted period of two days. As a consequence, the manufacturers were in session all the next day, and the first day's business was concluded in time to allow the delegates to attend the band concert tendered in their honor in Halifax's beautiful gardens. On the next afternoon a delightful excursion on the harbor was squeezed in. In the evening the banquet was held in the spacious dining-rooms of the Halifax Hotel, and immediately following, at 3 a.m., the special was again taken to Sydney to view the steel works. The town entertained to an excursion on the harbor in the early evening, and at 9 o'clock the return trip was begun. Many dropped off at Truro to go through the Annapolis Valley, others left the train at Moncton for St. John, while a small party continued on to Montreal, reaching there Sunday and Toronto Monday morning. So delightful was the trip that the idea has been well received that the Association should have a three-weeks' excursion out to the Pacific Coast next year,

Halifax, where the Manufacturers met.

provided that the annual meeting is not held in Winnipeg, and it is said that on account of limited hotel accommodation the manufacturers will not be able to go to Winnipeg.

Why should the manufacturers go on an excursion? The pleasure is great, to be sure, and the pleasure of intercourse greater, but that is not sufficient to justify it. It is rather the inspiration bubbling forth from the convention that produces the resultant feeling of satisfaction. It does one good to talk of Canada; it breeds confidence. If this year's convention did nothing else than popularize the term "Made in Canada" among the delegates and emphasize the need of their buying Canadian goods, of their showing practical patriotism, it will have done good. And missionary work was done outside the Association in this connection. John Taylor, of Guelph, late of The Dominion Radiator Co., without whom no Canadian Manufacturers' Association can hold convention hereafter, tells a good story in this connection. On the boat at Sydney a newspaper boy stowed himself away, and, after seeing himself at a safe distance from the wharf, began to prosecute his business among the delegates. He fell upon Mr. Taylor, who, being an up-to-date business man, conceived the bold plan of buying him out and forming a "skindicate." He ordered the boy to distribute all the papers free of charge, which was done, and then the "newsy" got his money. Whereupon he immediately proceeded to gather up the papers again and resell them to Mr. Taylor. To maintain his "skindicate," of course he had to buy them, and to pay for them he handed the boy a Yankee silver piece. The boy looked at it contemptuously.

"That ain't no good. That ain't made in Canada."

THE TARIFF QUESTION.

Perhaps this talk about buying only Canadian-made goods was started by some ultra Canadian who noticed that the cars the party rode in were made in Dayton, Ohio, that the blankets that covered them by night and the silverware that fed them by day were made on the other side, and that even the matches provided to light the "imported" cigars were "made in Belgium." Mr. Munro's passionate appeal to popularize Canadian goods was also well received.

"There are needs which cannot yet be filled by Canadian manufacturers, but," he said, "the range is narrowing. We are finding out day by day that the range of possible Canadian industries is ever widening. Let us therefore unite our people from sea to sea in the patriotic sentiment to give 'Canadian-made' the first call.

"We are importing every year upwards of $100,000,000 worth of manufactured goods. May we not in the new fiscal year reduce this by at least one-eighth?

"The purchase of 5c. more of Canadian and 5c. less of imported products by every Canadian every week for a year would accomplish this. Let us stand together for one year and try.

"Every Canadian is a partner in the financial affairs of our Dominion, and is a partaker, therefore, in all her gains. Let us devise liberal things in promoting this movement, and all our people will be partakers with us in the benefit."

Certain it was that there were many bold resolutions made by the manufacturers themselves to use only Canadian-made goods wherever possible.

The manufacturers are doing all they can to the securing of the Canadian market for domestic factory products. It is a laudable aim, although not everybody approves of all the means the Association wishes adopted to attain the object. High duties in themselves are not desirable, but as a means to a desirable end they may perhaps be found a good expedient. In the resolution passed at the convention, the manufacturers left no doubt as to where they stood on this matter. They believe in adequate protection to home industry, and the Government will be asked to make a general revision of the tariff to transfer as much work as possible from United States and Continental to Canadian workshops.

Strong speeches were made on this subject by many of the manufacturers in attendance, chiefly Geo. E. Drummond, T. A. Russell, "Senator" Kloepfer, James Maxwell, H. Cockshutt and several others.

The late president, Mr. Munro, a man of moderate views, also referred to the need of a higher tariff in his presidential address in unmistakeable terms. In fact, the tariff brought out as spirited a debate as was heard during the convention, and when the Hon. Mr. Tarte declared himself for a "strong Canadian policy," and when R. L. Borden expressed his conviction that to the British Empire a factory in Canada was just as valuable as a factory in Yorkshire, they were cheered to the echo.

The manufacturers received great encouragement in their search for a higher tariff at Ottawa last session, and this is likely to induce them to press with redoubled vigor this coming winter. The Hon. Mr. Longley, in his banquet speech, prophesied the day when the present Government would be an advocate of a high tariff, and Mr. Borden's opposition would be decrying the "bloated monopolists." Time works miracles. It may be well to add the resolution as passed by the Association. It was as follows:

Resolved, that in the opinion of this Association, the changed conditions which now obtain in Canada demand the immediate and thorough revision of the tariff upon lines which will more effectually transfer to the workshops of the Dominion the manufacture of many of the goods which we now import from other countries.

That in any such revision the interests of all sections of the community, whether of mining, fishing, agriculture or manufacturing, should be fully considered with a view not only to the preservation, but to the further development of all these great national industries.

That while such tariff shall be primarily framed for Canadian interests, it should, nevertheless, give a substantial preference to the Mother Country and also to any other part of the British Empire with which reciprecal preferential trade can be arranged to our mutual advantage, recognizing always that under any conditions the minimum tariff must afford adequate protection to all Canadian producers.

It will be noticed that the Association declared itself on the preferential tariff. An attempt was made to separate the preference clause from the protective clause, but it was felt that the Association should show that the two ideas can be combined. The first and foremost principle laid down was protection to home industry. No tariff can be wholesome without providing for that. Then we should raise a wall against foreign nations as they do against us, and give the difference to Great Britain. But it was also pointed out that in granting a preference to Great Britain or the colonies we should get something in return. The Association feels that the Empire and its parts will profit by mutual trade, but it is not satisfied that Canada should make all the sacrifice necessarp for the establishment. We should look for cooperation in the other colonies, and the manufacturers believe we will not look in vain.

President Munro dwelt forcibly on the possibilities of intercolonial trade. He said: "Now in regard to our exports to other British colonies, it is well to fully understand the point at which we have arrived. We were informed recently that our share of the West-Indian trade is about 5 per cent., and you have realized something of the room there is for improvement. But when we return to Australia we find an external trade nearly double that of Canada, and Canada's share is not 5 per cent., nor 1 per cent., but about one-third of 1 per cent. Looking toward South Africa and taking the figures for Cape Colony alone, the imports for 1900 (exclusive of Government imports) are set down at $80,000,000, Canada's share being represented by a fraction so small as to be scarcely visible.

"Of course, we must make allowance for shipments of Canadian goods via United

States ports being entered as United States goods, but even then the truth is abundantly plain that we are woefully out of touch with our possessions in other lands, and they are equally out of touch with us, for their exports to us are even less than our exports to them."

Intercolonial trade is growing, however, and the Manufacturers' Association is doing much to encourage it. It has sent its delegates to the West Indies, and decided at the convention to send a man to South Africa. It has correspondents and agents in the different colonies and several foreign countries, and these gentlemen are doing good work in placing Canadian goods on those markets. The Trade Index is going out in large numbers to advertise Canadian industrialism, and direct lines of steamers are being inaugurated at the pressure of the manufacturers. It only rests with the individual manufacturers to follow up the advantage. The pointer they have given the Government, that the Canadian agents should be practical and competent business men, is in good season. It is said that some agents in the West Indies cannot be located.

But this matter of intercolonial trade was a digression from the tariff attitude of the Association, about which there is another word to be said. It must be noticed that the manufacturers are considering not only themselves in this matter; they are also considering the agricultural classes. They feel that the fact that the balance of trade in agricultural products against us with the United States is upwards of $18,000,000, entitles our farmers to some protection approaching to that enjoyed by the farmer across the border. Where farming is in an experimental stage the Association feels also that the industry should be encouraged. This was the reason that the Association urged that the duty on tobacco be raised from 10 to 20c. a pound. The resolution read as follows:

That the import duty on foreign raw leaf tobacco be increased to 20c. per lb,, and that the excise duty be reduced on the manufactured articles in Canada as follows: On cigars, to $2 per 1,000; on paper cigarettes, $1 per 1,000; on all-tobacco cigarettes or little cigars, not weighing more than 3 lb., 50c. per 1,000; and on all kinds of tobacco, plug, cut, or in leaf, for consumption, 5c. per lb., so as to compete with the United States on our border, and to have only one uniform color stamp, and discard the red and green stamps used now on our Canadian leaf, cigars and tobacco.

That the Inland Revenue (or excise) laws and regulations be amended so as to help consumption, growth and curing of Canadian leaf tobacco grown by our farmers in Canada, by allowing to blend with the foreign and use a uniform stamp instead of a specified green stamp, which is detrimental to its consumption.

EXPORT DUTY ON PULPWOOD.

E. B. Eddy, of Hull, was one of the most energetic men at the convention, and that in spite of his 75 years. He made a characteristic speech in submitting his resolution that an export duty should be placed on pulpwood. He claimed that if this were done many of the United States paper manufacturers must needs move their factories to Canada. This suggestion has frequently been made before, notably by Mr. McGibbon, of The Laurentide Pulp Co., and the Association thought well enough of it to ask the Dominion Government to place an export duty of $4 per cord on pulpwood.

EXHIBITIONS.

The Association has devoted considerable attention to exhibitions, both in and outside of Canada, feeling that people have not an adequate conception of the high-class goods made in this country. Mr. Munro says the people of the West-Indies knew we exported lumber and packed fish, but never imagined for an instant that Jas. P. Murray made good carpets, or that Mason & Risch made high-class pianos in Canada. Foreign nations are ignorant of our industrialism, and loath to say, many of our Canadian people are in the same plight. This is the justification the Association puts forward for sending exhibits to the Wolverhampton and Cork Expositions, for drawing the attention of its members to the Peace Exhibition which is to be held in Cape Town next year, and for deciding to agitate for the holding of a British-American Exhibition in Canada in 1903, to include Canada, the West Indies and Newfoundland.

SOME THINGS ACCOMPLISHED.

The influence of the Association must always be reckoned with in transportation matters. During the past year the Railway and Transportation Committee has seen much accomplished. It has seen the report of the railway commissioner brought down in support of their contentions. It has seen the Government promise a permanent railway commission. It has seen the freight rates on the Yukon & White Pass Railway cut down on its intercession. It has seen the appointment of a forwarding agent in New York by the Association to look after the shipment of the goods of the members. It has seen its plea for a fast steamship service taken hold of by the Government. It has seen the establishment of a direct line of steamers with South Africa. Much it has not seen, but in view of its accomplishment it can hope that all the other desiderata will be added unto it.

One of the latest practical ideas that has been promulgated by this committee is the plan evolved for the improvement of the West Indian steamship service. It is contained in the following resolution:

Whereas, the representatives of the Association to the West Indies in their report submitted, pointed out that the service from St. John and Halifax to Demerara and intermediate points was not sufficiently frequent in sailings, and in some cases the rates were found to be higher than the rates on similar goods from United States ports, which does not give Canada a fair chance to compete with the United States; it was pointed out also that the service to the Island of Jamaica was at present of little value;

Be it resolved: That in the opinion of this Association the Government should arrange for a more satisfactory schedule of sailings together with competing rates on the route from Halifax to Demerara and intermediate points and that the Government should encourage a direct line from a Canadian port to Jamaica, and further, with respect to the Canada-Jamaica line the question of imposing an import duty on bananas iand other fruit when imported into Canada otherwise than by a direct route to a Canadian port, should be considered.

TECHNICAL EDUCATION.

The attention given to technical education in the meetings and at the banquet was phenomenal. "At the threshold," said Mr. Munro, "we are confronted with the fact that in developing our resources our Dominion cannot furnish the needed skilled labor." The Alien Labor Act has been amended just to meet this difficulty. "Can we ever hope to compete successfully with other nations while we are dependent on them for our factory managers, superintendents and foremen, or even, in some instances, for our general operatives?"

Great attention is being given to technical education in agriculture and mining, but what provision is being made for a supply of tradesmen? Toronto is our most fortunate city in this respect, but this year it receded, for its technical school estimates were cut down. The Montreal branch has been giving some attention to an investigation of the technical facilities of the city, and finds that the annual expenditure per pupil is about one-twenty-seventh of the expenditure of a properly-equipped institution in the United States. The existing schools are well attended, but the courses are insufficient in range and thoroughness. Twenty-five thousand Canadians are students of the United States correspondence schools, and these pay at least $500,000 in tuition fees annually. Surely this is a sum that should be saved to our country. Mr. Munro made a stirring appeal for interest in this subject during the coming year.

ASSOCIATION'S PROGRESS.

To the Association, as such, the past year was interesting as the year of its incorporation. It was also a year of added strength—the addition of 226 new members, making the total membership 1,021, representing a capital of over $225,000,000.

Great strides were also made in consolidation. An office was opened in Montreal

with a permanent secretary in charge. A Nova Scotian branch was formed with an initial membership of 55. Sections have been organized, new committees put at work, and on all sides there is more interest being taken in the work.

Much of the credit for the healthfulness of the Association is due to Mr. Munro, the retired president, and it was quite fitting that Mr. McNaught's motion that he be presented with a testimonial of the gratefulness of the members should be accepted unanimously.

The new president, Mr. Birge, follows upon a series of active presidents, but he bids fair to keep the lamp trimmed and burning. He is an enterprising manufacturer and a man of large mind and keen grasp. He will be ably assisted by Geo. E. Drummond, a man of strength and one of the staunchest advocates of Canada for the Canadians. With these men at the helm and the old standbys, W. K. McNaught, J. O. Thorn, Wm. McMaster, W. K. George, John Taylor, C. C. Ballantyne, W. W. Watson, P. W. Ellis, Jas. P. Murray, Robt. Munro, Hon. J. D. Rolland, T. A. Russell, J. J. McGill and others we might mention at the oars, we can look forward for another year of active service for the Association. It means much to Canada that it should preserve its energetic character. Since the convention a strong Quebec branch has been organized, which will complete its thoroughly national representativeness. One of the most active Quebecers, Geo. E. Amyot, has been appointed chairman.

This sketch of the meeting cannot be brought to an end in better form than by quoting the conclusion to the late president's address: "But to whoever hears or reads, I venture to say that I know of no more patriotic organization on the round world than the Canadian Manufacturers' Association. We are striving to advance the Dominion's every interest, especially her industrial, and incidentally the interests of every other British possession. We have no political interests to serve or party to promote. May the day never dawn when patriotic business men, manufacturers of every shade and grade of political opinion, cannot heartily join in tbe deliberations of our organization.

"And let me add the prayer that the same enthusiasm, devotion and patriotism that has brought our organization to its present high state of efficiency will be not only maintained but advanced, so that the great themes that open out before us may be deliberated upon wisely, and that the labors of our new executive and committees may in the coming year help forward the development of our loved Dominion and the comfort and happiness of all our people."

CANADIAN AGENCY FOR TOOLS.

WE note that Decatur, Bull & Co., Montreal, have taken the Canadian agency for the sale of the precision tools manufactured by the Massachusetts Tool Co., of Greenfield, Mass., U.S. This company is the precision tool branch of the Goodell-Pratt Co. of the same town, and was organized by them for the manufacture of the finest class of mechanics' tools, complementing and extending their already most complete line of hardware specialties.

They are now manufacturing a very large and complete line of precision tools for machinists, draughtsmen, modelmakers and clockmakers, their product consisting of calipers and dividers, micrometers, protractors, tempered steel rules of all kinds, surface gauges, straight edges, squares and precision lathes. A glance at their catalogue shows that they have several novel and interesting features in the line of micrometers never before shown by any of the other manufacturers. Their 1-in. micrometer with depth plug attachment is certainly a most desirable tool. Their double micrometer, 1 and 2-in. combined, is made on the non-rotating spindle plan, and for many things it seems to be exactly what has been long wanted. They make micrometers adjustable for all measurements, 0 to 3-in. and 3 to 6 in. in length and diameter, and their No. 9 micrometer depth gauge is certainly an up-to-date desirable tool.

Last year this company purchased the tempered steel rule business of the old firm of Coffin & Leighton, of Syracuse, N.Y., who had a world-wide reputation for making the very best in their line; and the Massachusetts Tool Co. have enlarged and amplified it so that they are now making about every kind of rule wanted. Their specialty has been the fineness of their graduation lines, a very desirable point by the way.

Their catalogue also shows many small and convenient tools and devices that are used by the mechanic, among them a combination centre square which seems to fill the bill in every way, small, light, and lies perfectly flat on the work. Their line of depth gauges is a good one, and their No. 30, especially, has some novel features.

They make try squares from 3 to 12 in. with tempered steel blades which are accurate and well designed. Their draughtsman's protractors are of the best quality, as is required of such tools. Their line of surface gauges covers the ground completely, from the very cheapest to the highest type; as to their No. 55 we have never seen its equal for general utility purposes for the finest class of work.

They make steel clamps, bevels, parallel dividers, trammels, centre gauges, tool wrenches, drill and reamer holders, and have just now got a new line of spring calipers and dividers which show the greatest care in design and finish of anything we have seen for a long while. They are made from 2½ to 8 in.

They also make a precision lathe, 5 in. swing, that for a moderate price seems to embody all one would ask for for fine work.

The reputation so truly earned by the Goodell-Pratt Co. will be, we are sure, sustained by their precision tool branch.

They have recently issued a new catalogue, their No. 3, which illustrates and describes their full line, a copy of which can be easily procured from their Canadian agents.

A REORGANIZED FIRM.

A BUSINESS change of considerable interest to retail merchants and manufacturers was concluded recently, whereby The Union Petroleum Co. of Canada, Limited, took over the business of The Atlantic Refining Co., importers and dealers in illuminating and lubricating oils, with headquarters at Toronto. The new firm is incorporated with ample capital for the carrying-on of such a business and with the following well-known business gentleman at the head of affairs: President, A. E. Lewis; vice-president, A. C. Woodman; secretary-treasurer, F. M. VanZant. The company is affiliated with The Union Petroleum Co., of Philadelphia, who are the largest independent dealers in lubricating products, etc., in the United States. They own and control the output of two large refineries, having a combined capacity of 30,000 bbls. per month.

The new company have retained the old trade marks of their predecessors, which have become so well and favorably known throughout Canada. An old reliable is that of "Pennoline," which is absolutely the best grade of illuminating oil imported into Canada, and which is enjoying an increased sale daily. Their lubricating oils are also becoming more and more popular. Still another familiar seller is "Elastic Carbon Paint," easily a leader in its line. The firm have branches at Winnipeg, Manitoba, Vancouver, B.C., and St. John, N.B., and report a very prosperous season. They will be pleased to keep in touch with all old friends of the Atlantic Company as well as to meet new ones. Samples and prices will be cheerfully furnished at any time.

Donald McLeod, of D. McLeod & Son, general merchants, Dunvegan, N.S., is dead, and their Broad Cove branch store is burned.

MACHINERY AND ELECTRICAL SUPPLY DEPARTMENT

A NEW MACHINE.

JOHN McGILL, a Peterboro' machinist, has invented an engine to be driven by steam, water, compressed air, gas or gasoline. The most remarkable feature is the extreme simplicity of Mr. McGill's model. The engine itself consists essentially of a cylinder, flywheel and driving wheel, the two latter keyed to a central shaft, which enters the cylinder and is attached to the valvular mechanism, which revolves within it under the impulse of whatever motive medium is used. The cylinder, which is so short in relation to its diameter, varying according to the power required, as to be practically a hollow disc, is fitted with a system of valves of peculiar construction, which are the essence of Mr. McGill's invention. The steam, or whatever motive vapor or liquid is used, is admitted into the cylinder by an opening in the periphery, and causes the system of valves enclosed in the disc to revolve and impart motion to the shaft, to which are keyed the flywheel and driving pulley. That is all of Mr. McGill's invention as to the engine itself, and he claims that it has several important points of improvement over the ordinary steam engine. It does away with coming to rest, as does the ordinary engine, twice at every revolution. The engine never gets "on the centre." The motion is continuous, circular, smooth and without jar. The engine takes up less space—a working model, with a 5-in. cylinder and representing almost 1 h.p., occupying a space of only 7 in. square. The space occupied is from three to five times less than for the usual type of engine.

It is more economical in the matter of fuel consumption, the inventor claiming that it will produce two and a half effective revolutions for the fuel price of one with the ordinary engine, this advantage increasing with the size of the engine.

The furnace space required is less in ratio of 3 to 1, and, of course, fuel consumption is proportionately less. The McGill engine is capable of being run at a higher rate of speed, absolutely, and relatively, with less wear and tear, the motion being continuous and not reciprocating. Mr. McGill claims other advantages and a wide range of adaptability for his engine, but is first anxious to have its merits known in relation to its appreciation to fast transportation. In steamships he considers that the great speed it is capable of developing, with less consumption of fuel and less space for engine, boilers and coal bunkers, furnishes the essential desiderata of successful fast transportation—increased speed, economy and carrying capacity. He also claims that his engine can be adapted to faster steam and electric railway traffic, and he has invented and constructed an ingenious model of a street railway coach with the body hung low and provided with trucks of a peculiar construction which permit the taking of sharp curves safely at a very high speed.

Mr. McGill is a machinist employed by the Canadian General Electric Works, Peterboro'.

CONTRACT FOR ELECTRIC LIGHT PLANT.

F. Hayes, electrician of The Chatham Gas Co., has secured the contract for installing an electric light plant for The Beet Sugar Co., of Dresden, Ont. The plant will consist of about 500 incandescent lights inside the various buildings comprising this plant and 15 enclosed arc lamps of 2,000 candle power each, scattered around the grounds.

AUTOMOBILE LAWN MOWER.

For the first time a new automobile lawn mower whizzed over the Capitol grounds at Washington on a recent date. The green sward was clipped in about one-third the time necessary for a horse-drawn mower, The new machine greatly resembles a steam road roller, and sounds in operation like a steamboat. It has no difficulty in negotiating all the hills and valleys and irregularities of the Capitol lawn. The heavy rollers are declared beneficial because they crush down and kill the weeds, while leaving the grass uninjured.

ALCOHOL FIRING APPARATUS.

The United States Consul-General Richard Guenther, of Frankfort, Germany, writes under date of July 8, 1902: "The use of alcohol for technical purposes is being extended. The chief of the fire department at Hanover has constructed an alcohol firing apparatus, in connection with an automobile fire engine, which is said to be satisfactory. The fire department of this city had been using the first automobile fire engine in Germany, which does away with the disadvantages of smoke and noise during the trip, and it proposes to procure another alcohol automobile engine."

GAS ENGINE RESEARCH IN GERMANY.

THE Institution of Civil Engineers publishes the following abstract of a report by Eugene Meyer issued in The Zeitschrift des Vereines deutscher Ingenieure:

This is the first instalment of the results of experiments on gas engines carried out at the Institution for Technical Physics at the George Augustus University in Gottingen. The engine employed for the research work is a 10 horse-power Deutz motor. Both lighting and power gas are to be used. A description is given of the engine, power gas plant and the apparatus to be used for measuring the gas, cooling water, etc., and the degree of accuracy to be expected with the measurements.

The first questions investigated were concerning the effects of varying amounts of piston lubrication and the temperatures of the cylinder walls. The lubrication was begun with one drop every 40 seconds, for which the mechanical efficiency was 0 706, and the amount of gas used per brake horse-power per hour 823 liters (29 cubic ft.), and per indicated horse-power per hour 582 liters (20½ cubic ft.). The lubrication was gradually increased until the oil was running in almost a continuous stream. The mechanical efficiency had risen to 0.79, the gas used per brake horse-power per hour had fallen to 648 liters (23.2 cubic ft.), as per indicated horse-power per hour to 512 liters (18 3 cubic ft.). The load on the engine was practically the same throughout.

The great decrease in the amount of gas used as the supply of lubricant was increased is accounted for by Meyer on the supposition that some of the oil was vaporized in the cylinder and burned along with the gas. More elaborate experiments were made with the same result. In further experiments the temperature of the cylinder walls was varied from 16 deg. C. to 70 deg. C., while the oil supply was very liberal.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

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Stocks, Dies and Taps and other Engineers' Hand Tools and Platelayers' Tools to Hardware Factors, Railroad Companies and Mines, on a commission basis. Apply,

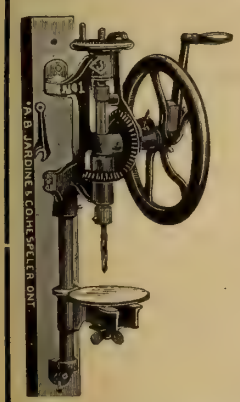
Easterbrook, Allcard & CO.,
LIMITED.
SHEFFIELD, ENGLAND.

Machinery of all kinds for all purposes.

Boilers of every description,
Engines, Plain and Automatic,
Screw Cutting Engine Lathes,
Speed Lathes,
Wood Turning Lathes,
Iron Planers and Shapers,
Barnes Drills,
Friction and Sensitive Drills,
Radial Drills,
Mining Drills,
Gear Cutting Machines,
Bullard Boring and Turning Mills,
Water Wheels and Motors,
Duplex and Single Acting Pumps.

My monthly stock list will give data of a large and well-selected line of machinery, both new and second hand. This list sent on request.

H. W. PETRIE, 141-145 Front St. W., Toronto



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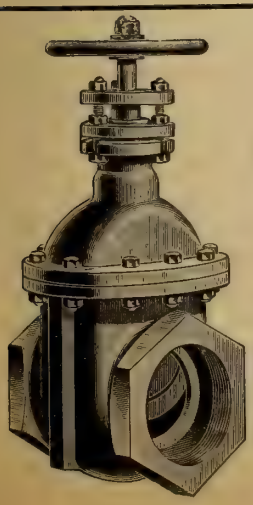
Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.



We Make Good

VALVES

Write for Catalogue. It tells all about them.

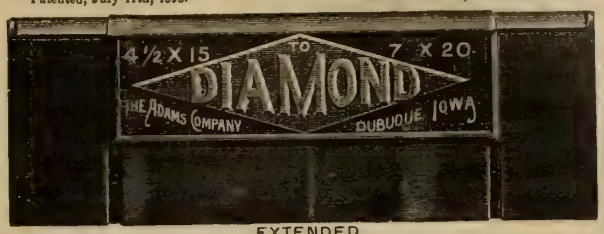
The Kerr Engine Co.
LIMITED
Walkerville, Ont.

DIAMOND EXTENSION STOVE BACK

They are easily adjusted and fitted to a stove by any one.

Please your customers by supplying them immediately with what they want.

Patented, July 11th, 1893. Canadian Patent, June 14th, 1894.



EXTENDED.

Sold by Jobbers of . . .

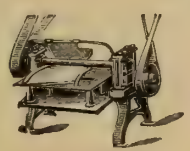
Hardware Tinware and Stoves.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
" " **A. R. WOODYATT & CO., Guelph, Ontario.**

"The Peerless"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices

James Warnock & Co. = Galt, Ont.



G. A. Crosby & Co. of Ontario,

SARNIA, ONT. LIMITED

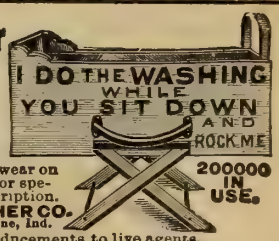
Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

PAINTS We manufacture these brands :— "LION," "PEERLESS," "OWL," "RAVEN," also Ready-mixed House and Floor Paints, Roof, Barn, Bridge and Brick Paints, Coach Colors, Varnishes, Japans, etc. Our prices will interest you. Write us,

The Ottawa Paint Works, Ottawa, Ont.

The Rocker Washer



WARRANTED to do the family washing 100 PIECES IN 1 HOUR. No need for washboard; no wear on clothing. Write for special prices and description.

ROCKER WASHER CO. Clinton St., Ft. Wayne, Ind.

Liberal inducements to live agents.

"DAISY" CHURN

Has tempered steel cased bicycle ball bearings, strongest, neatest and most convenient frame. Only two bolts to adjust in setting up. Steel Bow Levers, suitable for either a standing or sitting posture. Has four wheels and adjustable feet to hold stand steady while churning. When churn is locked to stand the bow can be used as handles to move it about on the front wheels as handy as a baby carriage. Open on both sides to centre, giving free space for pail. Made with wood or steel stands, with Cranks only, or Bow Levers as desired.

Vollmar Perfect Washer

Has a most enviable record. A perfection of its kind—will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine.

The Wortman & Ward Mfg. Co., Limited
LONDON, ONT.
Eastern Branch, 60 McGill Street, Montreal, Que.

In both cases the heat value of the gas supplied was 2412 W.E. (9648 B.T.U.) per indicated horse-power per hour. From this it seems possible that even at comparatively low temperatures lubricating oil may be burned and contribute to the work done on the piston. The accuracy obtainable with the ordinary indicators was specially investigated, and also the methods of calibrating the springs. The temperature of an indicator may of course vary, and it was found in one case that the scale of the spring was altered by 4 per cent. when the temperature was changed from ordinary room temperature to about 90 degrees C. The dynamical theory of the indicator is applied to a few actual cases, and a graphic method is given by which the use of a Fourier series to represent the relation between pressure and time is avoided. The inertia of the parts is found to have little effect. Friction and inaccuracy of fitting in the indicator motion are the most important factors in distorting diagrams from their true shape. The indicated power of a gas engine cannot be determined with perfect exactness, and, while in many cases an accuracy of 1 per cent. may be obtained, in others the errors may be as much as 2 or 3 per cent.

MACHINERY NOTES.

A large Barnes upright drill was shipped by H. W. Petrie, 141-5 Front street west, Toronto, to G. H. Luscombe, Simcoe.

The Gasoline Engine Co., of Toronto Junction, Limited, will be making a specialty in their exhibit at the Exhibition this year of engines adapted to meet the needs of the farming community.

The business of W. J. Epplett, Adelaide street, Toronto, has increased to such an extent that he has found it advisable to add new machinery. H. W. Petrie, Toronto, who installed the plant, has delivered a three-sided molder to Mr. Epplett with which this gentleman expects to meet the increased demand.

PETERBORO RETAIL CLERKS.

A meeting of the retail clerks of Peterboro', Ont., was held on August 11. About 40 of the clerks of the town were present.

Organizer John Flett was present and delivered an able address, dwelling upon the benefits to be derived by being organized.

The following officers were elected :

President—R. J. Begley.
Secretary—R. K. Brown.

Money was subscribed for a charter, which will arrive in the course of 10 days.

R. Paulin, iron roofer, Montreal, was burned out ; partially insured.

Goods that are Wanted in the West Indies.

By John M. De Wolfe, in The Halifax Herald.

A GREAT many in Canada are of the opinion that there is an unlimited market for all kinds of manufactured goods in the West Indies, and that the people down there are just waiting for some enterprising man or men in Canada to bring the goods right along to supply them and make their little fortune. But when you consider that at least two-thirds of the inhabitants of the British Islands do not get an average wage of 1s. or 24c. per day, you can readily see that their purchasing powers and their requirements are very limited. So, after getting their food and a little cloth for wearing apparel, there is very little left to buy manufactured goods or to spend for anything but the bare necessities of life.

THERE IS ALREADY A LIBERAL SUPPLY.

Any goods that there is a profit in are already supplied by the Americans, English or Germans, so if Canada wishes to do a trade down there (not already taken up by themselves), she will have to do a lot of missionary or pioneering work to get in at all. They will have to put their prices down low (or fine), put up their goods nicely and neatly with attractive labels, or they will not be able to compete.

I have taken goods down several times and thought, at starting, that my prices were all right. My goods were up to the standard, but prices were not in it, and to my very great surprise I could buy similar goods at retail, express duties and profits added, for less money than I could put them f.o.b. Halifax. As I sell those goods for a small commission, you can easily see how one is handicapped in that market trying to sell Canadian goods.

LOSS CAUSED BY DELAY IN SHIPMENTS.

Another drawback that will have to be remedied is, often after an order is taken in good faith the goods do not come forward in a reasonable time, and often not at all. I have been told frequently : "It is no use to give you an order ; you do not fill it promptly nor up to sample ; and, moreover, we could get our goods from Australia in less time than you take to get them along from Canada."

There is a better market for manufactured goods in Trinidad, and Canada is largely to the front there, especially in cordage, paints and oils, varnishes, leads, brooms, brushes, butter, cheese, funeral furnishings, etc. Although I note M. E. Tripp, of Trinidad, urges Canadians to look sharp after especial lines of paints, oils, cordage, etc., when he knew, or ought to have known, that the paint, oil and varnish lines are already represented by five of the largest manufacturing houses in that line in Canada, and brooms and brushes by three, so that Canada has now the best place and sells by far the greater part of the cordage used in that market.

It would not lead up to a busy, healthy trade to have too keen competition between Canadian manufacturers which would obtain if Mr. Tripp's advice were taken.

CANADIANS IN FRONT RANK.

There are a number of other lines in which Canadian manufacturers are in the front place, which has been brought about by hard, persevering work, and it is pleasing to note we have so many lines well in hand in the West Indies.

There are several lines we cannot handle at all to-day—galvanized iron and zinc goods, such as buckets, pails, roofing sheets, pans, etc.; also tinware, tin, granite ware, glazed ware, shelf hardware, crockeryware, wire nails, cut nails, etc. Woodenware is not used to any extent, as the heat soon destroys it. Galvanized iron and zinc take the place of it.

SHOULD HANDLE BEST GOODS FOR TRADE.

Now we shall take up the goods that Canada can supply to-day. Flour, peas, split and round, oats, bran, shorts, middlings, cornmeal, pork, beef, hams, bacon, lard and lard oil, butter, cheese, etc. The most important of these is flour, and if managed right large quantities can be sold. As we have made so many mistakes in the past, the only wonder is that one can sell flour at all. Still, our Canadian flour is getting into favor every day, and, with new and better methods of handling and selling it, looking sharp after the conditions of the market and its requirements, one may obtain here a ready sale.

Ship promptly good fresh stock, put up nicely, neatly labelled, good barrels, closely packed, just large enough to hold the required quantity—not as has been the case in the past, the barrel made to hold 10 or 12 lb. more flour than is required, causing it to sift out and shift about in the barrel when it is moved a little or roughly handled, and thus bringing it more in contact with

The Toronto Silver Plate Co., Limited,

Manufacturers of

STERL'NG SILVER AND ELECTRO SILVER PLATE OF ALL KINDS.

NOT IN THE TRUST OR MEMBERS OF ANY SILVERWARE ASSOCIATION OR COMBINE.

NO. 0156. TEA SET. Set of four pieces, with Sugar and Cream Gold Lined.

We issue 5 Catalogues. If interested write for them.

We also issue a separate Catalogue illustrating Spoons, Forks and Knives in the most up-to-date patterns.

We guarantee the quality of all goods stamped with our Name and Trade Marks.

Factories and Salesrooms, KING ST. WEST, TORONTO, CANADA.

E. G. GOODERHAM, - MANAGING-DIRECTOR.

Burmese Linen Ledger.

That name means a lot to some men when they are ordering their blank books, because they have used it and will accept no other. Its strength, durability and hard smooth surface make it the best paper on which to preserve valuable records.

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

Shovel Factory to Lease.

A Shovel Factory, complete and in good running order, capacity 20 doz. a day—could be largely increased—will be leased for a number of years on easy terms. Good shipping facilities and in the vicinity of Montreal. Apply to

Thos. C. Collins & Sons

(32-4) **301 St. James St., Montreal.**

The Oshawa Wire Fence Co.

OSHAWA, ONT. Limited

Manufacturers of...

Woven Wire Fencing, Gates, Etc.
Also Dealers in Galvanized Fence Wire

Agents wanted Send for catalogue and prices.

RICHARD JOHNSON, CLAPHAM & MORRIS, Ld., Manchester AND LIVERPOOL, ENG.

CABLE ADDRESS—"Metallicus," Manchester.
CODES USED—ABC, AI, Liebers and Private Code.

Manufacturers and Metal Merchants

GALV'D SHEETS
GALV'D CANADAS
BLACK SHEET IRON
BLACK CANADAS
Range & Furnace SHEETS

TINPLATES, TERNES
TINNED SHEETS
PIG TIN, PIG LEAD
WIRE NETTING
GALV'D BARB WIRE

WAREHOUSE LEVER STREET

MONTREAL OFFICE:
Messrs. Copland & Co., Imperial Buildings.

HALIFAX OFFICE:
Messrs. Grant, Oxley & Co., 68 Bedford Row.

the air, which will naturally help it to sour, especially in those hot storerooms down in the West Indies.

THE MANNER OF SELLING FLOUR.

There is another point I would draw attention to—the manner of selling flour and food products to bring successful results. The plan of the past has, in many cases, proved very unsatisfactory and must be remedied, and the sooner the better for the flour trade in the West Indies.

SHIPPER MUST BE IN TOUCH WITH DEALER.

You must get in touch with the dealers, and sell to them direct in as large or small quantities as they may require, and price might vary according to quantity. As most of the dealers are importers, it will be almost impossible to get them to buy from a commission merchant down there to whom the flour is sent on consignment, as is the usual way it is now shipped.

"But," you will say, "our flour cannot be bought any other way, and they must have it."

AMERICANS ALWAYS THERE TO COMPETE.

But that will not help matters at all, for the Americans are on hand to give them as good a brand at as low a price, and perhaps lower. And, moreover, if the dealer wants, say for a time, a particular brand, they will get their agents in New York to send it to them, or buy it through a New York house, and get it at first cost. The New York houses are bound to help them out, and their agents will sell direct to any one who will buy—that is able to pay for it—and he is on the alert all the time for new customers, offering all the inducements to get trade.

HINTS THAT CANADIAN GOODS ARE INFERIOR.

He does not forget to hint that the Canadian flour might sour soon and does not keep well. Knowing that one of the strongest arguments they use for successful sales is that their flour is largely ground from Manitoba wheat, leading them to believe or to suppose it is a particular brand of wheat, forgetting to tell the purchaser that the wheat is grown in Manitoba, one of the largest wheat-growing Provinces in Canada. Yet, they will urge that on account of having this wheat in the flour it causes it to keep much longer and make better bread.

NO OBJECTION TO FAIR CRITICISM.

I do not for a moment find fault with anyone for saying that our Canadian wheat will help the American flour if it is mixed with it, but I object to having the same wheat spoil and sour if ground in Canada. This seems to be the one complaint with our flour down in the West Indies—that it will not keep. My experience has been that the cause of any complaint of that kind is in the handling of the flour, for I know in a number of cases the flour was made and packed at least three or four weeks before it was in Halifax, and then perhaps delayed a time there, and that meant at least two months before it was in the hands of the consumers.

TIME CONSUMED IN HANDLING.

The same could, if properly handled, be put down in most of the islands in less than four weeks, making all the difference imaginable in its keeping qualities in the busy, hot West Indies climate.

You will kindly pardon me for taking up so much of your valuable space, but I thought it was due to our Canadian people to know some of the conditions of the West-Indian market. What they have to contend with to do a successful business in the West Indies I study.

A BETTER MARKET FOR SUGAR.

If we can make a better opening for the sale of their sugar in our markets, it would help materially in the West Indies. As we have already a branch of one of our live Canadian banks established in Trinidad, all arrangements for the monetary side of the question can be made, so that we will be able to do business in the West Indies with as much ease as we can in the more distant parts of our own Canada.

THE ADVANTAGES OF CONFEDERATION.

Until the British West Indian Islands are confederated and joined to us we may expect strong competition with England, Germany and the United States.

CONTINUITY.

The results to be derived from continuous advertising cannot be overestimated. That person or firm who desires their business to grow and expand must continue to advertise. In continuity is strength. The advertising you did yesterday will help your advertising of to-day, and the advertising of to-day will help that of to-morrow, and so on indefinitely. The child that makes the greatest progress at school does not attend on Monday, then skips Tuesday, back Wednesday, and then out again until the next Monday. No, he is in attendance every day.

Continuity is strength. Therefore that person who would add strength to his business must keep it before the public continuously—The Schemer.

Mr. H. H. Clarke, general merchant, Haliburton, Ont., was in Toronto on Tuesday on pleasure bent. He reported business good and the crops in a satisfactory condition. There was a slight frost in the neighborhood of Haliburton last week, but it did no damage.

CROPS IN NEW ONTARIO.

IN speaking of the New Ontario crop The Fort William Journal says: "From all parts of the district expressions of satisfaction can be heard. The farms in close proximity to the two towns have never looked better. Those on the Dason road, Arthur's, Heyder's and Wilson's, have tremendous grain crops, and the outlook for oats never was more pleasing. The hay crop has been gathered, and, owing to the splendid conditions during the spring, it is the heaviest for years. Barley, wheat and oats are all heading out nicely, and the yield per acre of these grains will be a surprise to the many who believe that there are no farming lands in New Ontario. On Arthur's farm it is estimated that the barley yield will be 80 bush. to the acre.

"If the present weather conditions prevail Mr. Tonkin will reap a harvest which will astonish old Ontario, as, at the lowest, it is estimated that the yield will be 100 bush. to the acre. The soil in this part of Canada seems specially adapted to the growth of barley, and it is not speaking beyond possibilities when we say that this part of New Ontario will be the greatest barley district in Canada. The burley grows to a height averaging 3 ft., and the heads are large and well filled.

"Mr. Baxter's farm, which has just been cleared in New Illinois Township, yielded 40 tons of hay on 12 acres.

"The farmers of New Ontario are prosparing, as is evidenced by the signs of progress going on. Farm houses and outbuildings of a permanent character are being erected, and on all farms the most improved farming implements are in use. Next season a large area will be cleared and ready for the plow.

"Mr. Burriss has made arrangements with the settlers for special samples of grain and hay for the eastern exhibitions. In all there will be 900 samples—300 from State River, 200 from Olive, 100 from Whitefish, 100 from Ox Drift and 200 from Rainy River.

WIRE NAILS
TACKS
WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

John Bowman

HARDWARE & COAL CO.

LONDON, ONT.

Our stock of goods for the spring trade is now complete, and we can fill all orders promptly on the following lines :

Wire, Nails, Cordage, Window Glass, White Lead, Paints, Whiting, Churns, Linseed Oil, Spades and Shovels, Screen Doors, Wove Wire, Poultry Netting, Builders' Hardware, Guns and Sporting Goods. Finest stock in the Province of Cutlery.

Prompt Shipment. Prices Right.

The Dominion Wire Manufacturing Co., Limited

MONTREAL

MANUFACTURERS OF THE OLD RELIABLE

BRANDS OF WIRE AND THE PRODUCTS OF SAME,

Have removed to new and larger offices in the **CORISTINE BUILDING,** entrance St. Nicholas St, where they will be pleased to welcome their friends.

OFFICES

Head, as above—Main 3688 or 3689.
BRANCH—65 Front Street East, TORONTO.

WORKS at Lachine
Dominion Station, G T.R.
Highland Station, C. P. R
Mount 315.

WAREROOMS
95 and 97
Place D'Youville.
Main 1030.

Bell Telephone Long Distance Service to all Departments.

THE **"GLOBE"** POLISH HAS COME TO **STAY** AND ALL **DEALERS** CAN STOCK IT WITHOUT HESITATION.

TRY "GLOBE" AND YOU WILL USE NO OTHER. IT IS THE BEST.

"GLOBE" METAL POLISH

Write for a supply of Show cards and Advertising Novelties.

——WE SHALL BE PLEASED TO ANSWER ALL ENQUIRIES.——

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Office and Factory: Ontario St. and Jeanne D'Arc Avenue.

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MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, August 22, 1902.

HARDWARE.

THE movement in hardware has been unusually active for this season of the year during the week, all jobbers reporting a material increase of business over the previous week. Owing to the holiday season being still on, several houses are somewhat shorthanded. The most active lines are guns and other sporting goods. Orders for delivery in the fall are fairly good, but the bulk of the trade doing now is in goods for present requirements. As to prices, the market has been steady in nearly all lines. An exception is in "M" brand of horse nails.

BARB WIRE.—This moves rather slowly at an unchanged price, which is $3 per 100-lb. keg f.o.b. Montreal.

SCYTHES.—Trade in scythes is quiet and featureless, and our quotations are as follows: Lance, No. 80, $5.50; Hurd's Clipper, $6.50; concave, $7.50; Sibley, $8.50; Cradle scythes, cast steel, $8.50; silver steel, $9.50; "Harvest King," $10.50. Bush scythes, $6.50.

GALVANIZED WIRE.—There has been no improvement in the demand and the market is still quiet. We now quote: Nos. 6, 7 and 8 gauge, $3.45; No. 9, $2.80; No. 10, $3.55; No. 11, $3.65; No. 12, $2.95; No. 13, $3.05; No. 14, $4.05; No. 15, $4.55; No. 16, $4.80; No. 17, $5.20; No. 18, $5.45.

SMOOTH STEEL WIRE.—Nothing of importance has occurred on this market, which is rather uninteresting at present. We now quote: Bright and annealed, $2.60 per 100 lb. f. o. b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—Trade is quiet and the discount remains at 25 per cent. Net extras on 1 and 2-lb. hanks are 25c. per 100-lb.; on ½-lb. hanks, 37½c.; ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—There is nothing new to report. Business is of small proportions this week, and the discount remains at 62½ per cent.

FENCE STAPLES.—Trade shows no improvement whatever, and the market is still quiet. The price of galvanized staples is $3.25 per 100-lb. keg, and of bright, $2.90 per 100-lb. keg, with an extra of 25c. for 25 and 50-lb. packages.

WIRE NAILS.—These continue in fair demand, but nothing special is doing. Prices are unchanged at $2.25 for small lots and $2.50 for carlots f.o.b. Montreal, London, Hamilton, Toronto, Gananoque, Brantford, Windsor, Ont., St. John and Halifax.

CUT NAILS.—There is a rather light demand for cut nails, and trade is not active. The price is $2.37½ per keg in carlots, and $2.45 per keg in small lots.

HORSE NAILS.—In "M" brand horse nails the discount on "Ovals" has been changed to 57½ per cent. off, instead of 60 per cent. off; and on "New Countersunks," the discount is now 67½ per cent. off, instead of 66 2-3 and 5 per cent. On other brands no change has been made. We quote: "C" brand, 40, 10 and 7½ per cent. off; on "M" brand, "Oval," 57½ per cent.; "New City," 60 per cent.; "New Countersunk," 67½ per cent.; "Monarch" horse nails are discounted at 70 per cent.

HORSESHOES.—Orders have been coming in freely during the past week, and business is much improved. No quotable changes are reported, and prices are as follows: Iron shoes, light and medium, pattern, No. 2 and larger, $3.35; No. 1 and smaller, $3.60; snow pattern, No. 2 and larger, $3.60; No. 1 and smaller, $3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; feather-

The Belle Oak

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Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

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Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.
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MIDLAND, ONT. Limited

weight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra. F.o.b. Montreal only.

SCREWS.—Trade is fair and prices are unchanged. Quotations are as follows: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—There is no change. Business has become quiet, and our quotations now are: Manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, 11c. Prices on binder twine are as follows: Blue Ribbon, 650 feet to the pound, 15c.; Redcat, 600 feet to the pound, 14c.; Tiger, 550 feet to the pound, 13c.; Standard, 500 feet to the pound, 11½c.; sisal, 500 feet to the pound. 11½c. Prices are subject to a rebate of ¼c. in carload lots.

RIVETS AND BURRS.—The market is fairly active this week, but nothing of special interest has occurred. Discounts are: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

BOLTS.—There has been no change and the demand keeps up well. The discounts are: Norway carriage bolts, 55 per cent.; common, 50 per cent.; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 per cent.; coach screws, 66 2-3 per cent.; sleigh shoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½ per lb. off list; hexagon nuts, 3⅝c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

BUILDING PAPER.—There is but little business doing in this line. We quote: Tarred felt, $1.70 per 100 lb.; 2-ply, ready roofing, 85c. per roll; 3- ply, $1.10 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O K and I X L, 65c. per roll; heavy straw sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—Trade is quiet. The price remains at $1.37½ per 100 square feet.

POULTRY NETTING.—Orders for poultry netting for delivery in 1903 are reported good. The discounts on Canadian or English netting are now quoted as follows: 50 and 10 per cent. off on 2 x 2 mesh, 19 wire, and 50 per cent. off on 2 x 2 mesh, heavier. Canadian list used. For delivery in 1903 the discounts are 60 per cent. off for 19 wire and 55 per cent. off for heavier.

HARVEST TOOLS.—These move slowly. The discount is 60 per cent.

FIREBRICKS.—There is no change. The price of English is $16 to $22 and of Scotch, $17 to $22 per 1,000.

CEMENT.—Trade continues quiet at unchanged prices, which are as follows: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per barrel ex-wharf, and American, $2.10 to $2.20 ex-cars.

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Every Can of "Ark Brand" Paint is sold on its own merits. Not only the name,

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It is used and sold in every British possession the world over.

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Every Can Guaranteed.

THE FRANCIS-FROST Co. Limited

TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler.

METALS.

Heavy metals have continued to move well, considering that the present is usually a quiet season, and values in practically all lines exhibit a good deal of firmness. Iron and steel importations are reported heavy, and in view of the structural work in progress and the proposed work, buyers are willing to take the terms offered now instead of waiting for easier prices. The English market has been steady in all lines, except tinplates, which are somewhat weaker.

PIG IRON.—This is in continued heavy demand and all furnaces are working to their full capacity. We quote: Canadian, $18.50 to $19 and Summerlee, at $21.50 to $22.

BAR IRON.—There is a good movement in this line. A somewhat lower figure is quoted on merchants' bar, viz., $1.95 to $2; horseshoe iron is worth $2.20.

BLACK SHEETS.—These are moving out fairly well at unchanged prices. We quote as follows: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 21 gauge, $2.50, and 8 to 20 gauge, $2.50.

GALVANIZED IRON.—Jobbers report an excellent demand for many brands of this. The market is steady, however, and unchanged in prices. Our quotations are as follows: No. 28, Queen's Head, $4.40; Apollo, 10¾ oz., $4.40; Fleur de Lis, $4.15; Comet, $4.25; "Bell" brand, $4.30. For less than case lots 10c. extra is charged.

INGOT COPPER.—There has been no change in this market. We quote 14c. per lb.

INGOT TIN.—This is reported lower on the New York market. Locally, values are steady and unchanged, Straits selling at 33½c.

PIG LEAD.—Trade in pig lead is of a very quiet nature. The price remains at $3.25.

LEAD PIPE.—Trade is fair. The price of composition and waste is 8c. and of ordinary, 7c. The discount is 37½ per cent.

IRON PIPE.—There is a moderate inquiry for iron pipe and a fair trade is passing at unchanged prices: Standard pipe per 100 feet, in lengths under 19 feet: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1-in., $5.20; 1¼, $7.35; 1½, $8.95; 2-in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $3.85; ¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.20; 2-in., $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½, $4.20; ¾, $5.25; 1-in., $7.55; 1¼, $10.55; 1½, $12.75; 2-in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1-in., $9.55; 1¼, $13.25; 1½, $16; 2-in., $21.90. For threads and couplings 5 per cent. is added.

TINPLATES.—Trade is no more than fair. A cable from England quotes tinplates at 1½ to 3d. lower. On this market no quotable change is reported, and charcoal tinplates are worth $4.75 to $5.25; cokes, $4.25.

CANADA PLATES.—There is still some shortage in these, principally in the 60 sheets. The demand keeps up well. Our quotations are as follows: 52's, $2.70 to $2.80; 60's, $2.85 to $2.90; 75's, $2.80 to $2.85; full polished, $3.75, and galvanized, $4.25 to $4.35; galvanized, 60's, $4.45 to $4.55.

STEEL.—There is no change in this. Trade is quiet. Our quotations are as follows: Sleighshoe, $2.10; tire, $2.20; bar, $2.05; spring, $2.85; reeled machinery, $2.75; toecalk, $2.70.

SHEET STEEL.—There is nothing new to report on this market. A moderate business is passing. We quote: Nos. 10 to 20, $2.50; 3-16, $2.50; ¼, 5-16, and ⅜, $2.40.

TOOL STEEL.—This is moving about as usual with nothing of importance to note. Quotations are as follows: Black Diamond, 8c.; Sanderson's, 8 to 12c., according to grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 8 to 15c.; "Air Hardening," 30 to 50c.

TERNE PLATES.—There is but a small amount of business doing in this line. The price remains at $7.50.

COIL CHAIN.—Chain is moving better this week. The market however is still on the quiet side, and our quotations are: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼-inch, 7¼c. per lb.; 5-16, $5; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4.05; ½, $3.95; 9-16, $3.85; ⅝, $3.55; ¾, $3.50; ⅞, $3.45; 1-inch, $3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC.—Trade is quiet and the price is unchanged from $5.85 to $6.25.

ANTIMONY.—This is quiet at 10c.

ZINC SPELTER.—Nothing of importance has occurred in this line. Only a light inquiry is experienced and the price is still 5c.

SOLDER.—No quotable change occurs. Solder, however, is moving out well. We quote: Bar solder, 18c. and wire solder, 20c.

PAINTS AND OILS.

Linseed oil and turpentine have continued unchanged in price. There is a good supply of oil, but the price is maintained. The demoralized tone of the white lead market is reported to have been overcome to some extent, as grinders of established brands are finding that they can sell all they are able to turn out at a fair margin of profit. General business, while not particularly active is nevertheless in as good condition as can be expected during the holiday season. A number of travellers are on their holidays, and orders, in consequence, are few in number and easily handled. We quote as follows :

GROUND WHITE LEAD.—Best brands, Government standard, \$5.25 to \$5.87½ ; No. 1, \$4.87½ to \$5.50 ; No. 2, \$4.50 to \$5.12½ ; No. 3, \$4.12½ to \$4.75 ; No. 4, \$3.75 to \$4.37½ ; all f.o.b.. Montreal. Terms, 4 months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—\$5.25 in casks ; kegs, \$5.50.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote : Bulk, in bbls., \$1.90 per 100 lb.; bulk, in less quantity, \$2.05 ; bladders, in bbls., \$2.25 ; bladders, in 100 or 200-lb. kegs or boxes, \$2.40 ; in tins, \$2.55 to \$2.65 ; in less than 100-lb. lots, \$3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, \$4.50 ; in 100-lb. kegs, \$4.75 ; in less quantities, \$5.75 per 100 lb. No. 1 red lead, casks, \$4.25 ; kegs, \$4.50, and smaller quantities, \$5.50.

LITHARGE.—Ground, casks, 5c. ; less quantities, 5½c.; flake litharge, casks, \$5.25 ; smalls, \$5.75 per 100 lb.

LINSEED OIL.—Raw, 77c.; boiled, 80c. In 5 to 9 bbls., 1c. less. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gal. advance.

TURPENTINE.—Single barrels, 68c.; 2 to 4 barrels, 67c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, \$2.35 to \$2.45 ; orange, \$2.25 to \$2.35.

MIXED PAINTS.—\$1.20 to \$1.45 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PARIS GREEN.—Petroleum, bbls., 16¾c. per lb.; arsenic kegs, 17c.; 50 and 100-lb. drums, 17½c.; 25-lb. drums, 18c.; 1-lb. packages, 18½c.; ½-lb. packages, 20½c.; 1-lb. tins, 19½c.; ½-lb. tins, 21½c. f.o.b. Montreal. Terms : 3 per cent. 30 days, or four months from date of delivery.

SCRAP METALS.

The feature in this market has been the increased demand for zinc, which, however, has been somewhat scarce. In other lines trade has moved along quietly with no special feature, and we now quote : Heavy copper and wire, 10c. per lb.; light copper, 8c.; heavy red brass, 10½c.; heavy yellow, 9c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2¼c.; iron No. 1, wrought, \$15 ; No. 2, \$7 per ton ; machinery scrap, \$16 ; stove plate, \$12 ; malleable and steel, \$5 ; mixed country rags, 60 to 70c. per 100 lb. ; old rubbers, 6 to 6¼c. per lb.

GLASS.

A few sorting up orders are being received for immediate delivery, but the market, in general, is very quiet. Quotations are : First break, 50 feet, \$2.10 ; second, \$2.20 for 50 feet ; first break, 100 feet, \$4 ; second break, \$4.20 ; third break, \$4.70 ; fourth break, \$4.95.

HIDES.

No change is reported in the hide market this week. Beef hides have remained steady at the decline of last week. We quote : No. 1 hides, 9½c.; No. 2, 8½c.; No. 3, 7½c. Calfskins, 10 to 12c. ; lambskins, 40c.

MARKET NOTES.

Bar iron is slightly lower.

The discount on "M" brand horse nails, in "Oval" and "New Countersunk" heads has been changed. The former is now 57½ per cent. off and the latter, 67½ per cent. off.

ONTARIO MARKETS

HARDWARE.

Toronto, August 22, 1902.

THE condition of the general hardware market here continues to be satisfactory and a good deal of business is still being done. Horseshoes and horseshoe nails are active, and the same may be said of screws and bolts and nuts. The manufacturers are still behind in their shipments of the last two-named, and seem to be hampered by a scarcity of raw materials. A large amount of loaded shells are being sent to various parts of the country, and guns are still much in demand as the sporting season is now on. The season for screen doors and windows and green wire cloth is over. It has been a poor year for these two commodities, as the unfavorable weather has prohibited, in many cases, sales. A reduction has been made in the price of fine steel wire, the discount now being 25 per cent. instead of 22½ per cent., and in the price of brass and copper wire, the discount on which is now 62½ per cent. instead of 60 per cent. as formerly. The prices also of fine wire shanks have been cut in half. This change is due to the heavy importations of wire from Germany, resulting in the cutting of the prices of stove-pipe wire here, thus forcing the Canadian makers to meet the reduction.

BARB WIRE.—There continues a fair demand for barb wire, the prices of which are unchanged. We quote : Barb wire, in carlots, \$2.65, and in less than carlots, \$2.77½ f.o.b. Cleveland. From stock, Toronto, \$3.

GALVANIZED WIRE.—Trade in this line is keeping up well. Our quotations are now as follows : Nos. 6, 7 and 8, \$3.50 to \$3.85 per 100 lb., according to quantity ; No. 9, \$2.85 to \$3.15 ; No. 10, \$3.60 to \$3.95 ; No. 11, \$3.70 to \$4.10 ; No. 12, \$3 to \$3.30 ; No. 13, \$3.10 to \$3.40 ; No. 14, \$4.10 to \$4.50 ; No. 15, \$4.60 to \$5.50 ; No. 16, \$4.85 to \$5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at \$2.52½ in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE.—The base price of this wire is unchanged and jobbers are experiencing a fair inquiry for it. We quote the base price: \$2.60 per 100 lb. Oiling, 10c.; coppering, 60c., and tinning, \$2 per 100 lb. extra. Delivery points Toronto, Hamilton, London and Montreal, with freights equalized on those points.

FINE STEEL WIRE.—The trade doing in this line is good, but owing to the continued importations of cheap wire from Germany, the Canadian manufacturers have reduced the prices here, changing the discount to 25 per cent. instead of 22½ per cent. as formerly, to meet the close prices made by the im-

Builders value the time saved by using EASTLAKE Shingles

Their Patent Telescope Side Lock, imitated but never yet equalled, makes them quicker and easier to lay than any other shingle in the market.

DEALERS VALUE the perfect satisfaction of all customers who choose these reliable lightning, fire and rust-proof shingles—they are a line you can't afford to leave out of stock. Fullest particulars in our catalogue.

The Metallic Roofing Co., Limited,

TORONTO, MONTREAL, WINNIPEG.

porters of the foreign article. The discount is 25 per cent.

WIRE NAILS.—These are still in good demand and prices are firm. We quote $2.50 for carlots and $2.55 for less than carlots. The delivery points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—There is a good sorting-up trade doing in cut nails. We quote $2.45 per keg and $2.37½ for carlots.

HORSE NAILS.—The demand for horse nails is quite active. We quote the base price as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "M" brand, 50, 10 and 5 per cent.; "Monarch," 60 2-3 per cent. "Countersunk" head, 60 per cent.

HORSESHOES.—A big volume of business is reported doing in these this week. We quote the base price as follows: Iron shoes, No. 2 and larger, light, medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—The jobbers are quite bare of stocks, but the buying continues quite active. The manufacturers are much behind with their orders and seem to be hampered by a scarcity of raw material. We quote: Flat head bright, 87½ and 10 per cent. discount; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze, 70 per cent.

RIVETS AND BURRS.—An extensive demand for these has sprung up, and the market is strong. The discounts are quoted as follows: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—There is a scarcity of carriage and machine bolts, which the manufacturers are unable to relieve, as they are much hampered by the lack of raw material. Our quotations are now as follows: Carriage bolts, common ($1.00 list), 50 per cent.; carriage bolts, full square ($2.40 list), 55 per cent.; carriage bolts, Norway iron ($3 list), 55 per cent.; machine bolts, all sizes, 50 and 5 per cent.; coach screws, cone points, 66 2-3 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—The demand for these is keeping up well. The discount is 40 and 5 per cent.

ROPE.—The season for harvest rope is over. Trade in the other lines is fair. Manufacturers claim they ought to advance the price of sisal, as the raw article is high in price. We quote as follows: Pure manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, single, 11c., double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per dozen.

BINDER Twine.—The season for this article is practically over as far as the manufacturer and jobber is concerned, as they are all cleaned out of stock, which is now distributed throughout the country and the only doubt is whether there is enough to tie up the crop. We quote: "Blue Ribbon," 650 ft., 15c.; "Red Cap," 600 ft., 14c.; "Tiger," 580 ft., 13c.; sisal, 500 ft., 11½c.

HARVEST TOOLS.—There is still some demand for these. The discount is 60 per cent.

EAVETROUGH, ETC.—The demand for eavetrough is still good, although the season is becoming advanced. We quote as follows: Eavetrough, $3.10 per 100 square feet, for 10-inch, and conductor pipe at $4 for 3-inch, and $5.25 for 4-inch.

BUILDING PAPER.—Trade in this line is still heavy, there being a good demand from all parts of the country. The prices are unchanged, and we quote as follows: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll.

HARVEST WHIPS.—There is a fair trade doing in these.

POULTRY NETTING.—The season is about over.

SPORTING GOODS.—There are large quantities of guns and rifles being sent out to various parts of the country. A good many loaded shells are also in demand.

CEMENT.—The manufacturers of cement are cleared out of stock and in some cases are behind with their orders. An active inquiry still continues. We quote as follows: Canadian Portland, $2.40 to $3 and Canadian hydraulic, $1.35 upwards per barrel.

METALS.

Trade in metals, generally, continues fair and the prospects are for a good business in the fall, particularly, providing that the crop in Manitoba and the Northwest be safely harvested. The outside tin markets have been weakening during the week, and copper is dull. The pig iron market is inactive, as buyers continue to hold off in the hope of concessions being made by holders.

PIG IRON.—An active demand still keeps up for pig iron, and prices are firmly maintained. The outside markets are quiet. The quotations f.o.b. furnaces are as follows: No. 1 foundry, $20.50 to $21.

STEEL BOILER PLATES.—The market for these continues strong and the demand is good. We quote $1.80 for carload lots on track, Toronto.

STEEL RAILS.—Those for electric railways are quoted at $36.

TOOL STEEL.—Business in tool steel is about the same as it was last week and the prices are unchanged. We quote: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 8 to 15c.; ditto, "Air Hardening," 30 to 50c.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's Special, 15 to 20c.

MILD STEEL.—There is a fair amount of business doing in mild steel.

SPRING STEEL.—There is still a fair trade doing in this line.

BOILER TUBES.—A good, steady business is to be reported in boiler tubes.

BAR IRON.—A fair amount of business continues locally in bar iron, and the inquiry is active. In the United States bar iron is very slow at present, and our quotations are as follows: $1.95 to $2.05 base. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb., 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS.—A good, steady demand keeps up in black sheets at unchanged prices. We quote: Common,

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL

COVERT MFG. CO.
West Troy, N.Y.
Steel Carriage and Wagon Jacks,
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS
BALL BEARINGS

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

Don't Forget the Name. . .
NEWMAN'S INVINCIBLE
FLOOR SPRINGS
Strong, Quick, Reliable, Effective.
Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.
W. NEWMAN & SONS, Birmingham.

Oneida Community Goods
HALTERS, COW TIES SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT.

..A..
STANDARD.
The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.

Dundas Axe Works, Dundas, Ont.
W. L. Haldimand, Jr., Eastern Agent, Montreal.

$3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—The movement for these from stock continues active and the market is steady. We quote: All dull, $2.90 to $3; half-polished, $3 to $3.10, and all-bright, $3.75 to $3.85.

GALVANIZED SHEETS.—A good business keeps up in galvanized sheets. Our quotations are as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 29 gauge; Bell brand, $4.30 for 28 gauge.

TIN.—Buying in small lots is quite active in tin. Quotations are unchanged at $32 to $33 per 100 ℔.

TINPLATES.—The demand for these is fair and the market unchanged. We now quote: Charcoal, $4.75 to $5 per box and cokes, $4.25 per box.

COPPER.—The market for ingot copper is stronger this week and the demand has improved. We quote: Ingot copper, $14 per 100 ℔. and sheet copper, $22 to $23.

BRASS.—The local trade in brass is small. The discount is 15 per cent.

PIG LEAD.—This metal is in steady demand at unchanged prices. We quote pig lead, $3.50 to $3.75 and bar, $5.

IRON PIPE.—Jobbers are experiencing a good demand for iron pipe and the market is steady. We now quote per 100 ft.: ¼-in., $2.40; ⅜-in., $2.65; ½-in., $2.85; ¾-in., $3.65; 1-in., $5.20; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; galvanized, 1-inch, $7.20. Trade discount is 4 per cent. for carlots.

ZINC SPELTER.—A good trade in zinc spelter continues. We quote 5 to 6c. per ℔.

ZINC SHEETS.—Trade in zinc sheets keeps up well. We quote: Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER.—A steady business is reported in solder.

ANTIMONY.—Business in antimony is still quiet. We quote $19.50 per 100 ℔.

PAINTS AND OILS.

The general paint and oil market is quiet. The prices are firmer and unchanged in all lines, excepting in white leads, ground in oil, which are completely demoralized. Trade in them is at a standstill. Raw and boiled linseed oils continue firm and the same holds true of spirits of turpentine, which is scarce with some of the jobbers. Paris green is still fairly active and the other lines are quiet. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $4.90 to $5; No. 1, $4.52½ to $4.62½; No. 2, $4.15 to $4.25; No. 3, $3.77½ to $3.87½; No. 4, $3.40 to $3.50 in packages of 25-℔. and upwards; ½c. per ℔. extra will be charged for 12½-℔. pkgs.; genuine dry white lead in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 ℔., $5 to $5.12½; ditto, in kegs of 100 ℔, $5.50; No. 1, in casks of 560 ℔., $4; ditto, kegs of 100 ℔., $4.50.

LITHARGE.—Genuine, 6 to 6½c.

ORANGE MINERAL.—Genuine, 7½ to 8c.

WHITE ZINC.—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6.00.

SHINGLE STAIN.—In 5-gal. lots, 60c. to $1.20 per gal.

BENZINE AND GASOLINE.—Benzine, in barrel lots, 18¾c. per gal.; gasoline, ordinary, 21¼c., and engine, 22¼c. f.o.b. Toronto.

PARIS WHITE.—90c. to $1 per 100 ℔.

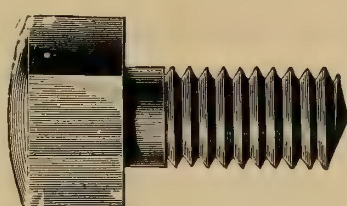
WHITING.—65c. per 100 ℔.; Gilders' whiting, 80c.

Celebrated **KEARNEY & FOOTE** Brand

FILES and RASPS—Warranted

Files of the above brand are standard, and are well known for their excellence of cut, temper and finish, and the K. & F. HORSE RASP is one of the leaders in this line, and is in demand in all parts of the Dominion. These goods are stocked by the following wholesale hardware merchants, and may be procured from either of them at bottom prices:

THE JAMES ROBERTSON CO., Winnipeg, Man.
H. S. HOWLAND, SONS & CO., Toronto, Ont.
THE SEYBOLD & SONS CO., Montreal, Que.
HOWDEN, STARKE & CO., Montreal, Que.
H. H. FULLER & CO., Halifax, N.S.
CROWELL BROS., Halifax, N.S.
DUNLAP BROS. & CO., Amherst, N.S.
DODD & ROGERS, Charlottetown, P.E.I.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

THE CELEBRATED

NATIONAL CUTLERY CO. SHEARS

Acknowledged the best and fully warranted.

Not connected with any Shear Combination.

Tailors' Shears, Trimmers, Ladies' Scissors, Barbers' Shears, Tinners' Snips.

DECATUR, BULL & CO., Sales Agents, MONTREAL

GUM SHELLAC.—In cases, 35c.; in less than cases, 40c. per ℔.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35; white, $2.35 to $2.45 per gal.; in less quantities 10c. extra.

PUTTY.—Bladders, in bbls., $2.25; bladders, in 100-℔. kegs, $2.40; bulk in bbls., $1.90; bulk, less than bbls. and up to 100 ℔., $2.05; bladders, bulk or tins, less than 100 ℔., $2.90.

PLASTER PARIS.—New Brunswick, $1.90 per bbl.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls., and 4 to 5c. per ℔. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gal.; No. 1, $1.10 per gal.

CASTOR OIL.—English, in cases, 9½ to 10c. per ℔. and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 barrels, 79c.; boiled, 82c.; 3 to 5 barrels, raw, 78c.; boiled, 81c.; 6 to 9 barrels, raw, 76c.; boiled, 79c., delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil, sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 69c.; 2 to 4 bbls., 68c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

There is a fair local trade doing in glass, and a scarcity of some sizes of double diamond is reported. Quite a number of importations are now coming in from Europe. Our quotations are as follows: Under 26 inch, $4.45; 26 to 40 in., $4.65; 41 to 50 in., [illegible]; 51 to 60 in., $5.35; 61 to 70 in., $5.75; 71 to 80 in., $6.25; 81 to 85 in., $7; 86 to 90 in., $7.75. Toronto, Hamilton and London. Terms, 4 months, or 3 per cent.

30 days. Discount off pane price list, 40 per cent.

OLD MATERIAL.

Trade, generally, in old metals is improving. Ingot copper declined somewhat during the past week, but has again reacted until now it is almost at its former level. There has been practically no change in copper materials. Zinc is doing better. There is no special demand at present for rags. Our quotations are as follows: Heavy copper and wire, 10 to $10\frac{1}{4}$c. per lb.; light copper, 8 to $8\frac{1}{2}$c. per lb.; heavy red brass, 10c.; heavy yellow brass, 8 to $8\frac{1}{2}$c.; light brass, 5c to $5\frac{1}{2}$c.; lead, $2\frac{1}{4}$ to $2\frac{1}{2}$c.; scrap zinc, $2\frac{1}{4}$ to $2\frac{3}{4}$c.; iron, No. 1 wrought, $11 per net ton; No. 2 wrought, $6; machinery cast scrap, $14 to $15; stove plate, $10; malleable and steel, $6 to $6.50; old rubbers, 6 to $6\frac{1}{2}$c. per lb., and country mixed rags, 50 to 60c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES.—Trade in hides continues steady and fair. We quote: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 9c.; No. 2 green, steers, 8c.; cured, $8\frac{1}{2}$ to 9c. per lb.

SKINS.—These are in active demand and sell readily. Shearlings and lambskins have advanced 5c. We quote as follows: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings and lambskins, 40c.

WOOL.—A fair business is reported in wool. We quote $13\frac{1}{2}$c. for fleece and $7\frac{1}{2}$c. for unwashed.

TALLOW.—This product is in active demand. We quote $6\frac{1}{4}$ to $6\frac{3}{4}$c. per lb.

COAL.

There seem to be no signs yet of a termination of the lockout of the hard coal miners on the other side. They have failed, however, to induce the soft coal miners to join in the strike, and some people declare that the end is not far off. The mine owners claim that they are mining some coal, but so far no shipments have been received. Stocks in Toronto are getting smaller daily and the problem will be where to get a sufficient supply to last all winter should the present trouble last much longer. We quote at international bridges: Soft coal, $3 to $4.50 per ton.

PETROLEUM.

Trade in petroleum is commencing to improve with the approach of fall. We quote: Pratt's Astral, 17 to $17\frac{1}{2}$c. in bulk (barrels extra); American water white, $17\frac{1}{2}$ to 18c. in barrels; Photogene, 17 to $17\frac{1}{2}$c.; Sarnia water white, $16\frac{1}{2}$ to 17c. in barrels; Sarnia prime white, 15 to $15\frac{1}{2}$c. in barrels.

MARKET NOTES.

The discount on fine steel wire has been changed from $22\frac{1}{2}$ to 25 per cent.

The discount on copper and brass wire has been changed to $62\frac{1}{2}$ per cent.

The prices of 1 lb, $\frac{1}{2}$ lb. and $\frac{1}{4}$ lb. hanks of fine wire have been cut in half, and are now 25c. for 1 lb., 38c. for $\frac{1}{2}$ lb. and 50c. for $\frac{1}{4}$-lb.

Truth is the backbone of the courageous; falsehood is the refuge of the coward.

NOVA SCOTIA MARKETS.

Halifax, August 19, 1902.

THE trade in fall specialties in hardware is about commenced, but otherwise the trade is only fairly active. This is not unusual at this season and the volume of business done is up to the average of former years. The same healthy tone prevails in business and all dealers are looking forward to a very active fall trade. There is still some difficulty in getting orders filled by the manufacturers, on account of the scarcity of steel and iron products.

* * *

The principal change to note is with reference to horse nails manufactured by the Canada Horse Nail Company. These quotations have been slightly advanced and notice has been given that further advances may be expected unless the anthracite coal strike is settled very soon and the price of hard coal, used in the manufacture of these nails, declines to normal figures.

* * *

There is still a considerable demand for builders' hardware, and the general building boom seems to be well sustained all over the Province. There is considerable building going on locally, which is likely to continue until the winter season sets in. Prices remain firm, principally for the reason already referred to.

* * *

The linseed oil market, which has undergone numerous changes during the last few months, may still be considered speculative, though prices have declined again to within 3c. of the early spring quotations. Boiled is now quoted at 83c. in barrels, and raw at 80c. The usual 5c. extra is asked for smaller quantities. Turpentine has again become firmer, but local prices are unchanged; 75c. is quoted by the barrel.

* * *

The season's demand for cordage is practically over, and the price has declined. Manila is quoted at 15c. base; British manila is now quoted at 13c., and sisal at $12\frac{1}{2}$c. base.

* * *

There has been an ususual demand this season for wire fencing, but shipments have about ceased for the present. The dealers expect a heavy fall demand in this article. Price is, however, firm and the quotation is $3 base for fencing and $3\frac{1}{2}$ to $4\frac{1}{2}$c. for staples, the difference in price depending on the quality.

R.C.H.

PRODUCTS WANTED FOR AFRICA.

The officer commanding in the Transvaal and Orange River Colony has notified the Trade and Commerce Department at Ottawa that tenders will be received at the office of the Director of Supplies, Army Headquarters, Artillery Barracks, Pretoria, until Wednesday, October 1, 1902, for supplies of bread, groceries, forage, fuel and light, dry grass for bedding animals, and hospital supplies at the various stations throughout South Africa, for a period of nine months. The stations for which they are required are: Pretoria, Pietersburgh, Middleburgh, Barberton, Komatiespoort, Potchefstroom, Standerton, Kroonstadt, Bloemfontein, Harrismith, Mafeking, Kimberley, Cape Town, Maitland, Simonstown, De Aar, Victoria Road, Naauwpoort, Burghersdorp, Grahamstown, King Williamstown, Durban, Newcastle, Pietermaritzburg and Eshowe.

Forms of tender and conditions of contract may be had on application at the office above mentioned, either personally or in writing, and no tender will be considered unless made on the forms so obtained.

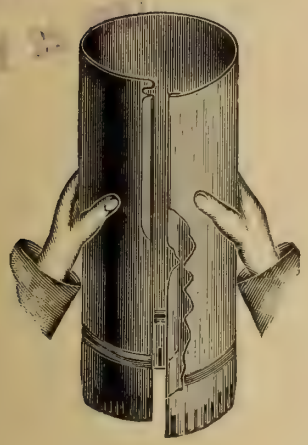
Any firms outside South Africa wishing to tender should do so through their South-African agents, who can obtain tender forms and all information on application to Director of Supplies, Pretoria.

Among the welcome visitors to The Canada Paint Co.'s offices in Montreal this week were: Mr. D. L. Wigle, of Windsor, Ont., and Mr. Fred Coy, of Coy Bros. & Southcott, St. Catharines, both well-known names in the hardware trade. Mr. Wigle is accompanied by Mrs. Wigle, and Mr. Coy by Mrs. Coy and daughter. Both gentlemen have visited Montreal before, and took the opportunity on this holiday trip to renew old acquaintances.

The Dominion Iron and Steel Co. have received an order from The Consolidated Gas Co., of New York City, for 25,000 tons of coke, and the first cargo will be sent as soon as it can be loaded by the five-masted schooner Nathaniel R. Palmer, which is now at the Intercolonial pier. This order is rather significant, coming, as it does, when the great coal strike is at its height in the United States.

NAILS
Right Prices
Quick Shipments
Quality Guaranteed
Also
STAPLES
Write, Telegraph or Telephone
Page Wire Fence Co.
Limited
Walkerville, Ontario

Stove Pipe and Elbows



"Empire"
Patent Stove Pipes
Put up in Crates of 25 lengths each.

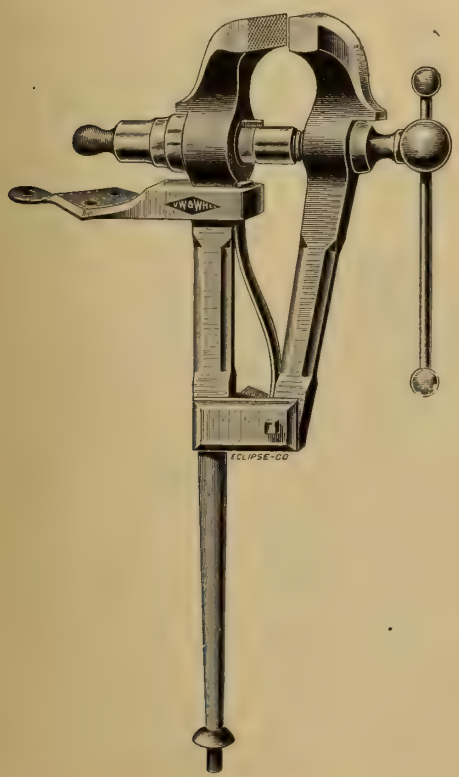
A Few Reasons why they are winners.

Long in the throat—which insures perfect draft.
Flat in the crimp—easily cleaned.
Holds no dirt, inside or out.
Adjustable—readily fitting all makes of pipe.
Saves time and labor in putting up. Makes neatest work.
Crated in bundles of one dozen—safe delivery insured.
Polished are made of Dark Blue Steel.
Common are made of Dark Black Steel,
5 — 6 — 7 — 8 inches.

Standard Pleated Elbows

THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL.



Winning Favor in Australia

"The engineering merchants here consider your Solid Box Blacksmiths' Vises superior in quality and workmanship to any they have ever handled. They say they are remarkably suitable, and give perfect satisfaction."
[Extract from letter received from our Australian Agents located in Melbourne.]

Our facilities are unexcelled for making

Blacksmiths' and Machinists' Vises

Modern equipment and methods, high-grade material and workmanship are combined in our plant, producing

THE BEST VISES MADE

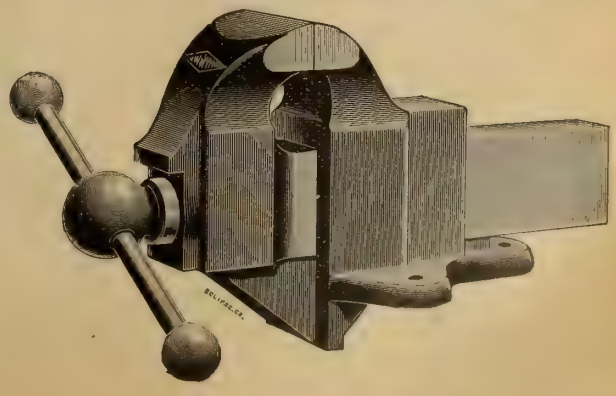
Lamplough & McNaughton
CANADIAN SALES AGENTS
19 De Bresoles St., Montreal

Manufactured by

THE COLUMBIAN HARDWARE COMPANY

CLEVELAND, OHIO.

NEW CATALOGUE JUST ISSUED—WRITE FOR IT.



HEATING AND PLUMBING

BUILDING PERMITS IN TORONTO.

DURING the week the following building permits were awarded in Toronto: Richard Ewing, two-storey roughcast addition to dwelling 255 Arthur street, for $250 ; Thos. Moor, pair semi-detached two-storey and attic brick and stone dwellings Harbord street, for $6 000 ; T. W. Murray, two-storey brick and stone residence corner King street and Dunn avenue, for $5,000 ; Eckardt Casket Co., galvanized corrugated iron hayloft 68 Esplanade street, for $175; J. Wheeler, two pairs semi-detached two-storey brick dwellings 21-27 Concord avenue, for $6,000 ; Dr. Thos. Butler, two-storey and attic brick dwelling Clinton street, north of College street, for $2,200 ; A. Goddard, two-storey wood stable 161 Howland avenue, for $200; C. L. Denison, moving a roughcast house to 14 Fisher street, for $120 ; C. B. Osler, one-storey greenhouse, brick and glass, 13 Beau street, for $2,000 ; Alfred Kennard, two-storey dwelling, roughcast brick front, Englewood avenue, for $400; G. H. Walker, pair semi-detached two-storey and attic brick dwellings 9 and 11 Sorauren avenue, near Queen street, for $3 000; J. C. Craig, four detached two-storey and attic brick and stone dwellings Campbell avenue near Wallace avenue, for $3 600; F. S. Duff, pair semi-detached two-storey brick dwellings Shaw street, near College street, for $3,000 ; F. Saunders & Son, pair semi-detached two-storey and attic stone and brick dwellings 52-4 Leonard avenue, for $3 000 ; Charles Stark, pair semi-detached 2½-storey brick residences on Spencer avenue, near King street, for $4,500 ; Samuel Rogers, wood balcony, 107 Avenue Road, for $155 ; James Horninghan, two-storey brick and roughcast addition to 131 Gerrard street east, for $500 ; T. Farr, alterations and solid brick foundations under pair stores at 803 and 805 Queen street east, for $400; Miss Lambert, brick veneer and roughcast house on Queen street east, east of Greenwood, for $1,500 ; Jas. Lumbers, frame house on Queen street east, near Woodbine avenue, for $1,500 ; John Dunn, repairs to 114 Givens street, for $100 ; S. F. Aberdeen, two detached two-storey and attic brick dwellings on 284 6 Gladstone avenue, for $3,600 ; M. B. Vanderwoort, pair semi-detached two-storey brick dwellings on 740-2 Gerrard street, for $3,200 ; G. J. Woods, two-storey brick and roughcast dwelling on 11 McGee street, for $600 ; Robert S. Unwin, pair of semi-detached two-storey and attic brick dwellings on 596-8 Bathurst street, for $4,000 ; C. B. Simpson, pair semi-detached 2½-storey brick dwellings on 71-3 University avenue, for $4,000 ; E. Fill, two-storey stone and brick residence on 285 Crawford street, for $3,000 ; Geo. W. Gowanlock, two-storey and attic stone and brick residence on Walmer Road, near Lowther avenue, for $5,000 ; John Irwin, brick foundations under dwellings 57-9 Berkeley street, for $820.

PLUMBING AND HEATING NOTES.

The annual meeting of the United Association of Journeymen Plumbers, Gas and Steamfitters of the United States and Canada began in Omaha, Neb., on August 18.

PLUMBING AND HEATING CONTRACTS.

Fiddes & Hogarth, plumbers, 122 King street east, have secured the contract for heating the new Adams' building, King street east, Toronto.

BUILDING PERMITS IN HAMILTON

Permits have been granted in Hamilton as follows : George W. Berry, for alterations and brick addition to his house, 310 North Victoria avenue, cost to be $300 ; Peter McKay, erection of a brick stable on Leeming street, for George Revell, the cost to be $300.

BUILDING OPERATIONS IN WINNIPEG.

The building business in Winnipeg continues to boom, and never before in the history of the city have so many buildings been in course of construction at one time. The permits issued recently have been of the smaller order, but the estimated cost of the buildings erected this season, or in course of erection, is creeping towards the $2,000,000 mark, and from present indications it may go much higher.

J. A. McKerchar, the grocer, will build a $15,000 store on Main street, north of Guest's fish store.

Osler, Hammond & Nanton will erect a warehouse on Albert street. The building will cost $14,000.

The business of the Royal Crown Soap Co. has increased to such an extent that the company has decided to erect an additional building to its premises to cost about $8,000.

BUILDING OPERATIONS IN SYDNEY.

FROM January 1 to July 31 over $500,000 was expended in the town of Sydney in the construction of brick and wooden buildings. On brick buildings alone the contracts amounted to about $255,000. In a list of over 125 wooden buildings there are not more than a dozen costing less than $1,000, while several cost as high as $4,000, and a few even as high as $6,000 and $7,000. The average cost would be about $2,500. In another year's time the so-called "burnt district" will have been covered with handsome brick buildings, buildings that would do credit to a town of greater pretensions than Sydney.

In mentioning the sum of $255,000 expended in the erection of brick buildings, those now in the course of construction were included, but the academy, the Royal Bank building, the new county court house and the telephone exchange are omitted. The total cost of these amounts to about $180,000. The first building of brick to be erected after the fire was that of Prowse Bros. & Crowell's, costing in the vicinity of $20,000.

Since January 1 the following have been built and completed : Cape Breton Electric Co.'s power house, $28 000 ; Dr. A. D. McGillvary's, $9 000; J. P. Conway's (two), total cost, $13,000 ; T. W. Publicover's, $10,000. The following are now in the

ALL METAL

Strong *Neat* *Durable*

The Canada Hardware Co.,
Wholesale Merchants Limited
MONTREAL

MONTREAL, AUGUST 23, 1902.

Mr. Paint Buyer,

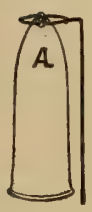
You are now in the dull season. It's a good reading time. Early this year we sent out a handsomely-illustrated catalogue. We sent it to all our customers. We sent it to many who are not our customers, and we are ready to send it to any paint man interested who will ask for it. Catalogues are sometimes glanced over hurriedly and thrown aside; but the man who studies a catalogue will know best where to buy when the time comes. Take a look over our book and see the many lines manufactured and imported —all money-makers. Let us help you get posted for Fall trade. If you haven't got our catalogue, drop us a card and we shall send it quick.

Yours truly,

A. RAMSAY & SON,
PAINT MAKERS.

OUR TRADE A MARK — AUER LIGHT MANTLES LONGEST LIFE & BRIGHTEST — OUR TRADE A MARK

A Statement of Facts.



We make the strongest mantles.
Our mantles gives the most light.
We use the purest and most costly chemicals.
We anneal our mantles with pressure gas.
Our mantles won't shrink or fray out.
Our trade mark A is on the best mantles.

We make mantles with any private mark on them, your own name if you desire.

WE MAKE

Coal Gas Mantles.	Coal Oil Mantles.
Oil Gas Mantles.	Gasolene Mantles.
High-Pressure Mantles.	Acetylene Mantles.

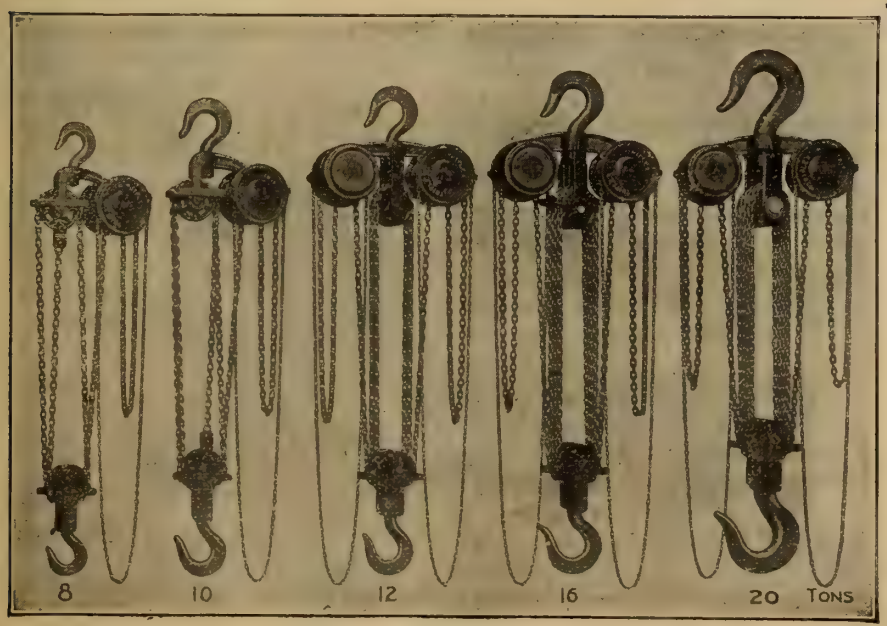
In single, double or triple weave.

Lowest prices on Mantles, Shades, Chimneys and Sundries.

Write us if you are interested.

AUER LIGHT CO., - - MONTREAL.

The Yale & Towne Pulley Blocks



YALE & TOWNE TRIPLEX BLOCK.

RETURNED OCT 17 1902

Best Made.

Longest Wearing and Quickest Pulley Blocks on the market.

Send for prices and printed matter.

THE FAIRBANKS COMPANY

MONTREAL — SOLE CANADIAN AGENTS — VANCOUVER

course of construction, some of which will soon be completed: A. D. Ingraham, $18,000; E. Weeks, $8,000; W. W. Dillon, $15,000; Capt. John Carlin, $25,000; Dr. Kendall, $7,500; F. Falconer & Son, $13,000; J. W. Woodworth, $7,000; C. P. Moore, $20,000; W. H. Wentzwell & Co., $13,000; Angus McQuarrie, $10,000; A. Hagel, $5,000; Neil Ferguson, $15 500; A. Forbes (of concrete), $10,370.

The principal wooden buildings (private residences), that have been built within that time and costing over $3 000 are as follows: A. E. Nash, $7,000; A. H. Poole, $3 200; Kelley & Dodge, $3 000; F. Quirk, $4,000; A. H. Poole, $3,400; J. McDonald, $6,000; A. L. Rhodes, $3,500; A. H. Poole, $3 500; J. L Loarder, $4,000; Quirk Bros., $4 600; B. A. Ingraham, $4,000; John McKinnon, $3,200; John Patterson, $3,000; J. E. Ripley, $3 000; Rev. Neil McDonald, $5,000; John Morly, $3,700; E. G. Cossitt, $6,000; A. H. Poole, $3,600; Major Schurman, $3,000; F. A. Crowell, $4,800; W. Robertson, $5,100; H. N. McCallum, $3,400; R. W. McDonald, $3,000; Alex. Strang, $7,000; George Armstrong, $3,800; C. Estano, $5,000; A. H. Poole, $3,300; A. H. Poole, $3,600.

BUILDING NOTES.

Contracts have been let for a $20,000 addition to St. Joseph Hospital, London.

The Noxon Co., of Ingersoll, Ont., will erect a large building adjoining the C.P.R. station, to be used for shipping, storage and erecting purposes.

S. R. Hesson, of Stratford, will build a new store shortly. The store will be three storeys high and of red pressed brick. The ceilings will be of steel, and a number of steel beams will be used throughout the building.

Construction work on the new C.N.R. storage elevator at Fort William is being rapidly pushed ahead by Burnett & Record, the Minneapolis contractors. The elevator is to be built of tile, and is the first of this nature in Canada.

The La Corona Co., Limited, of Montreal, will spend some $50,000 in enlarging, remodelling and equipping the old Tucker school premises on Guy street, near St. Catherine. A fourth storey will be added to the present school building, and the whole will be extended back for a distance of 150 ft., connecting with Her Majesty's Cafe in the rear, and giving space for 100 first-class rooms.

"Papa," said Benny, "why are days of grace allowed on a note?"

"To avoid weeks of disgrace," replied the father.

INDUSTRIAL GOSSIP.

THE Hamilton Steel and Iron Co., which has paid its annual dividend of 6 per cent. and has transferred a substantial amount to the rest fund, has decided to double the capacity of the steel plant, and about $200 000 may be spent on this. Senator A. T. Wood has been reelected president and Mr. C. E. Doolittle vice-president. Mr. C. S. Wilcox is managing director.

A STEEL SHIPBUILDING PLANT.

James Ross, president of The Dominion Iron and Steel Co., hints that they may have a plant for the building of steel ships before very long. At present they do not manufacture the necessary plate, and should a steel shipbuilding plant be established now all that would be done would be to put the ships together; while the materials would all have to be brought from abroad.

After the rolling mills are completed the company intends to commence the erection of a plant for the manufacture of plates for steel ships. When this has been done they can consider the position of establishing a shipbuilding plant in Canada.

The directors of the company have decided to build a new steel plant, and have issued $1,910,000 stock. Further expansion of the plant at Sydney is in progress and contemplated, the blasting furnace now under way requiring a great deal of money to complete.

The entire plant, as originally intended, is about completed now. When in full operation there will be four blast furnaces, 10 open-hearth furnaces, 400 coke ovens and a blooming mill. At present some 300 tons of pig iron are being turned out by the blast furnaces every day.

INDUSTRIES AT OTTAWA.

At a meeting of the industrial committee at Ottawa, Friday, August 15, Ald. Coates, the chairman, reported that he had visited the new mica finishing works (formerly the Carbide Works, near the Canada Atlantic Railway end of Elgin street) and found they had already commenced operations with 125 men on the pay roll. Large sums of money were being spent in Ottawa in fitting up the works. They expected to employ the first year 300 and the second year 400 hands, with a pay roll of from $8,000 to $10,000 per month.

The experimental furnace for the conversion of cast iron into steel by a new process entirely different from any other, and secured by letters patent, was nearly completed. He, with Ald. Askwith and several others, had subscribed the necessary funds for the first furnace, and, if successful, it would lead to the erection of 10 or 12 more and, eventually, become an important industry in Ottawa. The furnace is located on Bridge street.

Ald. Coates said he had been in communication with a firm whose headquarters were in Pittsburg, as to the establishment of a manufacturing branch here for their special line of cigars, and they were favorably considering the matter. One of the firm was expected to arrive in the city next month. If they fixed on Ottawa as the centre they would erect works at least equal to 30,000 or 40,000 per day.

A NEW STOVE COMPANY.

Another stove manufacturing company is being formed. It is to be known as the Western Stove Company, Limited, with a capital of $50,000, and a charter is being applied for. The chief promoters of the new company are Frank J. Taylor, who has for some years been buyer for the Gurney Foundry Co., Limited, of Toronto, and J. J. Cunningham, formerly mechanical superintendent of the same company. The new company has purchased the plant of the National Iron Works, Wingham, Ont., and expect to have stoves and ranges on the market this fall.

THE LADIES LIKE THEM.

The National Cutlery Co.'s ladies' shears have been much appreciated by the fair sex for their neatness and quality. They have no soft spots, no saw edges. The patent process of tempering insures a perfect edge, which, together with a steel ride, makes them the ladies' ideal. They are full nickel-plated or enamelled, put up in separate pockets. Made in all sizes, 3 in. up to 7 in. See the cut. Ask for catalogue.

"THE GEM"

A FOOD CUTTER WHICH DOES ITS WORK WELL.

IT HAS NO RIVAL.

THE CANADA HARDWARE CO., MONTREAL.

ATKINS

HIGH-GRADE, SILVER STEEL SAWS

Are the FINEST that Money, Experience and Skill can Produce.

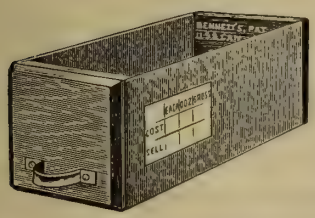
No dealer's Stock is complete without them. They are easy to sell. Every saw warranted.

Write for Catalogue and Prices.

E. C. ATKINS & CO.

Factories and Home Office: INDIANAPOLIS, IND.

More Bennett's Patent Shelf Boxes.



The best testimonals are second orders.

"Chicoutimi, P.Q., May 24th, 1902—Please send us 212 more shelf boxes like the last.—Cote, Boivin & Co."

Write for prices to **J. S. BENNETT, TORONTO**

The Grey and Bruce Portland Cement Company of Shallow Lake, Limited,

Manufacturers of

"HERCULES" BRAND OF

Portland Cement

Unsurpassed for Sidewalks, Floors, and all work requiring the Highest Grade of Portland Cement.

HEAD OFFICE: OWEN SOUND.

Lanterns

"BANNER" COLD BLAST
"BANNER JUNIOR," BRASS
"CLIMAX" SAFETY TUBULAR
"LITTLE BOBS," TIN and BRASS

ALSO

Lamps

"SHELBY" INCANDESCENT
"BRILLIANT" INCANDESCENT

Are Necessary Leaders for the Dark Days.

For sale by all Jobbers of Hardware, Lamp Goods and Electric Supplies.

WALTER GROSE, Montreal, Selling Agent.

Manufactured by **THE ONTARIO LANTERN CO.,** HAMILTON.

GLASS

We import and manufacture every description of

Window and Fancy Glass.

Write for our new Catalogue.

Hobbs Manufacturing Co. Limited

LONDON, CANADA.

CHAMPION Stoves and Ranges

RIGHT PRICES
QUICK SHIPMENTS
QUALITY GUARANTEED
FIRST-CLASS NICKLE PLATE
CORRESPONDENCE SOLICITED

Made by

D. J. BARKER & CO.

PICTON, ONT.

—Toronto Agents—
THE BATTY HARDWARE & STOVE CO

"BUILD TO-DAY THEN, STRONG AND SURE. WITH A FIRM AND AMPLE BASE." —Longfellow.

DO YOU?

WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors.

American Steel & Wire Co.

New York: Empire Building.

Montreal: New York Life Building.

Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.

PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

MANITOBA MARKETS.

Winnipeg, August 19, 1902.

ACTUAL business at the present time is light in jobbing circles, but all houses are busy and well satisfied in view of the continued excellent crop prospects and the outlook for heavy fall trade. In grocery and produce lines there is little if any news to report, prices remaining very steady in nearly all lines. There is not a single change of price to note this week. All lines are in good demand. Quotations are as follows :

Barbed wire, 100 lb	$3 30
Plain twist	3 40
Staples	3 95
Oiled annealed wire 10	3 75
" 11	3 80
" 12	3 85
" 13	4 00
" 14	4 15
" 15	4 25
Galvanized wire, 6 to 8 gauge	4 00
" 9 "	3 50
" 10 "	4 05
" 11 "	4 20
" 12 "	3 65
" 13 "	3 75
" 14 "	4 45
" 15 "	4 60
" 16 "	4 75
Wire nails, 30 to 60 dy, keg	3 25
" 16 and 20	3 35
" 10	3 35
" 8	3 45
" 6	3 50
" 4	3 65
" 3	3 90
Coil chain, 3-16 inch	10½
" ¼ inch	8¾
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Cut nails, 30 to 60 dy.	3 10
" 20 to 40	3 15
" 10 to 16	3 20
" 8	3 25
" 6	3 30
" 4	3 60
" 3	3 75
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No 1	4 30
No. 2 and larger	4 05
Snow shoes, No. 0 to No. 1	4 55
No. 2 and larger	4 05
Steel, No. 0 to No. 1	4 40
No. 2 and larger	4 35
Bar iron, $2.70 basis.	
Swedish iron, $5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	2 79
18 to 22 gauge	4 75
24 gauge	5 00
26 gauge	5 25
28 gauge	5 50
Genuine Russian, lb	12
Imitation " "	8
Tinned, 24 gauge, 100 lb	7 75
26 gauge	8 00
28gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	11 00
" IX "	13 00
" IXX "	15 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	6 00
Wrought pipe, black up to 2 inch....50 an 10 p.c.	
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	$13 00
" ⅜	13 50
" ¼ and 5-16	13 70
Manila, 7-16 and larger	17 00
" ⅜	17 55
" ¼ and 5-16	18 00
Solder	20
Cotton Rope, all sizes, lb	17
Axes, chopping	$7 50 to 12 00
" double bitts	12 00 to 18 00
Poultry netting, 24 in	1 35
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	57½ p.c.
Bolts, carriage	50 p.c.
Machine	50 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Bluestone, cask lots	$5 50
Spades and shovels	40 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells :	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2½ p.c.
" " plain	70 and 15 p.c.

PETROLEUM.

Water white American	24½c.
Prime white American	22½c.
Water white Canadian	22c.
Prime white Canadian	20½c.

BINDER TWINE.

Sisal and Standard f.o.b. Winnipeg	$ 12
Manila, 550 feet	13
Manila, 600 feet	13¾
Pure Manila	15½

Five-ton lots ⅛c. less per lb., and car-lots ¼c. less.

SCRAP.

No. 1 cast iron	$13 to $14 per ton
No. 2 "	5 to 6 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 75
Less than barrel lots	80
Linseed oil, raw	87
Boiled	90
Lubricating oils, Eldorado castor	27½
Eldorado engine	26½
Atlantic red	29½
Renown engine	41
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 50
26 to 40 per 50 ft.	2 75
41 to 50 " 100 ft.	6 00
51 to 60 " " "	6 50
61 to 70 per 100-ft. boxes	7 00
Putty, in bladders, barrel lots.....per lb.	2½
kegs "	2¾
White lead, pure per cwt.	6 00
No. 1 "	5 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1.30 to $1.90

THE PAINTERS PERFECT WHITE LEAD

is beautifully soft and fine in the grain. It mixes well with Linseed Oil, forming a creamy smooth paint of great covering power and undoubted durability. Every atom is paint — perfect paint — and there is no loss or residue of any kind. The Painters Perfect White Lead has become very popular everywhere.

THE CANADA PAINT COMPANY LIMITED

Montreal and Toronto.

A GOOD WAY TO INVEST CAPITAL.

IN a booklet entitled "Success with Small Capital" is given a large amount of information which will be found useful by all merchants. We make the following extracts :

We are going to tell you how to start a small department store.

But before we begin we want to clear your mind of the doubt that may be there as to the advisability of investing your money in an enterprise of this kind.

We firmly believe that there is no other commercial avenue open for men of small means that compares with this one in its possibilities. Many of our largest and most successful customers started in business only a few years ago with but scant capital and an unlimited supply of energy and ambition. That they have succeeded and that to-day they are selling more goods in an hour than they once sold in a week may not argue that you will succeed as they have done, but it certainly does indicate that monopoly has not yet devoured all the chances of success and that if you are willing to work you are sure to be rewarded for your labor in proportion to the energy—both physical and mental—that you expend.

Success is possible in any business. If you take a man like Andrew Carnegie, John D. Rockefeller or J. Pierpont Morgan sweeping out a country store he would own the store in a short time. Not many men are Carnegies, Rockefellers or Morgans—luckily for the rest of us. But it is certain that the effort that will earn a man a competence in any of the exclusive lines will make him independent in a department store.

The cry of the times is that a man of small capital has no chance—that the big concerns have made small businesses impossible. That may be true in some lines. It certainly is not true in merchandising.

The man with a few hundred or a few thousand dollars can do more with it than he ever could before, providing he chooses the right business and starts right.

The reason why a man with a small stock of variety goods can hold his own against concerns that have dollars where he has dimes, is simple. Every penny of his capital is in quick turning goods.

The big store has its shelves loaded down with merchandise which turns but once or twice a year, while a variety stock turns six to fifteen times in the same period. In other words, you can show as large sales with an investment of, say, $1,000, as you can with an investment of $3,000 in any other class of goods.

The variety store handles nothing but quick sellers. It ties no money up in domestics, nails, sugar, or other goods in which there is little or no profit. It omits the heavy staples of the one line stores, which take a lot of money to handle and require a lot of room.

THE WINDOW TRIMMER.

Among the many branches of the window-decorator's art, none is more apparently important than the one of sign, show-card and ticket lettering. The two combinations should go hand-in-hand. What a boon to the window-decorator with a practical knowledge of all the rudiments for the production of neat and attractive show-cards and price-tickets at his finger-ends. The finest window displays may be ruined by amateur lettering, while artistic lettering often attracts as much attention as the goods. Every window trimmer that aspires to the best-paying position in his line should procure the instruction book advertised in this issue by W. Edwards, Carleton Place, Ont., at $1 postpaid. Hundreds of decorators in all sections of the country are to day reaping the benefits. The expense is small and success is sure.

James Williamson, general merchant, Ballyduff, Ont., is advertising his business for sale.

The P. R. Cumming Manufacturing Co., Limited

CLARKSBURG and TORONTO.

Above we illustrate the manner in which the

"Cumming" Corkscrew Can Opener

(PATENTED)
is boxed for counter display.

No other Can Opener has a blade like this, and none other works so quickly, cleanly and safely. We also make the **"SPRAGUE"** style. Send for catalogue.

Address—

The P. R. Cumming Manufacturing Co., Limited, 90 Richmond St. East **TORONTO**

Opportunities for Young Men To-day.

By WILLIAM F. KING, New York.

THE need of the hour is young men who have a purpose in life and are willing to work hard to accomplish it. The trouble with most young men is that they want to come down through the roof instead of up through the basement. When I started to learn the dry goods business I swept out the store, cleaned cuspidors and washed the windows, began work at 7 a. m. and got through at 7 p.m., for which service I received very small pay, but I was learning the foundation principles of business.

The young men of to-day, when they leave school, are averse to manual labor. They consider it undignified, because they get their hands dirty and must wear overalls or old clothes while they are doing it. They want to start as superintendents, heads of departments or in equally responsible positions for which they are not fitted, from lack of experience and training.

Their hours are comparatively short, the rough work of the store is done by the porters and the cleaners, and they have ample time for luncheon. Nevertheless, they think they are overworked and are having a hard time, and are always ready to throw up their places for anything that promises them a dollar more a week than they are receiving.

I am inclined to believe that the parents are largely to blame for this condition of affairs. If the boy was taught that hard work and close application are necessary to success in life, that any honorable occupation is better than idleness, and that the world owes no man a living unless he earns it, then I am sure that there would not be so many young men who are failures in life as there are at present.

As I said in the beginning, there is need of young men who are willing to work. This is shown by the pages of want advertisements appearing in the daily papers; by the fact that the express companies find it necessary to advertise for help instead of depending upon the waiting lists, which were formerly always full of the names of applicants desiring positions.

It seems to be the ambition of many young men fo live without work, to spend their days at the racetrack and their nights in seeking amusement in the theatre and the music halls; to have someone—a hard-working father or an indulgent mother—keep them supplied with spending money. Such young men cannot succeed in life. They have no ambition, are not prepared for any kind of employment, and when thrown upon their own resources are absolutely helpless.

The absence of the old-fashioned home life has much to do with the loose habits of our youth. The clubs and social organizations take up much of their leisure time which was formerly spent in reading and in the acquisition of knowledge. Frugality and economy are unpractised virtues. The young man who received $10 a week a few years ago would save $3. To-day he spends the $10 and borrows $3 from his parents or friends.

Lack of purpose and hatred of work are responsible for the number of men between 20 and 40 who are working on pitifully small salaries. You would be surprised to see how many men there are, should you advertise, who are willing to work for $7 a week. They have failed at everything they have undertaken, and are now willing to accept anything that is offered.

There is plenty of work for the ambitious young man. The banking houses, the wholesale merchants, the great retail establishments and the manufacturers are on the lookout for bright, capable young men to whom, when they have learned the business, they are willing to pay large salaries; but large salaries can never be earned by those who watch the clock, who avoid all the hard work they can, and who take no interest in tneir occupation.

CONSTANCY.

A truthful and timely statement is made in a recent issue of Printer's Ink. It reads: "Holding on is the winning card in advertising. The bulldog, the most successful fighter of the canine family, catches hold and stays. Results are rarely immediate in any adventure or enterprise. As soon should one expect to reap in the evening a crop from the sowing of the morning as that the advertiser should think that every dollar he puts in publicity will bring results by return mail. Time is a factor in advertising and one which it is well to consider if one would escape disappointment."

How numerous are the adventurers who expect that their advertising should bring immediate returns. Constancy is perhaps more essential in advertising than anything else. He who constantly keeps hammering at his prospective customers in an unobjectionable, and in a manner calculated to leave a favorable impression, wins the trade. It has been proven beyond a doubt that the dealer, whether retailer or wholesaler, who is best and favorably known stands a much better chance than the man who makes no effort to keep his wares before the public. Advertising is not the prime factor in developing business, but it is a mighty powerful one and cannot be ignored. It is the greatest ally the salesman has. It is the greatest ally the retailer has.

One little step won't take you far,
You've got to keep on walking;
One word won't tell just what you are,
You've got to keep on talking;
One inch won't make you very tall,
You've got to keep on growing;
One small ad. won't do it all,
You've got to keep them going.

A good galvanized-iron worker knows the differ... makes of his stock, and uses the one that pays him best.

Apollo.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

YOU NATURALLY EXPECT THAT THE GOODS **YOU** BUY WILL GIVE ENTIRE SATISFACTION TO **THOSE** WHO BUY FROM YOU. WHEN YOU PURCHASE

2 AND 3 PLY READY ROOFING,
BUILDING PAPERS,
SHEATHING AND CARPET FELT,
COAL TAR PRODUCTS,
HANGING AND PRINT PAPER,
BROWN AND MANILLA WRAPPING

from us your expectations will be realized. Our lines are all guaranteed to give entire satisfaction. Quality, the best.

ALEX. McARTHUR & CO., 82 McGill Street, MONTREAL.

PAPER MILLS: JOLIETTE, QUE. FELT FACTORY: HARBOR AND LOGAN STREETS, MONTREAL.

CURRENT MARKET QUOTATIONS.

Aug. 22, 1902.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits— 56 and 28 lb. ingots, 100 lb.	$32 00	$33 00

TINPLATES.

Charcoal Plates Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$6 75
I.X. "	....	8 25
I.X.X. "	....	9 75
Famous, equal to Bradley—		
I.C.	....	6 75
I.X.	...	8 25
I.X.X.	....	9 75
Raven and Vulture Grades—		
I.C., usual sizes	....	5 00
I.X. "	....	6 00
I.X.X. "	....	7 00
I.X.X.X. "	....	8 00
D.C., 12½x17	....	4 50
D.X	....	5 25
D.X.X.	....	6 00

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	4 25
I.C., special sizes, base	....	4 75
20 x 28	....	9 00

Charcoal Plates Terne.

Dean or J.G. Grade		
I.C., 20x28, 112 sheets	....	8 50
I.X., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X.X., 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	....	0 06½

Tinned Sheets.

72x30 up to 24 gauge	....	8 00
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	1 95	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3 in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth & Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "silver" tool steel	0 12	0 14
" "special"	0 15	0 20
Jonas & Colver's tool steel	0 08	0 15
" "air hardening"	0 [illegible]0	0 50
Drill steel, per lb.	0 08	0 10

BOILER TUBES.

		Per foot.
1½, 1¾ and 4 inch	....	0 09
2½ in.	....	0 16
3 in.	....	0 13
3½ in.	....	0 16
4 in.	....	0 31

STEEL BOILER PLATE.

¼ in.	2 50	2 60
3-16 in.	2 60	2 70
⅝ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	....

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

Black pipe—		Per 100 feet.
⅛ inch	....	2 90
¼ "	....	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	...	5 20
1¼ "	...	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	20 00
3 "	....	24 00
3½ "	....	30 00
4 "	....	37 50
4½ "	....	42 00
"	....	47 00
"	....	60 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Discount on pipe up to 2 in. 4 p.c. Larger sizes nett.

Malleable Fittings—Discount 30 p.c.

Cast Iron Fittings—

On all cast iron fitting, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis. All others—discount 60 p.c.

GALVANIZED SHEETS.

	G.C.	Comet.	Bell.	Queen's Head.
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	4 00	4 05
26 "	4 25	4 00	4 15	4 25
28 "	4 50	4 25	4 35	4 50

American brands, $4.40 for 28 gauge.

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.		....	....
" ¼ "		7 85	8 10
" 5-16 "		5 25	5 50
" ⅜ "		4 50	4 75
" 7-16 "		4 25	4 50
" ½ "		4 20	4 50
" 9-16 "		4 05	4 50
" ⅝ "		4 00	4 50
" ¾ "		4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 p.c.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.		Per 100 lb.
English B.S., ton lots	....	14 00
Lake Superior	....	....
Bars.		
Cut lengths, round, ½ to ⅞ in	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet.		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00
Braziers' (in sheets).		
4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21
Boiler and T.K. Pitts.		
Plain tinned, per lb.	....	0 28
Spun per lb.	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 3
Tubing, base, per lb.	0 23½

ZINC SPELTER.

Foreign, per lb.	5 50	6 00
Domestic "	....	....

ZINC SHEET.

5-cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD.

Imported Pig, per 100 lb.	3 50	3 75
Bar, per lb.	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Discount, 60 p.c. on medium and extra heavy, and 55 p.c. on light soil pipe and fittings.

SOLDER.

	Per lb.	Per lb.
Bar half-and-half, guarant'd	....	0 20
Bar, half and-half, commer'l	....	0 19½
Refined	....	0 19
Wiping	....	0 18½

ANTIMONY.

Cookson's, per lb.	....	9 50

WHITE LEAD.

		Per 100 lb.
Pure	4 90	5 00
No. 1	4 52½	4 62½
No. 2	4 15	4 25
No. 3	3 77½	3 87½
No. 4	3 40	3 50
Munro's Select Flake White	......	6 37½
Elephant and Decorators' Pure	......	6 12½
Brandram's B.B. Genuine	......	7 00
" " No. 1	......	6 00
"Monarch" brand	......	6 12½
Decorator's Pure	......	5 87½
Essex Genuine	......	5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt.	$4 75
Genuine, 100 lb. kegs, per cwt.	5 00
No. 1, 560 lb. casks, per cwt.	4 25
No. 1, 100 lb. kegs, per cwt.	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 50
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 25
Second qualities, per gallon	...	1 0
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co's pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Stewart & Wood's Champion pure		1 0
Standard Paint Co.'s "New Era"	...	1 30

COLORS IN OIL.

25 lb. tins, standard Quality.

Venetian red, per lb.	0 04½	0 06
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "	....	0 06
Marine black	....	0 09
Chrome green	....	0 10
French imperial green	....	0 12
Signwriters' black	....	0 16

Burnt umber	...	0 11
" sienna	....	0 11
Raw umber	....	0 11
" sienna	....	0 11

COLORS, DRY.

Common ochre, bbls	1 20	1 30
Yellow ochre (J.F.L.S.), bbls.	....	2 00
Yellow ochre (La Belle)	1 15	1 25
Brussels ochre	...	2 00
Venetian red (best), bbl.	1 75	2 00
English oxides, per cwt.	3 00	3 25
American oxides, bbls.	1 25	2 00
Canadian oxides, bbls.	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb.	....	0 0
" umber, " "	....	1 10
Raw do	. .	0 09
Drop black, pure	....	0 09
Chrome yellows, pure	....	0 18
Chrome greens, pure per lb.	0 09	0 10
Golden ochre	0 04	0 05
Ultramarine blue, in 28-lb. boxes, per lb.	0 06	0 18
Fire proof mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb.	....	0 07
Mortar color, per 100 lb.	1 25	1 50
Pure Indian red, No. 45, lb.	0 08	0 10
Whiting, bbl.	0 55	0 60
English vermilion in 30-lb. bags.		0 95

PARIS GREEN.

		Per lb
Petroleum, casks	0 16½	0 18
Arsenic kegs	0 17	0 19
50 lb. and 100-lb. drums	0 18½	0 19½
25-lb. drums	0 19	0 20
1-lb. packages	0 20	0 20½
½-lb. do	0 22	0 22½

BLUESTONE.

Casks, for spraying, per lb.	0 07
100-lb. lots, do per lb.	0 08

PUTTY.

Bulk in bbls.	1 90
Bulk in less quantity	2 05
Bladders in bbls.	2 25
Bladders in kegs, boxes or loose	2 40
Bladders in 25-lb. tins	2 35
Bladders in 12½ lb. tins	2 65
Bladders in bulk or tins less than 100 lb	2 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak	. . .	1 50
Furniture, extra	....	1 25
" No. 1	....	1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine, brown japan	1 25	1 30
" black japan	0 85	1 50
" " No. 1	0 50	0 75
Elastilite varnish, 1 gal. can, each,		2 00
Granitine floor finish, per gal.		2 75

Maple Leaf coach enamels: Size 1, $1.20; size 2, 70c.; size 3, 40c. each.

Sherwin-Williams' copal varnish, assorted case, from ½-pts. to 1 gal. $[illegible].50.

CASTOR OIL.

East India, in cases, per lb.	0 09½	0 10
" small lots	0 10	0 10

COD OIL, ETC.

Cod oil, per gal.	0 50	0 55
Pure olive	....	1 20
" neatsfoot	....	0 90

GLUE.

Common	0 08	0 09
French medal	0 10	0 14
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16

STEEL, PEECH & TOZER, Limited

Phœnix Special Steel Works. The Ickles, near Sheffield, England.

Manufacturers of

Axles and Forgings of all descriptions, Billets and Spring Steel, Tyre, Sleigh Shoe and Machinery Steel.

Sole Agents for Canada.

JAMES HUTTON & CO., - MONTREAL

HARDWARE.

Ammunition.

Cartridges.

B. B Caps Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 40 p. c., Amer
Rim Fire Cartridges, Dom., 5 (and 5 p. c
Central Fire Pistol and Rifle 10 p.c. Amer.
Central Fire Cartridges, pistol sizes Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.
Central Fire, Military and Sporting, Amer. add 5 p.c. to list. B.B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p.c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads	per lb
Best thick white felt wadding, in ¾-lb bags	1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads in boxes of 1,000 each, 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Adzes.

Discount, 20 per cent.

Anvils.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, " " "	0 11¼

Augers.

Gilmour's discount 65 and 5 p.c. off list.

Axes.

Chopping Axes		
Single bit, per doz	5 50	10 00
Double bit, "	11 00	18 00
Bench Axes, 40 p.c.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 00	10 00

Axle Grease.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

Bath Tubs.

Zinc	6 00

Copper, discount 15 p.c. off revised ist

Baths.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
" " " 2nd "	20 00

Anti-Friction Metal.

Tandem" A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Magnolia Anti-Friction Metal, per lb		0 25
Frictionless metal, per lb		0 23

SYRACUSE SMELTING WORKS.

Aluminum, genuine	0 41
Dynamo	0 27
Special	0 22
Aluminum, 99 p.c. pure "Syracuse"	0 45

Bells.

Hand

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro', discount 45 per cent

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 40 per cent.

Belting.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 p.c.

Bits.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen. net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind and Bed Staples.

All sizes, per lb	0 07¾	0 12

Bolts and Nuts.

	Per cent.
Carriage Bolts, common ($1 list)	55
" " full square ($2.40 list)	55
" " Norway iron ($3 list)	50
Machine Bolts, all sizes	50 and 5
Plough Bolts	50 and 5
Blank Bolts	50 and 5
Bolt Ends	50 and 5
Sleigh Shoe Bolts	65 and 5
Coach Screws, cone point	66⅔

Nuts, square, all sizes, 3½c. per lb off.
Nuts, hexagon, all sizes, 3¾c. per lb. off.
Stove rods, per lb. 5½ to 6c.
Nuts, in 50 lb. lots ¼c. per lb extra, in less than 50 lb. lots, ½c extra.

Boot Calks.

Small and medium, ball, per M	4 25
Small heel, per M	4 50

Bright Wire Goods.

Discount 62½ per cent

Broilers.

Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

German, per doz	6 00	11 00
American, per doz	12 00	20 00

Butcher Knives.

Bailey's, per doz.	0 60	6 30

Building Paper, Etc.

Tarred felt, per 100 lb	1 70
Ready roofing, 2-ply, not under 45 lb. per rol	85
Ready roofing, 3-ply, not under 65 lb. per roll	1 10
Carpet felt, per ton	45 00
Dry sheathing, per roll, 400 sq ft	35
Tar sheathing, " " "	45
Dry fibre " " "	50
Tarred fibre, " " "	60
O.K. & I.X.L., " " "	65
Resin-sized, " " "	40
Oiled sheathing, " 600 "	1 10
" " " 400 "	70
Roof coating, in barrels, per gal	17
" " small packages	25
Refined tar, per barrel	4 50
Coal tar, "	4 00
Coal tar, less than barrels, per gal	15
Roofing pitch, per 100 lb	85

Bull Rings.

Copper, $2.00 for 2½ in. and $1.90 for 2 in.

Butts.

Wrought Brass net revised list.

Cast Iron.

Loose Pin, dis., 60 per cent.

Wrought Steel

Fast Joint, dis. 65, 10 and 2½ per cent.
Loose Pin, dis. 65, 10 and 2½ per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Carpet Stretchers

American, per doz	1 00	1 50
Bullard's, per doz	....	6 50

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian Portland	2 25	3 00
English "	3 00	3 15
Belgian "	2 50	2 75
Canadian hydraulic	1 25	1 50
Arrow	....	2 25
Buffalo	....	2 00

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. S. & W. Extra 60, 10 and 5 p.c.

Churns.

Revolving Churns, metal frames—No. 0, $8—No. 1, $8.50—No. 2, $9.00—No. 3, $10.00—No. 4, $12.00—No. 5, $16.00 each. Ditto, wood frames—20c. each less than above. Discounts: Delivered from factories, 53 p.c.; from stock in Montreal, 51 p.c. Terms, 4 months or 3 p.c. cash in 30 days.
Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2 65. Metal frames 25c. extra. Discount 15 p.c., net 30 days.

Clips.

Axle dis. 65 per cent.

Closets.

	Net.
Plain York or Ontario Syphon Jet.	$9 60
Emb. York or Ontario Syphon Jet.	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. Elgin or Teu. Syphon Washout	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
" " " " emb.	10 20
Plain Richelieu	3 75
Emb. Richelieu	4 00
Connections	1 25
Low Down Ont. Sy. Jet, plain	11 70
" " " " " emb'd.	12 30
Closet connection	1 25
Basins P.O., 14 in	0 70
" oval 17 x 14 in	1 50
" " 19 x 15 in	2 25

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Conductor Pipe.

Plain or Corrugated.

2-inch, per 100 feet	3 00
3 " " "	4 00
4 " " "	5 25
5 " " "	6 75
6 " " "	9 00

Cradles, Grain.

Canadian, dis. 25 to 33⅓ per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair	17½
" " 5, "	22½
" 6, "	15
Boynto pattern "	20

Door Springs.

Torrey's Rod, per doz (15 p.c.		2 00
Coil, per doz	0 88	1 60
English, per doz.	2 00	4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.

Hand and Breast

Millar's Falls, per doz. net list.

DRILL BITS.

Morse, dis., 37½ to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.

EAVE TROUGH.

10-inch, per 100 ft	$3 10

ELBOWS. (Stovepipe.)

	per doz.
5 and 6-inch, common	1 20
7-inch	1 35

Polished, 15c. per doz. extra.

ESCUTCHEONS.

Discount, 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70	and	10	per cent
Arcade	70	"	10	"
Kearney & Foot	70	"	10	"
Disston's	70	"	10	"
American	70	"	10	"
J. Barton Smith	70	"	10	"
McClellan	70	"	10	"
Eagle	70	"	10	"
Nicholson, 60 and 10 to 60, 10 and 5				"
Royal	80			"
Globe	70	to	75	"

Black Diamond, 60 and 10 to 60, 10 and 5 p.c.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS—Window—Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 20	4 25	....	6 25
26 to 40	2 40	4 65	....	6 75
41 to 50	....	5 10	....	7 50
51 to 60	....	5 35	....	8 50
61 to 70	....	5 75	....	9 75
71 to 80	....	6 25	....	11 00
81 to 85	....	7 00	....	12 55
86 to 90	....	7 75	..	15 00
91 to 95	..	....	...	17 50
96 to 100	.. .	....	. ..	20 50

GAUGES

Marking, Mortise, Etc.

Stanley's dis. 50 to 55 per cent.

Wire Gauges.

Winn's Nos. 26 to 33, each	1 65	2 40

HALTERS.

Rope, ⅜ per gross	....	....
" ½ "	....	9 00
" ⅝ to ¾	....	14 00
Leather, 1 in., per doz	3 87½	4 00
" 1¼ in., "	5 15	5 20
Web, — per doz	1 87	2 45

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent Can. dis. 25 to 27½ per cent.

Tack.

Magnetic per doz	1 10	1 20

Sledge.

Canadian per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz. net	1 50	3 00
Store door, per doz	1 00	1 50

Fork.

C. & B., dis. 40 per cent. rev list.

Hoe.

C. & B., dis. 40 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair 13½

HANGERS. doz. pairs.

Steel barn door	5 85	6 00
Stearns, 4 inch	....	5 00
" 5 inch	....	6 50
Lane's covered—		
No. 11, 5-ft. run	....	8 40
No. 11½, 10-ft. run	....	10 80
No. 12, 10-ft. run	....	12 60
No. 14, 15-ft. run	....	21 00
Lane's O.N.T. track, per foot.	....	4½

HARVEST TOOLS

Discount, 60 per cent.

HATCHETS

Canadian, dis 40 to 42½ per cent.

Quality First Our Motto

Years ago, when Times were hard and Competition harder, we tried to meet the situation by reducing the quality of some of the goods we manufacture. Needless to say the experiment proved unsatisfactory, and we have since followed the policy of steadily improving the quality of our Building Papers and Roofing Felts. The increase in our business indicates that our customers are willing to pay reasonable prices for **FIRST-CLASS MATERIAL.**

The Paterson Mfg. Co., Limited

Toronto and Montreal.

HINGES.

Blind, Parker's, dis. 16⅔ per cent.

Heavy T and strap, 4-in., per lb....	0 06½
" " 5-in., "	0 06¼
" 6-in., "	0 06
" 8-in., "	0 05¾
" 10-in., "	0 05½

Light T and strap, dis. 65 and 5 per cent.

Screw hook and hinge—

6 to 10 in., per 100 lbs....	....	4 50
12 in. up, per 100 lbs.....	....	3 25
		Per gro. pairs
Spring....................	....	9 00

HOES.

Garden, Mortar, etc., dis. 60 p.c.

Planter, per doz.............. 4 00 4 50

HOLLOW WARE

Discount,................ 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird Cage, per doz..........	0 50	1 10
Clothes Line, per doz........	0 27	0 63
Harness, per doz............	0 72	0 88
Hat and Coat, per gross......	1 00	3 00
Chandelier, per doz..........	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 47½ per cent.

Wire.

Hat and Coat, discount 45 per cent.

Belt, per 1,000 60

Screw, bright, dis. 55 per cent.

HORSE NAILS.

"C" brand 40, 10 and 7½ p.c. off list } Oval-
"M" brand 50, 10 and 5 per cent. } head

Countersunk, 66⅔ and 5 per cent.

HORSESHOES.

	F.O.B. Montreal No. 2 and larger.	No. 1. and smaller.
Iron Shoes.		
Light, medium and heavy...	3 35	3 60
Snow shoes................	3 60	3 85
Steel Shoes.		
Light......................	3 45	3 70
Featherweight (all sizes).....	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.

Toe weight steel shoes...... 6 70

JAPANNED WARE.

Discount, 45 and 5 p.c. off list, June 1899.

ICE PICKS.

Star per doz................ 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb.............. 0 30 0 50

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis., 45 p.c.

Cabinet, trunk, and padlock, Am. per gross 60

KNOBS.

Door, japanned and N.P., per doz..........	1 50	2 50
Bronze, Berlin, per doz......	2 75	3 25
Bronze Genuine, per doz.....	6 00	9 00
Shutter, porcelain, F. & L screw, per gross	1 30	4 00
White door knobs—per doz.	95	1 00

HAY KNIVES.

Discount, 60 per cent.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz..............	7 00
No. 3 "Wright's".................	8 50
Ordinary, with O burner..........	4 00
Dashboard, cold blast............	9 00
No. 0............................	5 75

Japanning, 50c. per doz. extra

LEMON SQUEEZERS.

Porcelain lined, ...per doz.	2 20	5 60
Galvanized	1 87	3 85
King, wood.................	2 75	2 90
King, glass................	4 00	4 50
All glass..................	0 50	0 90

LINES.

Fish per gross..............	1 05	2 50
Chalk "	1 90	7 40

LOCKS

Canadian, dis 40 p.c.

Russel & Erwin, per doz.... 3 00 3 25

Cabinet.

Eagle dis. 30 p.c.

Padlocks

English and Am. per doz....	50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.

Flat head discount 25 p.c.

Round Head discount 20 p.c.

MALLETS.

Tinsmiths' per doz..........	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz..	3 85	5 00
Caulking each..............	60	2 00

MATTOCKS.

Canadian, per doz........... 5 50 6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.

German, 15 per cent.

Gem, each, $1.15.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Quotations are ;	Cut.	Wire.
2 d and 3d	$3 45	$3 55
3 d	3 10	3 22
4 and 5d..................	2 85	3 05
6 and 7d..................	2 75	2 90
8 and 9d..................	2 60	2 70
10 and 12d................	2 55	2 65
16 and 20d................	2 50	2 60
30, 40, 50 and 60d. (base)......	2 45	2 55

Wire nails in carlots are $2.50

Galvanizing 2c. per lb. net extra.

Steel Cut Nails 10c. extra.

Miscellaneous wire nails, dis. 75 p.c.

Coopers' nails, dis. 30 per cent.

Flour barrel nails, dis. 25 per cent.

NAIL PULLERS.

German and American....... 1 85 3 50

NAIL SETS.

Square, round, and octagon per gross..............	3 38	4 00
Diamond..................	12 00	15 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 50 and 5 to 50 and 10 p.c.

2-in. Mesh, 18 w.g. and heavier, 50 p.c.

OAKUM.

	Per 100 lb
Navy	6 00
U.S. Navy....................	7 25

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal. per doz.............. .... 10 00

Zinc and tin, dis. 50, 50 and 10

Copper, per doz............	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

GALVANIZED PAILS.

Dufferin pattern pails, dis. 45 p.c.

Flaring pattern, discount 45 per cent.

Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.

10-qt. flaring sap buckets, dis. 40 p.c.

6, 10 and 14-qt. flaring pails, dis. 40 p.c.

Creamer cans, dis. 40 p.c.

PICKS.

Per doz.................... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross...	1 35	1 50
Brass head "	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 p c.

PINE TAR.

½ pint in tins, per gross.	7 80
1 " " "	9 60

PLANES.

Wood bench, Canadian dis. 40 per cent. American dis. 50.

Wood, fancy Canadian or American 7½ to 40 per cent.

PLANE IRONS.

English per doz........... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37½ 40 p.c.

Button's Imitation, per doz..	5 00	9 00
German, per doz............	0 60	2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 p.c.

"J.M.T." Cushion work, dis. 50 p.c.

Fuller work, dis. 65 p.c.

6 doz. lots and ver of the above extra dis. 10 p c.

Lever Handle Stops and Waste, discount 60 p c. With, in lots of 2 doz. and over, an extra dis. of 10 p.c.

"J.M.T." Globe, Angle and Check Valves, dis. 55 p.c.

Standard Globe, Angle and Check Valves, dis. 65 p.c.

"J.M T." Radiator Valves, dis. 55 p c.

Standard " " dis., 65 p.c.

Patent Quick Opening Valves, dis. 70 p.c.

No. 1 compression bath cock, net ..	2 00
No. 4 " " "	2 00
No. 7, Fuller's	2 20
No. 4½, "	2 35
Patent Compression Cushion, basin cock, hot and cold, per doz	15 00
Patent Compression Cushion, bath cock. No. 2208	2 25

Square head brass cocks, 60 p.c.

" " iron " 60 p.c.

Competition Globe, Angle and Check Valves discount, 70 p. c.

Competition Quick Opening Radiator Valves, discount, 70 p.c.

PRESSED SPIKES.

Discount 22½ per cent.

PULLEYS.

Hothouse, per doz...........	0 55	00
Axle........................	0 22	0 33
Screw.......................	0 27	1 00
Awning......................	0 35	2 50

PUMPS.

Canadian cistern............	1 80	3 60
Canadian pitcher spout.....	1 40	2 10

PUNCHES.

Saddlers', per doz...........	1 00	1 85
Conductors's "	9 00	15 00
Tinners', solid per set........	0 00	0 72
" hollow per inch.....	0 00	1 00

RANGE BOILERS.

	Net.
Dominion, 30 gal.	5 75
Dominion, 35 "	6 75
" 40 "	7 75
Ronald's Galvanized, 30 gallons	6 50
" " 35 "	7 50
" " 40 "	8 50
Copper, 30 gallons..................	20 00
" 35 "	23 20
" 40 "	26 40

RAKES.

Wood, per doz. net 110

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler & Co.'s..........	4 00	18 00
Boker's......................	7 50	11 00
" King Cutter........	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's............	7 00	12 00
Bailey's	6 00	12 00
Carbo Magnetic Razor	....	15 00
Griffon Barbers' Favorite	....	10 75
Griffon No. 65..............	....	13 00
Griffon Safety Razors........	....	13 50
" Stropping Machines.	....	13 50
Klean Kutter..............	......	10 00

All other razors 50 p.c. off catalogue price.

REGISTERS.

Discount .... 40 per cent

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.

Iron Burrs, discount 55 per cent.

Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.

Extras on Iron Rivets in ½-lb. cartons, 1c. per lb.

Copper Rivets with usual proportion burrs 45 p. c. dis. cartons, 1c. per lb. extra, net.

Copper Burrs only, 30 and 10 p.c.

Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE, ETC.

Sisal	12½
Pure Manilla....................	15
"British" Manilla	13
Cotton, 3-16 inch and larger........	16
" 5-32 inch.................	21
" ⅛ inch	22
Russia Deep Sea.................	15
Jute	8
Lath Yarn	11

Sisal bed cord, 48 ft..... per doz.	65
" " 60 f ...... "	80
" " 72 ft. ..... "	95

RULES.

Boxwood, dis. 55 and 10 p.c.

Ivory, dis. 37½ to 40 p.c.

SAD IRONS. per set.

Mrs. Potts, No. 55, polished.	70
" No. 50, nickle-plated.	75

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ pe cent.

B & A. sand, 40 and 5 per cent.

Emery, 40 per cent.

Garnet (Rurton's), 5 to 10 p.c. advance on list

SAP SPOUTS.

Bronzed iron with hooks, per doz. 9 50

SAWS.

Hand Disston's, dis. 12½ p.c.

S. & D., 40 per cent.

Crosscut, Disston's, per ft.. 0 35 0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3

Hack, complete, each	0 75	2 75
" frame only	....	0 75

SASH WEIGHTS.

Sectional, per 100 lbs.......	2 25	2 50
Solid, "	1 75	2 00

SASH CORD.

Per lb...................... 0 23 0

SAW SETS.

Lincoln and Whiting, per doz.	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25
X-cut Sets, No. 3 Woodyatt (Morrill)	9 50

SCALES.

Burrow, Stewart & Milne—
Imperial Standard, 40 per cent.
Weigh Beams, 35 per cent.
Champion Scales, 55 per cen

Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.

Warren's new Standard 40 p c.
" " Champion 55 p.c.
" Weighbeams, 35 per cent.

SCREW DRIVERS.

Sargent's per doz.......... 0 65 1 00

SCREWS.

Wood, F.H., bright and steel, 87½ and 10 p.c

Wood R. H., " dis. 82½ and 10 p.c.

" F. H., brass dis. 80 and 10 p.c.

Wood, R. H., " dis. 75 and 10 p.c.

" F.H., bronze, dis. 75 p.c.

" R.H. " 70 p.c.

Drive Screws, 87½ and 10 per cent.

Bench, wood, per doz.	3 25	4 00
" iron, "	4 25	5 00

Set, Case hardened, 60 per cent.

Square Cap, 50 and 5 per cent.

Hexagon Cap, 45 per cent.

SCYTHES.

Per doz., net....... .... 5 00 8 00

SCYTHE SNATHS.

Canadian, dis. 45 p.c.

SHEARS.

Bailey Cutlery Co., full nickeled, dis. 60 and 2½ p.c.

Bailey Cutlery Japan handles, 67½ p.c.

Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.

SINKS.

Steel and galvanized, discount 45 per cent

SNAPS.

Harness, German, dis. 25 p.c.

Lock, Andrews'............ 4 50 11 50

SOLDERING IRONS.

1, 1½ lb., per lb..................	0 37
2 lb. or over, per lb...............	0 34

SQUARES.

Iron, No. 493, per doz......	2 40	2 55
" Mo. 494, "	3 25	3 40

Steel, dis. 60, 10 and 5 p.c.

Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.

Plain, dis., 75 and 12½ p.c. off revised list.

Retinned, dis., 75 p.c. off revised list.

STAPLES.

Galvanized..................	3 25	3 50
Plain.......................	2 90	3 15

Coopers', discount 45 per cent.

Poultry netting staples, 40 per cent.

WINDOW GLASS —TO IMPORT.

Prompt Deliveries

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BEST GLASS of all kinds, our own manufacture. **Closest Prices.**

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Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

STOCKS AND DIES.

American dis. 25 p.c.

STONE.	Per lb.	
Washita	0 28	0 60
Hindostan	0 06	0 07
" slip,	0 09	0 09
Labrador	....	0 13
" Axe	....	0 15
Turkey	....	0 50
Arkansas	0 00	1 50
Water-of-Ayr	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. 2 in. 40 to 200 lb. per ton	....	25 00
" under 40 lb. "	....	28 00
Grind. under 2 in. thick "	....	29 00

STOVE PIPES.

5 and 6 inch Per 100 lengths	....	7 00
7 inch " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4—3 dozen in case, net cash	$4 80
No. 6—3 dozen in case, "	8 40

TACKS, BRADS, ETC.

Cheese-box tacks, blued ..... 80 & 12½
Trunk tacks, black and tinned 85
Carpet tacks, blued ..... 80 & 15
" " tinned ..... 80 & 20
" " (in kegs) 40
Cut tacks, blued, in dozens only .. 80
" ¼ weights 60
Swedes cut tacks, blued and tinned—
In bulk ..... 80 & 10
In dozens 75
Swedes, upholsterers', bulk .... 85, 12½ & 12½
" brush, blued & tinned, bulk .. 70
" gimp, blued, tinned and japanned ..... 75 & 12½
Zinc tacks 35
Leather carpet tacks 55
Copper tacks 50
Copper nails 5½
Trunk nails, black ..... 65 and 5
Trunk nails, tinned ..... 65 and 10
Clout nails, blued ..... 65 and 5
Chair nails 35
Patent brads 40
Fine finishing 40
Lining tacks, in papers 10
Lining tacks, in bulk 15
" " solid heads, in bulk 75
Saddle nails in papers 10
" " in bulk 15
Tufting buttons, 22 line, in dozens only 60
Tin capped trunk nails 25
Zinc glazier's points 5
Double pointed tacks, papers ..... 90 and 10
" " " bulk 40
Shoe nails 60
Clinch and duck rivets 45

TAPE LINES.

English, ass skin, per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel, each	0 80	8 00

TINNERS' SNIPS.

Bailey's, dis. 25 p.c.

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.

Disston's discount 10 per cent.

German, per doz	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian, per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 19
" 4-ply	....	0 23
Mattress, per lb.	0 33	0 45
Staging, "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12¾
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

WIRE.

SMOOTH STEEL WIRE.

No. 0-9 gauge		$2 60
10 "		6c. extra.
11 "		12c. "
12 "		20c. "
13 "		30c. "
14 "		40c. "
15 "		55c. "
16 "		70c. "

Add 60c. for coppering and $2 for tinning

Extras net per 100 lb. — Oiled wire 10c. spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c. charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, dis. 22½ per cent List of extras : In 100-lb. lots : No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, 7.65—No. 24, $8—No. 25, $9—No. 26 $9.50—No. 27, $10—No. 28, $11 No. 29. $12—No. 30, $13—No. 31, $14—No. 32 $15, No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31 $4—Nos. 32-34, $6. Coppered, 5c.—oiled, ing, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles. 25c.—in 1-lb. hanks, 50c.—in ½-lb. hanks, 75c.—in ¼-lb. hanks, $1—packed in casks or cases, 15c.—bagging or papering, 10c

Brass wire, 50 to 50 and 2½ per cent. off the list.
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.
Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, $3.50 to $3 85—No. 9, $3.85 to $3.15—No. 10, $3.60 to $3.95—No. 11, $3.70 to $4.10—No. 12, $3 to $3 30—No. 13, $3.10 to $3.40—No. 14, $4.10 to $4.50—No. 15, $4.60 to $5.05—No. 16. $4.85 to $5.35. Base sizes, Nos. 6 to 9 $2.52½ f.o.b. Cleveland.
Clothes Line Wire, regular 7 strand No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18. $2 70, No. 19, $2.35; No 20, $2.30, f.o.b. Hamilton, Toronto Montreal

WIRE FENCING

Galvanized barb	....	3 00
Galvanized, plain twist	....	3 00

Galvanized barb, f.o.b. Cleveland, $2.77½ in less than carlots, and $2.65 in carlots.

WIRE CLOTH

Painted Screen, per 100 sq. ft., net. 1 37½
Terms, 3 per cent. off 30 days.

WASTE COTTON.

	per lb.
Colored	6
White	8

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 60 p.c.
Coe's Genuine, dis. 20 to 25 p.c

Towers' Engineer, each	2 00	7 00
" S., per doz	5 80	6 00
G. & K.'s Pipe, per doz	....	3 40
Burrell's Pipe, each	....	3 00
Pocket, per doz	0 25	2 90

WRINGERS.

Leader per doz.	$30 00	33 00
Royal Canadian "	....	24 00
Royal American, "	....	24 00
Sampson "	....	24 00

Terms 4 months, or 3 p.c. 30 days

WROUGHT IRON WASHERS.

Canadian make, discount, 40 per cent.

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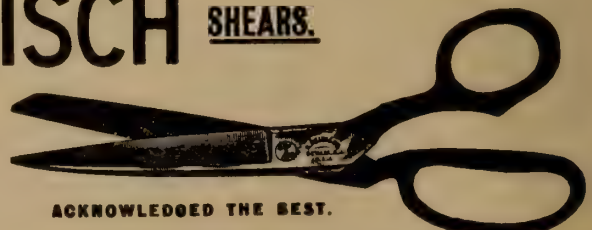
Tinners' Snips, etc.



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BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon.

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Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—"Machinery," Newport. Emlyn Engineering Works, NEWPORT, MON., ENGLAND.

ONTARIO SILVER CO.,

Limited,

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Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.** . . .

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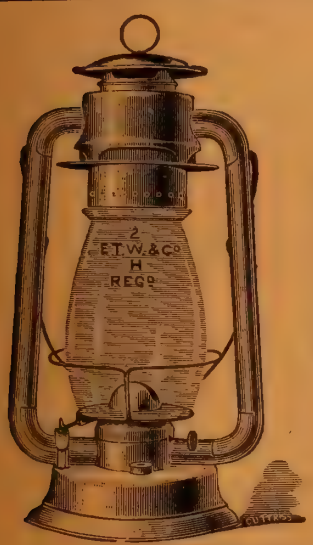

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COLD BLAST LANTERN

in the world, get **WRIGHT'S.**

GET THE ORIGINAL.

We lead, others imitate.

E. T. WRIGHT & CO.

Manufacturers, HAMILTON, ONT.

MADE IN CANADA—Hamburg Ground Razors

Every One Fully Warranted.

Made in all Standard Styles, Private Shapes and Brands, for all pockets.

Try a few dozens and you will always buy Razors made by

Also makers of **Shears, Scissors, Butchers' Knives and other Cutlery.**

BAILEY CUTLERY CO.

BRANTFORD, CANADA. Limited

CHAS. F. CLARK, President. **JARED CHITTENDEN, Treasurer.**

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MONTREAL, QUE. TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

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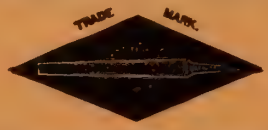

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The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XIV. MONTREAL AND TORONTO, AUGUST 30, 1902 NO. 35.

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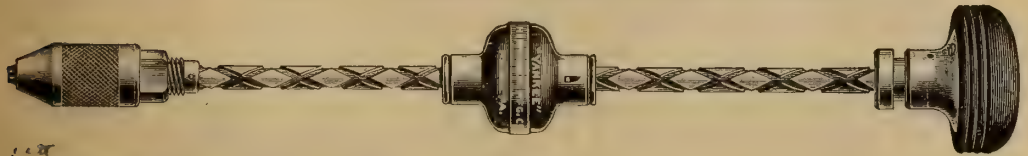

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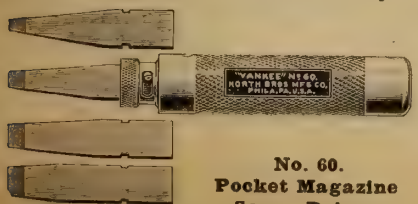

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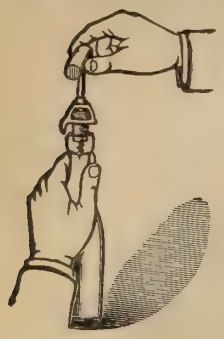

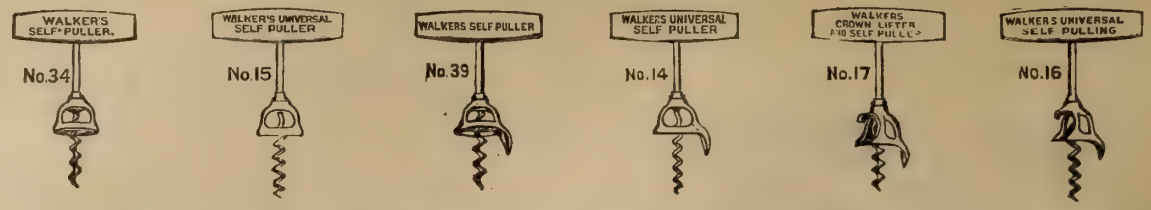

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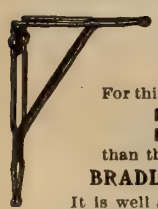

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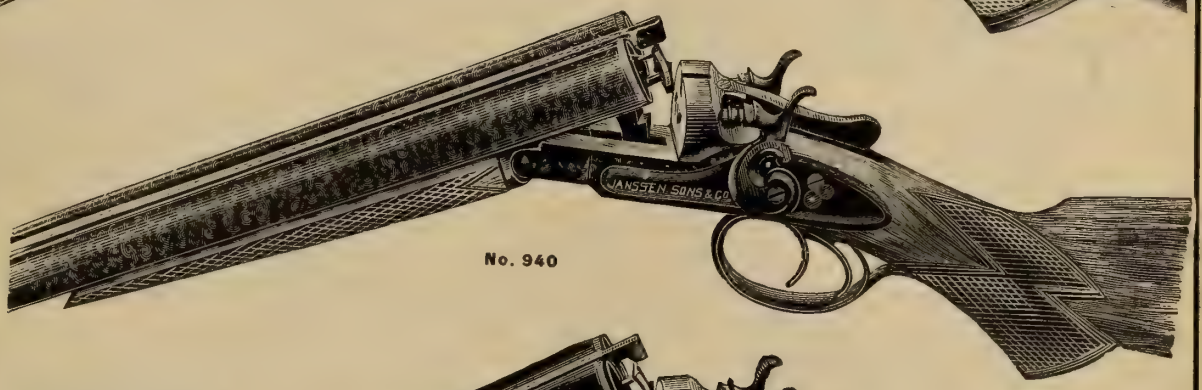

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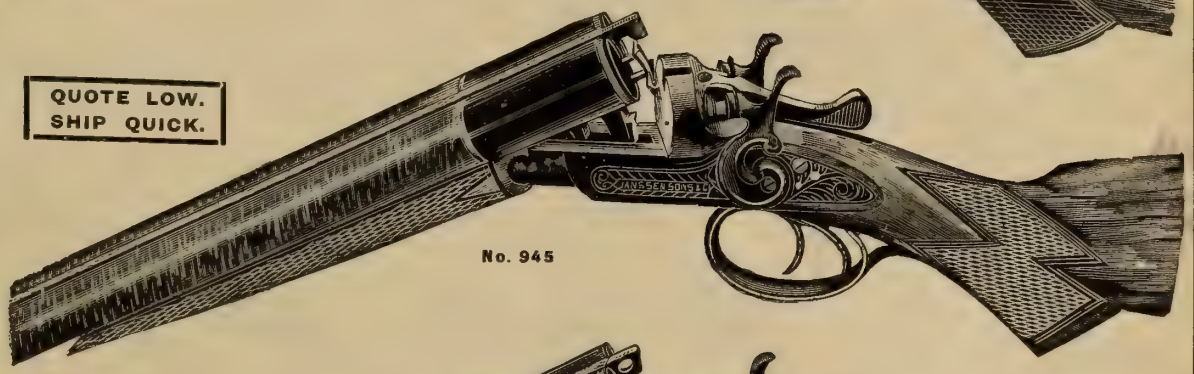

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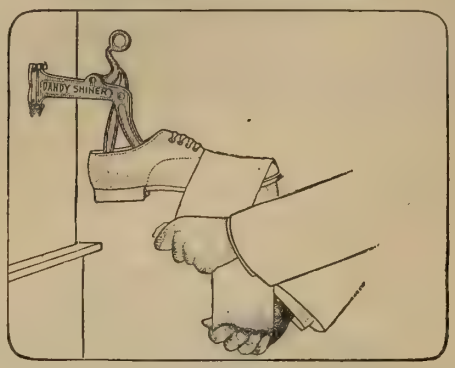

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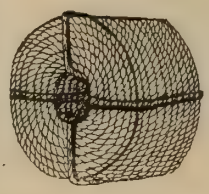

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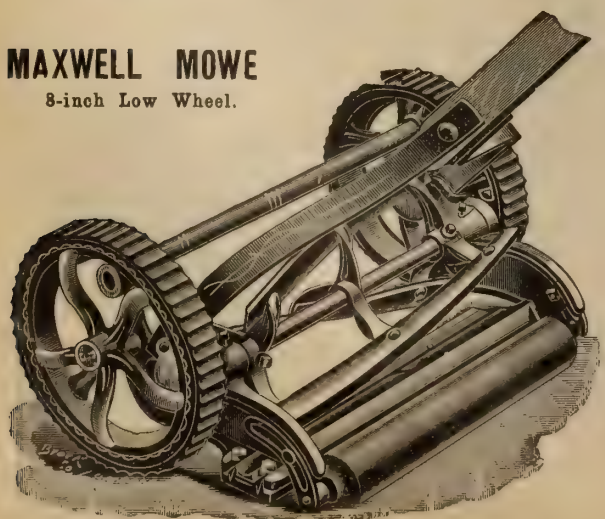

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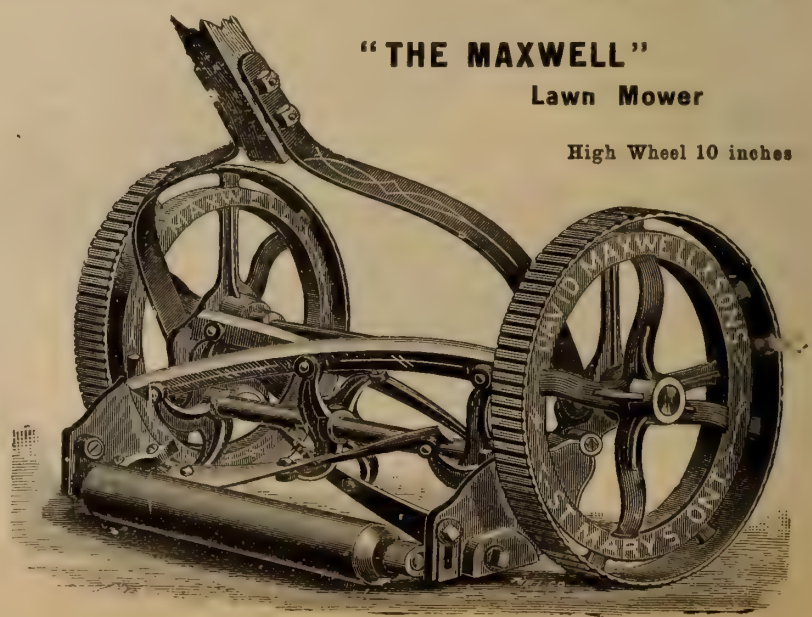

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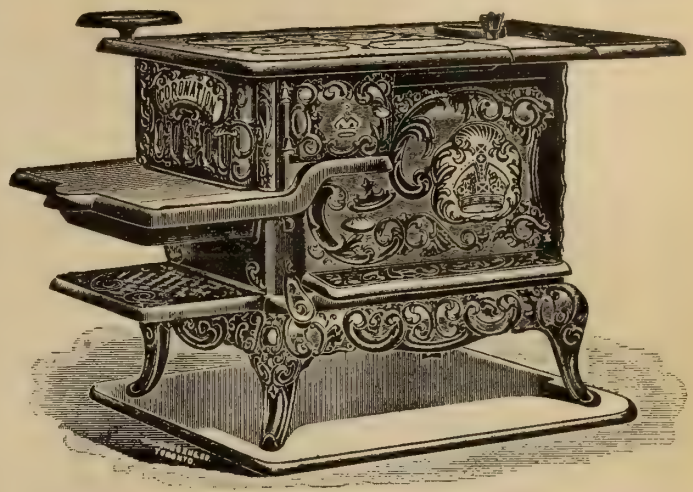

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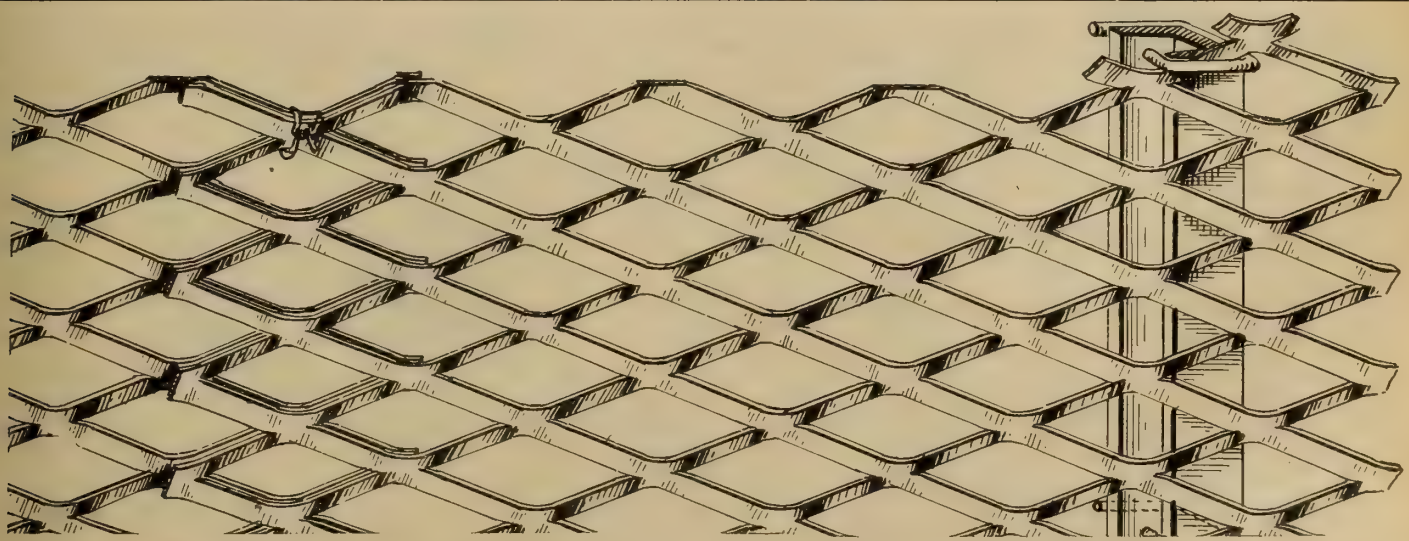

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Neatly and smoothly finished.
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Rounded at sides and corners.
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Pressed out of sheets of Cold Wrought Steel, they are unbreakable.
Easier to handle and cost less for freight than the Heavy Cumbersome Cast Iron Sinks.

Provided with strainers and connections with brass bolts that cannot rust out.

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HARDWARE AND METAL

VOL. XIV. MONTREAL AND TORONTO, AUGUST 30, 1902. NO. 35.

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GERMAN STEEL IN CANADA.

THE steamship line organized recently for the freight trade between Montreal and Rotterdam has been a success since its inception, having five steamers now plying between those two ports. The object of the service was primarily to do a carrying trade in steel between Europe and America; and with the unusual quantity of steel billets imported into Canada and the United States this year, on account of the difficulty in obtaining anything like immediate deliveries from furnaces on this side of the water, the time was indeed opportune for the establishment of such a service.

The importation of German steel, both in the form of billets and in such manufactured articles as rails, tires, axles, structural steel, etc., has grown very rapidly of late, and is at present of large proportions.

The agent for the Rotterdam-Montreal Steamship Line, Mr. Gerald Lomer, states that there is apparently no limit to the quantity of steel that can be consumed by Canada and the United States, and that consignments of German steel have been constantly increasing. Last year hundreds of thousands of tons of this steel were imported, and more recently, among the large orders filled from Germany and shipped by these steamers, was one for 25,000 tons for the Canadian Pacific Railway and 2,200 tons for the Mackenzie-Mann railroad in Cape Breton. There is no difficulty whatever in disposing of all the steel that can be imported here, says Mr. Lomer. The difficulty lies in finding a German mill with which to place orders, which has not already booked all the orders it can attend to for a long time ahead, as the German mills, though working to their full capacity, are not able to cope with the demand.

A great part of the steel imported via the Rotterdam-Montreal Line is consigned to the latter city for distribution to New York, Philadelphia, Boston and other United States cities. Thus the Canadian metropolis is becoming not only a great importing centre, but an important point of distribution for steel for North America as well. Besides the increasing quantity of German steel, there is, of course, a great deal from the British Isles also handled in Montreal. The ships of the Rotterdam Montreal Line rely almost entirely upon German steel for their cargoes on their return trips to Montreal.

BRITISH COLUMBIAN IRON.

AT the last monthly meeting of the Victoria, B.C., Board of Trade, a report was brought in by the mining committee dealing with the subject of the proposed duty on iron ore exported from the Province. The production of iron ore is at present but small. For the year ending December 31, 1901, the statistics show that only 5,746 tons were shipped, which was chiefly used for experimental purposes. A royalty placed on such a small amount of ore would not reach very large figures, and it is questionable whether the imposition might not do more harm than good. This appeared to be the opinion of the mining committee, which considered that if any duty were contemplated it should not exceed 5c. per ton.

It was pointed out that the work at present being done was of a nature entirely beneficial to the Province. The Americans who were engaged in the mining operations were virtually spending money in finding out the resources of the Province, and, should they find that the deposits of iron ore were valuable, that would be so much information gleaned by the Province at but slight expense.

Meanwhile, nothing can be made of the British Columbian iron mines until mining and smelting facilities equal to those of the east are installed. This would entail an expenditure of $5,000,000, for which the West is not yet prepared. In face of this the mining committee believe that everything possible should be done to discover the resources of the Province, and that the Government should take a deeper interest in the iron deposits.

BRITISH TRADE LOSSES.

SOME time ago the British Board of Trade authorized Sir Alfred Bateman to draw up a memorandum on trade for the past 30 years, in which not only would the conditions and needs of British trade be treated of, but a comparison with the trade of other countries be made. The result of Sir Alfred's researches has just been published in a blue book, and it depicts no very glowing picture of British commerce. Per head of population Great Britain's trade has shown a steady diminution during the 30 years, whereas her more serious competitors have all shown increases. This does not mean that the bulk of British trade has diminished, for exports alone have been augmented by 6.4 per cent., and imports still more largely, but, taken in comparison with the increased population, these amounts are not appreciable.

If beside this 6.4 per cent. increase is placed the German increase in exports of 23.1 per cent. and the still greater United States increase of 42.8 per cent., it will be evident to the merest child that Great Britain is being surely and certainly overhauled in the race for commercial supremacy. Both Germany and the United States are now devoting those energies to the promotion of foreign trade which Britain began to use years ago, and through sheer force of numbers they will inevitably equal and then surpass her. A greater degree of efficiency and improved methods of commercial and technical education may for a time give British commerce a forward impetus sufficient to counteract this result, but in the long run numbers will tell.

Fortunately Great Britain has been sinking capital in her greatest commercial venture of all—the Empire—and to-day this investment is beginning to pay dividends. The colonies, which for many years received population and capital without much return, are now to be reckoned with in many instances as commercial nations. Counting in the colonies with Great Britain there need be no fear that either population or territory will be surpassed, or, for that matter, commerce either.

At present, outside of European countries and British North America, Great Britain carries on the greater proportion of the world's trade. According to Sir Alfred Bateman, this supremacy is being threatened at several points, principally in South America and the Orient, where the United States is making rapid headway, but he believes that with the paying of more attention to the needful education of artisans and business men in England, Britain will be enabled to recover much lost ground.

AN INSULTER OF BUSINESS MEN.

JUDGE MEAGHER, of Sydney, N.S., did not add to the dignity of himself or of the judiciary when he insulted the members of the Maritime Board of Trade who had assembled at the Court House steps by calling them blackguards.

If members of the judiciary want to be considered not as other men they must act differently from other men. When they become insulting to respectable and honored citizens they must expect to be treated as any other man would be who forgot that he was a gentleman among gentlemen.

The men who had assembled at the steps of the Court House were representative of the best class of business men in the Maritime Provinces, and were there not as trespassers, but as the guests of the municipal authorities. If anyone should have treated them with courtesy it should have been a judge, whom we have been taught to look upon as the embodiment of all that is courteous and dignified.

When our idols are shattered it is only natural that we should lose faith in them, and desire to reprimand them when they offend. Judge Meagher offended, and he is entitled to the severest censure.

ANOTHER NEW BANK.

Another new bank is likely to be in existence before a great while. It is to be called the "Crown," and its prospectus is in circulation. It is understood that the promoters have met with a great deal of encouragement, a large sum of money having already been subscribed, and that by well-known capitalists. The head office of the "Crown" will be in Toronto.

This appears to be a time of development of the chartered bank system of Canada; but this is the natural concomitant of the industrial development of the country.

GRAND TRUNK STOCK.

SUCH steady progress has been made by the Grand Trunk Railway within the last few years that there is some prospect that a dividend on the third preference stock will be declared shortly. As it is, a larger distribution than ever before was made on the second preference stock, while a comparatively small balance of some £2,600 was carried forward for future needs. The smallness of this sum shows how optimistic is the English board of the continued prosperity of the road. Were it otherwise, a smaller dividend would have been declared and a greater grant to the future would have been made. But in order to distribute even a dividend of 1 per cent. on the third preference stock, it would require £71,680. Financiers in Britain feel confident that a few years will show such increased earnings that this result will be possible. Meanwhile there is but little prospect of dividends for years to come on the £22,500,000 of ordinary stock.

The result of increasing the dividend on the second preference stock has been to cause a rise of prices on both first and second stocks. The first preference, which two years ago stood at 83, has risen slowly but surely to 108, and there are many who believe it will reach 115. At 108 it is yielding 4½ per cent. on its money. The second preference stock is now at 93¾, having advanced from 44½ in 1899 and a still lower figure in preceding years. As it returns 5½ per cent. to the purchaser, it would appear to be a fairly good though somewhat risky investment.

BACK FROM THE MARITIME PROVINCES.

Mr. Emil C. Boeckh, of United Factories, Limited, Toronto, has just arrived home after a most satisfactory business trip to the Maritime Provinces. The United Factories (comprising the old-established concerns, Boeckh's Toronto factories, Bryan's London factories and Cane's Newmarket factories) are greatly to be commended for the remarkable energy they display—an energy that places them in the very front rank of the capable Canadian manufacturers who are, by superior merit, conquering the Canadian market for the Canadian producer.

AN INTERESTING TEST CASE.

HOW far a labor union may go in endeavoring to interfere with the business of a firm or company with which it may happen to have a disagreement may be decided by the Canadian courts, a test action having been taken by a manufacturing firm in Toronto. The Metallic Roofing Co. of Canada, Limited, through their solicitors, Thompson, Henderson & Bell, made application before Mr. Justice Falconbridge for an injunction to restrain Local Union No. 30, Amalgamated Sheet Workers' International Association, and certain members of that union, William Jose, Daniel McCrea, Richard Russell, S. Cox, W. C. Brake, J. S. Chapman, who are being sued on behalf of themselves and all other members of the union for damages for interference, from unlawfully interfering with the plaintiffs' business.

The cornice sheet metal workers of The Metallic Roofing Co., some 15 men, went out on strike on August 7. They claimed that an agreement had been reached between the sheet metal workers and all the firms in the city, but that The Metallic Roofing Co. refused to sign the agreement, so the men went out, and there has been no settlement made since.

In the affidavits put in by the plaintiffs they claimed that the union and the men of other unions have refused to handle any of the goods of the company and place them on other buildings, and particularly on the buildings at the Exhibition, and at the Polson's shipyard the union men refused to handle the goods of the company. The defendants are being sued individually as representing themselves and other members of the union.

The defendants deny any responsibility for the non-handling of the goods of the company. Mr. Justice Falconbridge granted an inetrim injunction,and the case will come up for argument on Tuesday next.

SHOVEL POOL FAILS.

Efforts to control the production and wholesale prices of shovels in the United States through a trust supplemented by a pool with independent manufacturers have failed. After maintaining for just a year the list prices agreed upon the arrangement has fallen through. The Ames Shovel and Tool Co. was organized in August, 1901, with $5,000,000 capital. It took in five of the largest shovel concerns in the country, namely, The Ames Shovel Works, of North Eastern, Mass.; T. Rowland's Sons, Limited, of Philadelphia; The H. M. Meyers Shovel Works, of Beaver Falls, Pa.; The Wright Shovel Co., of Anderson, Ind., and The St. Louis Shovel Works, of St. Louis, Mo. Hobart Ames is the president of the trust, which has its sales office in Boston.

An association was formed later, including the trust plants and eight other shovel concerns. John H. Parks, of New York, was the representative head of the pool, which was held together by subsidies to smaller concerns not to break prices. The association, it has been learned, has broken up, following a cut in prices of shovels of from $2.50 to $3 a dozen made by the trust on August 7. Following this, 30 days' notice, as required, was served on the members of the pool, announcing that the subsidies would cease.

PERSONAL MENTION.

Mr. O. W. Surpless, of Surpless, Dunn & Co., New York, called on the Montreal trade this week.

Mr. John A. Morton, of Chatham, Ont., was in Montreal on Saturday, August 23, on a holiday trip.

Mr. Jas. Ralston, of Dunnville, Ont., was in Montreal last week, visiting among the wholesale hardware trade.

Mr. G. T. Pepall, of M. & L. Samuel Benjamin & Co., Toronto, was in Montreal recently on business in connection with shipments ex Monteagle.

Mr. George W. Desrochers, of The Canada Hardware Co., and Mr. Lamontagne, of J. A. Denis, hardware establishment, Montreal, have just returned from a trip down the Saguenay.

Mr. Brown, of The Wadsworth, Howland Co., Chicago, manufacturers of "Jewel" paints, has been introducing that brand to the hardware trade of Montreal during the past week, and has met with much success.

Mr. F.T. Phillips, formerly in the hardware business, is now travelling for The Hunting-Weeks Co., of Watertown, N. Y., manufacturers of articles of plumbing, heating, etc. He spent a few days recently in Kingston.

In Brockville, on August 19, Miss Maud M. Holmes was married to Mr. Daniel J. Kennedy, an employe of The James Smart Manufacturing Co., manufacturers of stoves and hardware, by Rev. Dean Murray in St. Francis Xavier church.

Mr. W. Gastle, of the Frost & Wood Co., and McLaughlin Carriage Co. branch, of Hamilton, has resigned his position to accept a position as traveller for the McLaughlin Carriage Co. from Winnipeg to Vancouver. F. L. Hamilton, of Galt, will be his successor.

BUILDING IN MONTREAL.

THE present year, Building Inspector Chausse asserts, will beat all records in point of both the number and value of buildings erected. Last week no less than 30 permits were issued, which is an astonishingly large number for this advanced season.

Since August 7 the following building permits have been issued in Montreal: To the Ogilvie Milling Co., for a second-class building at 87 Mill street, three storeys, 65 x 200, cost $27,000; to the United Shoe Co., 837 Lagauchetierre street, for a second-class building, five storeys, 109 x 119, cost $32,000; to M. O'Rourke, for a one-storey house, third-class, 24 x 27, cost $50, on Breboeuf street; to Jas. W. Smith, third-class, two storeys, 13 x 20, cost $375, on Papineau avenue; to J. B. St. Louis, Rivard street, for three dwellings, each 80 x 36, second-class, cost of first two $1,000 each, and the third, $1,500; to Miss M. Boule, Famille street, third-class building, 20 x 22, cost $300; to Louis Pavreau, third-class dwelling, 22 x 21, one storey, cost $175; to Z. Jerome, Labelle street, third class dwelling, 25 x 32, cost $500; to N. Leclaire, Laval avenue, third-class dwelling, 48 x 40, three storeys, cost $3,000; to M. Gagnon, St. Denis street, two second-class dwellings, 51 x 50, three storeys, cost $4,000; to A. Lafontaine, Frontenac avenue, two third-class buildings, 44 x 37, three storeys, cost $1,750; to V. Raymond, Compte and Huntley streets, one third-class building, 34 x 30, one storey, cost $600; to E. Keravail, Labelle avenue, third-class building, size 25 x 40, cost $200; to The Montreal Stock Yards Co., Oak street, one second-class building, size 128 x 67, two storeys, cost $20,000; to The Montreal Stock Yards Co, Oak street, a second-class building, one storey, 96 x 50, cost $9,000; to The Montreal Stock Yards Co., Oak street, one second-class building, two storeys high, 144 x 88, cost $25,000; to The Montreal Stock Yards Co., Oak street, one second-class building, 96 x 50, three-storeys high, cost $16,000; to N. Lafontaine, Ontario street, third-class building, 18 x 26, one storey high, cost $600.

The master painters of St. John, N.B., held their annual picnic at Treadwell's August 19, a large party going there in busses. During the afternoon the following were the winners of events: Quoits—1, John Johnston; 2, Thomas Richardson; 3, John H. Tonge; 4, John Leah. Boat race—1, James B. Bell; 2, James Huey. Slow walking race—1, Frank Murdock. After the sports an elaborate dinner was served by host Treadwell.

TRADE CHAT.

GALT lost one of its best-known residents on August 24 by the death of Mr. James McTague. The deceased, who was 66 years of age, was born in Guelph, but had lived in Galt nearly all his life, and was prominently identified with business and municipal affairs. For many years he carried on a hardware establishment, and for 22 years was a member of the town council, and for 10 years of the county council.

Fire on August 21 did considerable damage to the foundry operated in Belleville by Marsh & Henthorn.

Collingwood Schreiber, Deputy Minister of Railways, says the Intercolonial cannot get cars enough to meet the demands of the business offering this summer. This applies to the passenger and freight departments.

The clerks in the employ of T. McAvity & Sons, dealers in pumps, 13 King street, St. John, N.B., made a call on August 13 on Charles Coster, who has been with that firm for 25 years, at his home in Carleton, and presented Mr. Coster with a handsome Morris chair.

At Loch Lomond, 10 miles from St. John, N.B., a yacht race came to a sudden termination by the overturning of a boat and the drowning of two young men—Walter Pyne, aged 22, a young man employed in T. McAvity & Sons' hardware establishment, of St. John, N. B., and Chester McClaskey, aged 24, married. Both men could swim, and one kept afloat till the moment when a steam launch reached the spot.

NEW AND UP-TO-DATE.

The Dominion Wire Manufacturing Co., Montreal, have moved their offices from the Temple Building, where they have been for a number of years, and they are now located in the magnificent new Coristine Building, corner of St. Paul and St. Nicholas streets. In their new premises they have considerably more floor space than in the Temple Building, and every facility is at hand to allow of the work progressing swiftly and without friction. Everything about the new offices is on the most improved and up-to-date plan. Among the improvements is the long distance telephone system, which has been installed throughout the offices, connecting with all the departments. They have private lines to their city warehouse and also to their works, which are situated at Dominion, near Lachine. The advantages of the long distance system are not only on the company's side, but are with customers as well, orders now receiving the promptest attention in the city and also with outside points. The Dominion Wire Manufacturing Co.'s business has been increasing in proportions annually. This year they report business better than ever.

NOT HAMPERED BY STRIKE.

By the reports that appeared in the Toronto daily newspapers of a week ago one would be led to believe that the Iron Molders' Union had completely tied up The Gurney Foundry Co., Limited, Toronto. But a representative of HARDWARE AND METAL was shown through their foundry on Thursday and found business going on as brisk as ever. Men were working in every department, and the company did not seem to be in the least hampered, as things were going on smoothly, without disturbance. The molders who went out have not returned to their work, but the company seems to be getting along quite well without them.

There are at present being added to the works a new 100-ft. chimney and two boilers of 100 horse-power each, and one 150-horse-power engine, to supply sufficient power to operate the additional machinery the company found it necessary to add to keep up to their large trade.

A STRIKING ADVERTISEMENT.

Decatur, Bull & Co., Montreal, are sending out to the wholesale trade a handsome advertisement for their new knife-cleaning machine, which has been such a success on this market. It is of cardboard, in easel form, and represents the head and shoulders of a very pretty housemaid operating one of the machines. The picture is life size and beautifully lithographed. The machine also is the natural size. This advertisement, when placed in a window or some prominent place about the store, is not only a good advertisement but an attractive ornament as well. The trade should try and secure one.

THEY CAN'T BE BEATEN.

The National Cutlery Co.'s dental shears and snips, straight or bent, light or heavy. They claim to be the largest manufacturers of dental supplies in shears and snips in America, and every pair is fully warranted. From any standpoint they are not surpassed in quality and finish, and, like all shears manufactured by The National Cutlery Co., they have the steel ride, and the patent process of tempering. They have no soft spots or feather edges. Each pair is put up in separate pocket. See the cut—ask for catalogue. Decatur, Bull & Co., Montreal, are the sole Canadian agents.

DOUBLE SEAMER.

A HARTFORD firm has placed on the market a double seamer for standing lock tin roofing. The machine, as described by The Metal Worker, consists of two clamps operated by long levers or handles. To one of these clamps is hinged a double right angular faced folding bar operated by a foot lever. To work the machine the levers are opened, the clamps placed over the standing edge with the vertical face of the folding bar to the work and then closed and held firmly. By pressing down the foot lever the tin is turned a little below a right angle. The machine is then slipped along half its length and the operation repeated, the horizontal face of the folding bar completing 8½ inches at each turn. Thus, two operations take place at each downward stroke of the foot lever. After going over the work once the gauges are raised and a second operation completes the double seam. It is pointed out by the manufacturers that the clamping arms take strong hold upon the work, preventing the machine from raising up or drawing the tin, at the same time furnishing the workman with a direct hold upon the roof and a great degree of safety.

Where it is desired to double seam a roof of very steep pitch, the leverage is such as to enable the machine to be worked by hand. It will begin and finish a seam at either end of the roof, the operator standing in an erect position. These machines are adjustable to different widths of seam and qualities of tin. All parts are made to gauge, so that a duplicate part can be furnished at any time. The makers claim that this seamer will not break the tin, will make a more even and tight joint and save the labor of five or six men, as compared with the mallet system, while it is wholly within the range of a boy's work. The weight of the machine complete is 13 lb.

THE WORLD'S COMMERCE IN 1901.

The import and export commerce of all the countries in the world amounted in 1901, according to German returns, approximately to $23,800,000,000, and was divided among the leading commercial nations as shown below in round numbers:

Country.	Value.
Great Britain	$4,165,000,000
British colonies, total	2,618,000,000
Germany	2,468,000,000
United States	*2,118,200,000
France	1,618,400,000
Holland	1,332,800,000
Austro-Hungary	856,800,000
Belgium	785,400,000
Russia and Siberia	642,600,000
Italy	571,200,000
Switzerland	380,800,000
Spain	282,400,000
China	305,000,000
Sweden	275,600,000
Argentina	281,000,000
Japan	233,000,000
Brazil	233,000,000
All other countries	4,624,340,000
Total	$23,800,600,000

*According to United States Treasury returns, $2,342,000,000.

BUSINESS CHANGES.

DIFFICULTIES. ASSIGNMENTS, COMPROMISES.

W. J. HILL, builder, etc., Deer Park, Ont., has assigned to E. R. C. Clarkson, and his creditors held a meeting on August 27.

Moise Dore, wool merchant, Montreal, is offering 10c. on the dollar.

Octave Blier, manufacturer of sashes and doors, Fraserville, Que., has assigned.

P. Gagnon, general merchant, St. Flavie Station, Que., is offering to compromise.

J. T. Therien, general merchant, St. Gregoire, Que., is offering to compromise.

J. M. Lefebvre, general merchant and hotelkeeper, Shawinigan Falls, Que., has assigned.

Sabas & Co., general merchants, St. Francois Du Lac, Que., are offering to compromise.

The creditors of McBean & Co., hardware merchants, Galt, Ont., held a meeting on August 26.

Alf. Lemieux has been appointed curator of the estate of Alf. Bouchard, sawmiller, Les Eboulements, Que.

C. H. Beauchemin is curator of A. Cote & Co., general merchants, St. Alexandre, Iberville County, Que.

S. C. Smith, general merchant, Fort Frances, Ont., has assigned to J. W. Humble, sheriff, and his creditors hold a meeting on August 30.

McGillivary & Co., manufacturers of pumps, St. Thomas, Ont., have assigned to Angus McCrimmon, and their creditors held a meeting on August 27.

PARTNERSHIPS FORMED AND DISSOLVED.

A. & N. Sigouin & Co., tinsmiths, etc., Montreal, have dissolved.

Wm. Oman & Sons, contractors, Montreal, have dissolved, and a new partnership has been registered under the same style.

SALES MADE AND PENDING.

The assets of Riordon Bros., contractors, Montreal, have been sold.

The assets of Edmond C. Leblanc, planing miller, Mattawa, Ont., have been sold.

V. Straube, dealer in sporting goods, etc., Vancouver, is advertising that he is giving up business.

James Johnson, hardware, lumber and grain merchant, Minto, Man., has sold his lumber business.

The business of The British Columbia Fish Glue and Oil Co., Limited, Vancouver, is advertised for sale by tender.

The stock of the estate of Mary Hancock, dealer in furniture and stoves, Toronto, is advertised for sale on September 3.

CHANGES.

G. W. Yuille, blacksmith, Truro, N. S., is succeeded by W. D. Wilson.

Procrastination

is the thief of time; it is also the thief of profit.

No progressive dealer should defer investigating the full merits of

The Sherwin-Williams Agency.

There's profit in it that cannot be secured by any other business connection. There's not only paint profit but also profit that is secured from the increase in general business brought about by the splendid advertising helps we give.

We are closing arrangements now with up-to-date dealers in towns where we are not already represented. If you are seeking a business connection that will make you money, write to-day for our "B-13" booklet, prices and full information. Don't put it off.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CLEVELAND.

CHICAGO, NEW YORK, NEWARK, MONTREAL, BOSTON, TORONTO, SAN FRANCISCO. KANSAS CITY

Desnault & Fittes, builders, Montreal, have registered.

A. D. Maguire, tanner, Aylmer, Ont., is closing up business.

J. Atkinson, stave mill, etc., Cowal, Ont., has sold out to J. B. Coates.

Jobin & Frere, general merchants, Waterloo, Que., have registered.

Fairley & Walker, general merchants, Ponoka, N.W.T., is succeeded by Fairley & Co.

Blain E. Dakin, general merchant, Sandy Cove, N.S., is succeeded by E. D. Morehouse.

The stock of J. W. Mellor, paints, etc., Greenwood, B.C., has been sold to J. Lukov.

E. Pullan, wholesale scrap iron merchant, Ottawa, has sold out to Florence & Winton.

A. W. Bailey & Co., harness and shoe merchants, Portage la Prairie, Man., are closing up.

W. T. Shatford & Co., general merchants, Vernon, B.C., are opening a branch store a Hedley City.

Chas. Hubbard, general merchant, etc., Straffordville, Ont., has sold out to Mrs. Buckborough.

A. M. Brown, general merchant, Petitcodiac, N.B., has sold his Anagauce branch to J. H. Brown.

Carse & Daly, dealers in electric supplies, etc., Victoria, B.C., have sold out to The Nesbitt Electric Co.

The stock of Aut. Fortin, general merchant, Causapscal, Que., has been sold at 65c. on the dollar to Hudon & Co., St. Octave de Rimouski, Que.

Our item that appeared in HARDWARE, of August 22, stating that Rodgers & Co., general merchants, Cannington, Ont., had sold out to John McKinstry, should have read: "Rodgers & Co., general merchants, Cannington, Ont., have sold out to McKinstry & Co."

FIRES.

Francis Witherspoon, harnessmaker, Port Arthur, Ont., has sustained loss by fire.

Marsh & Henthorn, founders and machinists, Belleville, Ont., have sustained loss by fire; insured.

DEATHS.

Leonidas Turgeon, tanner, Quebec, is dead.

Wm. F. Coupland, contractor, Montreal, is dead.

A man who had been arrested for murder, bribed an Irishman on the jury for $100 to hang out for a verdict for manslaughter. The jury was out a long time and finally returned with a verdict for manslaughter. The man went to the Irishman and thanked him and asked if he had a hard time. "Yes," said the Irishman, "a deuce of a time. The balance all wanted to acquit you."

CATALOGUES, BOOKLETS, ETC.

STATIONARY AND MARINE ENGINE CATALOGUE.

THE Gasoline Engine Co., Limited, of Toronto Junction, Ont., are presenting to their friends and patrons their new catalogue of stationary and marine engines and launches. They are offering to the public a gasoline engine, simple, compact, easy to operate, and very economical. Some very bright cuts illustrate the excellencies of the productions of this enterprising firm.

PRICE LIST OF "OXFORD" LINES.

Price List No. 59 is a complete pocket price list of the "Oxford" lines manufactured by The Gurney Foundry Co., Limited, Toronto, Winnipeg and Vancouver. An excellently compiled index and space for memoranda accompany.

FALL CAMPAIGN NUMBER.

The Chameleon, fall campaign number, August, 1902, has just been received. Many new and splendid features stamp this edition as an excellent effort containing many practical suggestions. Some excellent hints are given on what to do to make the fall campaign successful.

STARR MANUFACTURING CO.

The thirty sixth annual catalogue of The Starr Manufacturing Co., Limited, Halifax and Toronto, is a brief and neat list with descriptions, cuts and prices of skates handled by this firm. A complete line of excellent goods in several styles shows the enterprise of this up-to-date firm.

"TREASURE" CATALOGUE.

Catalogue No. 54, for 1902-3, by The D. Moore Co., Limited, of Hamilton, Ont., is an excellent volume containing many superior cuts of "Treasure" stoves and ranges. A full description and the price accompanies each article. An examination of their heating stove department readily discloses the fact that their variety is great, and their patterns and improvements are most modern and desirable. Some very useful information is given in the matter of chimney drafts, and illustrations of advertising cuts to be furnished free to customers close a really first-class catalogue.

"AT HOME" DURING EXHIBITION.

The officials, office and travelling staff of The Gurney Foundry Co., Limited, will, as heretofore, during the Industrial Exhibition, be "At Home" at the offices of the company, No. 500 King street west, Toronto, September 1 to 13, where a cordial reception will be extended to their many friends.

SIMPLE SAFE SURE STRONG

are characteristic points of excellence, that have made for the

IVER JOHNSON SINGLE GUN

a permanent reputation.

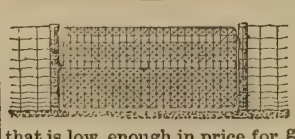
Top Snap—Automatic Ejector or Non-Ejector. 12 and 16 Gauge—28, 30, 32 and 34-in. Barrel.
THE TRADE PREFER THEM; THE PUBLIC DEMAND THEM.
Send for Catalogue just published.

IVER JOHNSON'S ARMS & CYCLE WORKS,
New York Salesroom: 99 Chambers St. FITCHBURG, MASS.

MANTELS, GRATES and TILE.

Are any of your customers building a new house? If so, why not try and sell them a mantel as well as hardware? They will want one, and it will pay you. Write us for catalogue and price.

THE BATTY STOVE & HARDWARE CO.
76 York St., TORONTO.



PAGE METAL GATES are so low in price no one can afford to use wooden ones. Light, and yet strong enough to support a heavy man on the end while he swings around the circle without causing them to sag. They are neat in appearance, will last a lifetime. Will not sag nor get rickety. They are supplied with latches which allow them to be opened either way and are self acting. The only good metal gate that is low enough in price for General farm purposes. We also make Farm and Ornamental Fence, Poultry Netting, Nails and Staples. The Page Wire Fence Co., Limited, Walkerville, Ont.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels
Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made.

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

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Heavy Hardware and Metal Broker
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Samples sent free on application.

HORSE NAILS—"C" Brand Horse Nails
Canada Horse Nail Co.

"BRASSITE" GOODS — Gunn Castor Co. Limited, Birmingham, Eng.

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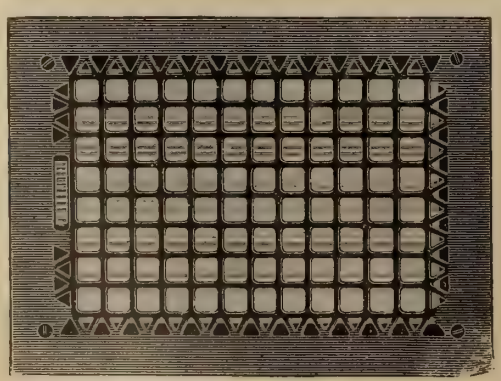

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PRESTON, ONT.

THE MARITIME BOARD OF TRADE.

The Annual Convention at Sydney—Fast Atlantic Service, Steel Shipbuilding, South-African Trade, and other Live Topics discussed by the Business Men of the Maritime Provinces.

THE passenger service of the I.C.R. on the line to Sydney was taxed to its utmost capacity to accommodate the large number of delegates who attended the eighth annual convention of The Maritime Board of Trade. Upwards of 100 delegates were in attendance and came from all parts of the Provinces. The members of the local board who kindly extended the invitation to hold this year's Convention in Sydney had no conception that the magic word "Sydney" would draw such a crowd. Every effort was made to properly accommodate the visiting delegates, but unfortunately the capacity of the hotels was entirely inadequate and several of the fine new business buildings were converted for the moment into hotels, and thus all the delegates were properly housed. An amusing incident on the arrival of the delegates was the race for rooms. The fastest teams were engaged and a furious drive up the hill commenced, and a desperate scramble to get names on the hotel registers, only to find that others had secured places in advance by use of the telegraph.

The first session of the Maritime Board of Trade opened in the County Council Chamber of the Court House at 10 a.m. on Wednesday, August 20. The total number of delegates who were reported from the various districts amounted to the goodly number of 81, which is much the largest number of any meeting of the Maritime Board of Trade since the organization meeting held eight years ago. The following is a list of the delegates :

THE DELEGATES.

Kentville—
A. E. Calkins, Pres. Board of Trade.
H. B. Webster, M.P.
Howard Harris.
M. G. DeWolfe, Ex Pres. Maritime Board.
Mayor Yould.
Robt. Harrington.
B. A. Dodge, M.P.P.
E. B. Newcombe.

Sackville—
Senator Wood.
Geo. E. Ford.

Halifax—
W. A. Black, Pres. Maritime Board.
Chas. M. Creed, Secy. Maritime Board.
Geo. S. Campbell, Pres. Halifax Board.
J. E. DeWolfe.
Capt. J. Taylor Wood.
Geo. E. Faulkner.
Andrew McKinley.
J. C. Stewart.
W. L. Kane.
J. P. Longard.
J. E. Shotford.
Fred. J. Clarke.
E. D. Adams.
O. N. Payne.
J. Scott Chisholm.
J. W. Pilcher.
F. A. Marr.
C. T. Burns.
J. W. Devere Stevens.
M. Dwyer.

Moncton—
Senator McSweeney.
C. W. Robinson.
Josiah Peters.
J. E. Masters.
D. J. Welch.

Truro—
J. M. O'Brian.
C. E. Bentley.
Dr. Bligh.

Amherst—
N. A. Rhodes.
S. A. Everett.
John A. Laws.
W. A. Filmore, Sec. Board of Trade.

St. John—
Thos. H. Summerville.
E. L. Rising.
R. G. Haley.
E. A. Scofield.
Jas. A. Seeds.
John E Wilson.
T. O. Allison, Sec. Board of Trade.
W. S. Fisher.
W. M. Jarvis.
J. N. Sutherland.

New Glasgow—
A. C. Bell, M.P.
Wm. Mackintosh, Pres. Board of Trade.
Harvey Graham.
H. D. Sutherland.
S. T. McCurdy.

Wolfville—
J. C. Hales, Sec. Board of Trade.
C. R. H. Starr.
Geo. E. DeWit, M.D.
R. E. Harris.
S. B. Benjamin.

Yarmouth—
Robert Caie.
E. K. Spinny.
Augustus Cann, Pres. Board of Trade.
G. Blake Burrill.

Windsor—
A. F. Armstrong.
J. B. Black, M.D.
W. H. Roach.
J. M. Blanchard.

Louisburg—
D. A. Morrison.
D. J. Kennelly.

Glace Bay—
Chas. McKay.

Charlottetown—
Horace Haszard.
Jas. Paton.
J. A. Messery.
J. A. Matheson.

Sydney—
Dr. McGillivray.
E. A. Mackee.
E. C. Hanrahan.

North Sydney—
W. A. Smith.
G. H. Dobson.

The chair was taken by the president, W. A. Black, of Halifax, and the vice-chairs by the vice-presidents, W. S. Fisher, St. John; and H. Haszard, Prince Edward Island. The president, in calling the meeting to order, said it was a matter for congratulation that so large a number had attended and accounted for it to a large extent by the fact that the city of Sydney had a great interest for all who were interested in the progress of Canada.

After the calling of the roll of delegates, the president introduced the mayor of Sydney, W. Crowe, who, in a few pleasant words, extended to the Convention the hearty welcome which the local members of the Board of Trade and the council and citizens of Sydney extended to the Maritime Board of Trade.

COMMITTEE ON RESOLUTIONS

The appointment of a Committee on Resolutions of one member from each board was adopted, and the following members were elected and asked to report :

Halifax, Geo. W. Campbell; St. John, Wm. Jarvis; Truro, C. E. Bentley; Yarmouth, A. Cann; New Glasgow, W. A. MacIntosh; Kentville, A. E. Calkin; Windsor, J. W. Blanchard; Charlottetown, J. A. Messery; Moncton, J. Peters; Sackville, Senator Wood; Sydney, E. C. Hanrahan; Glace Bay, Chas. McKay, Louisburg; Dr. Morris, Kings County, P. Innis; Amherst, John Laws; North Sydney, P. A. Smith; Pictou, Robt. Fraser; Wolfville, Dr. De Wit; Middleton, Geo. Armstrong.

SECRETARY-TREASURER'S REPORT.

To the President and Members of the Maritime Board of Trade.

Gentlemen,—Your secretary-treasurer begs herewith to hand you his report for the current year. After the close of the annual meeting held at Chatham on the 21st and 22nd of August last, and on receipt from the late secretary of one book and papers; also the balance of cash on hand, $69.75, I commenced preparing all the various resolutions, etc., passed at the annual meeting and forwarded them to the Dominion and Local Governments and to the members of the same where needed, as also to all the various boards of trade in the Upper and Maritime Provinces, and in many cases with good results. The correspondence connected with the same is too voluminous to read as also is the correspondence with the boards for the year. The correspondence with each board is separate and are now both on the table for the inspection of members.

Later in the year I commenced a systematic course of notices to the boards, both affiliated and unaffiliated, and have to report most satisfactory results. I found many boards which it was supposed were affiliated and indebted to the institution had never affiliated, although delegates from those boards attended the annual meetings; also that a number of affiliated boards, indebted for four years, had ceased to exist. As a result of this special canvass I have the pleasure to re-

port that ten boards have affiliated, viz.: Annapolis Royal, Moncton, Louisburg, Canning, Amherst, North Sydney, Yarmouth, Sackville, Pictou, Glace Bay. Six of which have paid their per capita tax. Four have answered they will pay at the annual meeting. I have collected all the back dues from five boards, thus, this year, commencing with a clean sheet.

I have also thoroughly ascertained the feelings of all unaffiliated boards and have reason to believe that during the ensuing year many of those boards will be on the membership.

The boards of trade in the Maritime Provinces are as follows :

Nova Scotia (24 Boards)—Amherst, Annapolis, Berwick, Bridgewater, Canning, Dartmouth, Digby, Halifax, Kentville, Kings Co., Lunenburg, Liverpool, Middleton, New Glasgow, Parrsboro', Pugwash, Pictou, Stellarton, Springhill, Truro, Windsor, Wolfville, Westville, Yarmouth.

Cape Breton (4 Boards)—Sydney, North Sydney, Louisburg, Glace Bay.

Prince Edward Island (3 Boards) — Charlottetown, Souris, Summerside.

New Brunswick (9 Boards)—Chatham, Fredericton, Moncton, Newcastle, St. John, Sussex, Sackville, St. Stephen, Woodstock.

Total Affiliated Boards 13 (Nova Scotia)—Amherst, Annapolis, Canning, Digby, Halifax, Kentville, Kings Co., New Glasgow, Pictou, Truro, Windsor, Wolfville, Yarmouth. Doubtful 5 — Berwick, Middleton, Stellarton, Westville, Parrsboro'.

Cape Breton 4—Sydney, North Sydney, Glace Bay, Louisburg.

Prince Edward Island—Charlottetown.

New Brunswick 5—Chatham, Moncton, St. John, Sackville, St. Stephen. Doubtful 2—Newcastle, Sussex.

The year now closing has been a banner one with this board with regard to its financial situation, and the receipts will nearly double those of any previous year. The various boards have taken a more live interest than ever before in the endeavor to place the Maritime Board in a first-class position amongst the deliberative commercial institutions of the Dominion.

CORRESPONDENCE.

I would beg leave to impress upon secretaries of boards the great necessity of answering correspondence promptly. When it remains unanswered the business is sure to lag. Correspondence quickly answered is the life and vitality of trade and all institutions.

PERMANENT SECRETARY.

This is a most important office and the yearly change of secretaries has been in a great measure the cause of the board's loss of vitality.

EXECUTIVE COUNCIL MEETING.

A meeting of the Executive was held at Truro on June 14. The business transacted there is contained in the minutes which will shortly be read.

In conclusion, I beg to say that during the year I have had the interests of the board fully at heart and have industrously worked for the benefit of the institution, at the same time doing all in my power to assist your worthy president, in which I had the very able assistance of our late lamented fellow-member, James A. Chipman, M. C. De Wolfe, of Kentville, and W. S. Fisher, of St. John, one of our vice-presidents, who did excellent work corresponding with many of the boards.

ACCOUNTS FOR THE YEAR

The accounts for the year are all prepared, but as several boards will pay their capita before the close of this day's meeting, they will be presented to-morrow for your approval and audit.

CHARLES M. CREED,
Secretary-Treasurer.

W. H. Roach, seconded by G. De Wolfe moved a vote of thanks to the secretary-treasurer. Mr. De Wolfe in his remarks said the meeting was the best meeting he had ever attended but one and that was the meeting of the Canadian Manufacturers' Association at Halifax. He spoke in warm terms of appreciation of the energy and work done by the secretary, and although an old man he was better than men much younger.

The president also spake feelingly of the valuable services rendered by the secretary.

In reply, Mr. Creed, the secretary, said he was not a public speaker but a

Chas. M. Creed, Halifax, the Permanent Secretary.

worker, and as reference had been made to his age, he felt as young as he used to be, and he was proud to say he had doubled the finances of the board this year.

The vote was given with loud applause.

There were no communications to the board except letters of regret from the Montreal and Toronto boards of trade; also the Manufacturers' Association, that they could not attend.

While waiting for the report of the committee, the president took the opportunity to thank the mayor and council of Sydney for their hearty welcome and for the magnificent programme provided by them for their pleasure and entertainment during their stay in Sydney.

THE PRESIDENT'S REPORT.

To the President and Members of the Maritime Board of Trade :

Gentlemen,—It affords me unfeigned pleasure to greet you at the eighth annual Convention of the Maritime Board of Trade in such a rapidly growing centre of industrial activity as Sydney. On the western portion of this continent we have become more or less accustomed to the rapid rise and continuous progress of localities previously comparatively unknown to the world at large, but the development of the flourishing city in which we are now assembled in the brief space of three years is without a parallel in either hemisphere. The important interests with which the two Sydneys are now identified have made their names familiar as household words in all the great centres of trade, and the Maritime Board of Trade may certainly regard it as a subject of congratulation that its deliberations are being held at a vantage point destined, in the very near future, to enhance the status and prestige of the Maritime Provinces of the Dominion in a marked degree.

The last annual meeting held at Chatham, under the presidency of W. S. Loggie, was well attended and full of interest even to its closing hours.

CORONATION OF EDWARD VII.

The great event of the past year has undoubtedly been the Coronation of our Monarch in the chair of St. Edward, which notable Imperial ceremony has at length taken place, shorn of some of its splendor in consequence of the King's illness, but significant still in its grandeur of the power and might of the great Empire of which we form a part. The termination of the war in South Africa added lustre to the occasion, and the eyes of all are now turned in the direction of restoring harmony in that desolated portion of King Edward's Dominions and substituting the blessings of peace for the horrors of war.

TRANSPORTATION.

A period of seven years has elapsed since the formation of the Maritime Board of Trade at Halifax. It may be of interest to take a brief retrospect of the aims and objects, the solution of which led to a concentration of efforts on the part of local boards in the three Provinces. The leading question advanced in the address which I had the honor of presenting to your notice in August, 1895, was "Transportation," and it may, with truth, be admitted that it is still the most important subject with which we have to deal. The tariff, cold storage, local assessment and arbitrary fire insurance rates were also subjects brought forward at the inception of this board. One or two of these matters have been so far regulated as to render further agitation of them needless.

The transportation question, however, is always with us and it seems probable that in those Provinces by the sea it will, at all times, be the first on our programme. A certain amount of progress has been made in railway transit facilities during those seven years, but much remains to be accomplished. While it may be beside the mark to attribute eastern railway progress to any special efforts of this board, there can be little doubt that the mere fact of the existence of such an organization has acted as a beneficial stimulus for the promotion of legitimate railway enterprise. The Maritime Provinces, in common with the other Provinces of the Dominion, right away across to the shores of the Pacific, undergo the same experience as the result of contiguity to the United States border, and it is not uncommon in some

localities to find a run to the land of our great neighbors more easy of accomplishment than a corresponding journey of the same relative length within our own limits. In the Island of Cape Breton, both internal and external rail and steamship communication have obtained a more satisfactory impetus within a recent period; the advantages resulting must prove of great ultimate benefit in modifying the disposition to seek fresh fields of endeavor and possibly diverting the stream back to our own channels in Nova Scotia, New Brunswick and Prince Edward Island.

SUBSIDIZING PARALLEL RAILWAYS.

Public attention has been drawn in the Upper Provinces of late years to the absolute necessity of calling a halt in the policy of subsidizing parallel lines of railway, but a few miles apart, in districts already amply provided for. Nothing of this kind has ever taken place in the Maritime Provinces, where, as a rule, a contrary policy has unfortunately prevailed, resulting in hampering and restricting the proper development of their resources on modern lines. A change is being gradually brought about in this vital matter, and the Ottawa authorities are beginning to recognize that the prosperity of the whole Dominion is largely interwoven with the contingency of doing justice to the east as well as to the west. Before passing from railways and in looking forward to a fast service on the Atlantic it would be, I think, desirable that this board urge on the Minister of Railways and the Government that serious consideration be given to the shortening of the Intercolonial road, reducing the grades and double-tracking where necessary.

MARITIME UNION.

The South Shore Railway of Nova Scotia has taken tangible form since our last annual meeting and the work of construction is on the eve of being vigorously started. That five of the earliest settled and most flourishing counties in the Maritime Provinces, so favorably situated (geographically) for extensive business operations, should have been obstructed for so many years from securing adequate railway facilities emphasizes the need of Maritime Union from a political point of view in the clearest manner.

IMPROVED SERVICES.

The Midland Railway, serving Hants and Colchester in Nova Scotia, has been opened since our last meeting, and it is understood that the negotiations in progress for the Musquodoboit Valley Railway eastward to Guysboro' and the Strait of Canso are nearing a satisfactory conclusion.

In the Province of New Brunswick the leading feature is the proposed transfer of the Canada Eastern Railway to the Canadian Pacific Railway and its incorporation with that company's system.

The railway conditions in Prince Edward Island show no special feature of new interest, communication by both land and sea being reasonably adequate.

Local transit by steam vessels on the Atlantic coast of the Dominion (almost wholly within the limits of the Maritime Provinces) is admitted to be on a fairly satisfactory basis, although much criticism has been directed at the substitution of the ss. Lunenburg for the ss. Prince Edward on the route between Halifax and Yarmouth.

UNSATISFACTORY ATLANTIC SERVICE.

As regards communication between the Maritime Provinces and the Motherland the unsatisfactory conditions which have obtained ever since Confederation was brought about, remain in full force. The Atlantic mail service, which, if properly conducted at the nearest points to Europe in the Maritime Provinces, might be made one of the most efficient in the four corners of the globe has gone from bad to worse, and it has come to knowledge that the credit of one of the Maritime Provinces recently ran the risk of being seriously jeopardized in consequence of the remittances for the interest on its bonds in London having been entrusted to one of the subsidiztd apologies for mail steamers that carry His Majesty's mails across the Atlantic at the same rate of speed in vogue 62 years ago, at the inception of trans-Atlantic navigation. It has long been known in the Maritime Provinces that this backward state of affairs in the important matter of mail communication with England is largely the result of the divided phase of ocean navigation during the summer months by the St. Lawrence route. It has been borne patiently by the good people of Canada down by the sea, although not without unceasing protest, for a period of well nigh 30 years, the fact being well understood that improved mail and passenger communication with the Old Country formed essential conditions of the terms of union. The deterioration of the Atlantic mail service and the spasmotic experiences of permitting cattle steamers to "drift" across the Atlantic with the mails, affords an exhibition of public indifference and resignation in sharp contrast with the complacent language in which Canadians generally indulge when conning over the lavish expenditure of Dominion funds to further other great public requirements. At the seat of Government, in the very kernel of the Dominion, it is necessary for the postmaster to warn merchants and citizens in the official Post Office Time Table that if they wish their correspondence transmitted by the National Canadian Subsidized Atlantic Mail Service, such correspondence must be "specially" addressed "Via Canadian Route," otherwise it will be transmitted by the United States. No one phase of the transportation question is of greater significance to these sea-girt Provinces than the Fast Atlantic Service, and, as usual, it will be one of the principal subjects for your consideration, and there should be no uncertain sound as to the class and speed of the service, nothing inferior to the best and fastest crossing the Atlantic should receive Government recognition; in fact, to use a familiar forcible expression, Canada should go one better! Adopt a Maritime port all the year round, then the one-fifth of the population of this fair Canada would have the speedy service to which they are entitled and the four-fifths would not suffer by the delay of one single hour but would rather be the gainers.

In connection with the transportation interests and in direct touch therewith, the item of

STEEL SHIPBUILDING

is fraught with unlimited possibilities for the Maritime Provinces, and it will doubtless appear on the list of subjects for your deliberations. The results achieved on the Clyde, the Tyne and the Mersey by means of this far-reaching industry are familiar to you all. It should be remembered, however, that the industry has been long established in those quarters and it will be well to derive our lessons from more recent developments. A considerable revival of the art of shipbuilding on the modern lines, consequent on the substitution of steam for sail, has taken place in the neighboring Republic, but Germany affords the most striking object lesson for our Maritime Province people in this regard. The following extract from the April number of The German Export Review, published simultaneously in Stuggart and London, is well worthy of thoughtful consideration:

As late as 1890 more than one-half of all the ships required by German shippers were still being built in England. Hamburg and Bremen had extended their connections to all parts of the globe, and also other German seaports prospered, but our dockyards could not keep pace with the requirements (a state of things fully discussed at the time in the book of Director Haack and Admiralty Counsellor Busley). In 1895, however, the latter was in a position to report on most substantial successes by our shipbuilders, but England still remained in the first rank with our fast steamers Lucania and Campania. The last bar was duly scaled and in 1898 the German shipbuilding industry won the laurel with the famous steamer Kaiser Wilhelm der Grosse, built by The Vulcan Company at Stettine, for the North-German Lloyds. On her first voyage she displayed in prominent letters on either side the significant words "Made in Germany," and thus distinguished she entered New York harbor. Tecklenborg's dockyard had previously carried off the palm in the sailing line with the five-masted sailing ship Potosi. M. Schichau since the nineties, with his torpedo boats, has also conquered the first place in the markets of the world.

The Maritime Provinces, and even Canada as a whole, it may be admitted, can hardly venture to enter the lists seriously with Germany, but the deductions are obvious. The Deutcheland has since converted the Kaiser Wilhelm der Grosse into a back number, and more recently still the German Emperor honored with his presence the launching of a record-breaker designed to eclipse the Deutcheland.

The subsidiary industries connected with steel shipbuilding are so numerous and varied that a well-known authority has designated the shipbuilding industry as one of the grandest within the compass of modern effort.

CONFERENCE OF COLONIAL PREMIERS.

The Conference of Colonial Premiers which has just been brought to a close in London has had under consideration a number of highly important subjects, some of which have special interest for the Maritime Board of Trade. I have already referred to the Fast Atlantic Service and the question of a direct line from the Maritime Provinces to Capetown and Australia may also come up for your deliberation. These questions were prominent at the Toronto Conference of Canadian Boards of Trade which was attended by numerous delegates from Maritime Province Boards, whose voices

and influence are frequently with us at meetings of this board. It seems impossible to doubt that these assemblages of active and energetic business men on both sides of the Atlantic are certain to produce results of permanent benefit to the commerce of the group of nations forming the British Empire.

FIRE INSURANCE RATES.

Much feeling has been aroused throughout the Provinces because of the decisions of the boards of underwriters to largely increase rates. Protests have been set up and strenuous efforts have been made to counteract this determination of underwriters without any good results.

In our business relations it is always desirable that the best of feeling exist, but I fear that in many cases, at least, this feature, once so universal, does not now prevail.

If it be true that the fire insurance business of the Maritime Provinces has been profitable to those engaged in it, then the money exacted for advanced premiums must be absorbed by losses in the western sections. We should continue our protests and agitate until more moderate rates are granted.

One new Provincial company, The Nova Scotia Fire Insurance Company, launched since our last meeting, deserves hearty support.

MARINE INSURANCE.

Marine insurance is a subject which has agitated the minds of the business people of the Maritime Provinces for years past, and I regret to say that apparently no progress has been made towards removing what was admitted even by individual underwriters on the floor of Lloyds to be not only unfair and unjust, but grossly so. There is no justification for the excessive rates of premium applicable to Maritime Province business rates, 20 to 50 per cent. in excess of those charged on United States business and in some cases in excess of those applicable to the St. Lawrence.

I will not further occupy your time with this subject, but in leaving it express the hope that this board will again protest in unmistakable language against this indefensible discrimination by underwriters.

WEST-INDIAN TRADE.

There has been during the past few years a growing interest in this branch of the trade of Canada. Farm products and manufactured goods once foreign to those Southern markets are growing in favor and things Canadian are sought after. The prejudice which has existed for years against Canadian flour is now almost wholly overcome. Facts are stubborn things and the West-Indian consumer has realized this one, namely, that a barrel of Canadian flour is superior to a barrel of American flour, costing the same money, consequently a better loaf is obtained. On a recent trip through the Islands a representative of one of Canada's milling companies sold about 25,000 barrels of flour, something that could not have been accomplished in five seasons previous to 1895.

It seems fitting that mention should be made of the energetic efforts of so influential a body as the Canadian Manufacturers' Association to bring the West-Indian markets prominently and forcibly before the beehives of Canada in sending its president and secretary to the various West-Indian Islands. This delegation was most painstaking, making inquiry into every detail of the trade, and I would commend the report which it submitted to its Association to your careful perusal. The result has been an awakening of widespread interest in these markets throughout the Dominion and the representatives of manufacturing firms are to be found on almost every West-Indian liner.

At its meeting in Halifax last week resolutions bearing still further upon West-Indian trade were unanimously passed, which should receive hearty endorsation by this board.

CANADIAN COAL IN THE WEST INDIES.

Some thousands of tons of coal have been sent from these waters to the West-Indian coaling stations, and for the first time in the history of Canada Canadian steamers are this year buying Canadian

W. A. Black, Halifax, Past President.

coal in the West Indies. The by-products of the coal treated not far from us as we sit here have also been sold there for the first time this year. I must not, however, specify any particular articles of manufacture that may find purchasers in the South, but will risk the broad statement that all and everything which is manufactured in Canada, as well as the products of our lands, can find buyers.

It is a matter for congratulation that prosperity in a marked degree prevails throughout the Maritime Provinces; in fact, over our whole Dominion.

TOURIST TRAVEL.

is supremely important to the Maritime Provinces and each and every board throughout the land should use its utmost endeavors to encourage the same.

It would be presumptuous for this board to take credit for more than lending assistance towards directing the destiny of our common country, still, whilst small, comparatively speaking, we represent varied and important interests throughout the Maritime Provinces and our influence has been felt in support of reforms and working out much of our country's benefit.

STEAMSHIP SERVICE TO SOUTH AFRICA.

I will simply mention as two important subjects upon which the board has passed judgment, the South-African Steamship Service and the Fast Line (so-called). The former would appear from reports which have reached us since penning reference to this line in the earlier part of this address to be an accomplished fact. The latter project has received an impetus which we now believe it will not lose until all difficulties have been overcome.

THE LATE J A CHIPMAN.

By the death of the late Mr. Chipman the Maritime Board of Trade is called upon to mourn the absence of one who had taken a whole-souled interest in all our proceedings ever since its foundation. He has attended, we believe, nearly every one of our annual gatherings, and his presence and invaluable counsel will be greatly missed on the present occasion. On questions of freight rates, especially in connection with flour and grain, our lamented fellow-member was an admitted authority, and a deep interest was also shown by him in transportation matters, of which he took a broad view at all times, although stoutly maintaining Maritime Province rights.

In conclusion, I congratulate you, gentlemen, upon the flourishing state of your board. Never have there been so many affiliated boards—27 in all—and in good standing, never so financially easy, never so large and enthusiastic a meeting. This prosperity is largely due to our aged (although retaining all the energy of youth), Secretary C. M. Creed, who has been untiring in his efforts on behalf of the board during the past year.

I feel that I have trespassed too long upon your time, and in closing beg to thank you for the confidence reposed in me in having elected me to the responsible position of president of the Maritime Board of Trade.

W. A. BLACK,
President.

Mr. Blanchard, Windsor, moved the adoption of the address, which was seconded by M. G. De Wolfe, and carried by a rising vote.

SUBJECTS FOR CONSIDERATION.

Peter Innis, of Kentville, reported the result of the Committee on Resolutions, and the following were adopted at the instance of M. G. De Wolfe:

1. Halifax.—"Forest Preservation."
2. St. John.—"The Development of Transportation Facilities."
3. Sydney.—"Subsidizing Steel Shipbuilding."
4. Truro and Halifax.—"Better Country Roads."
5. North Sydney, Halifax and New Glasgow.—"The Union of Canada and Newfoundland. Better Trade Relations with the British West Indies."
6. Glace Bay.—"Reopening of the harbor and the building of a public wharf.
7. Windsor.—"The Route of the South-Western Railway."
8. Yarmouth.—"The urgent necessity of

better aids to navigation on the Atlantic Seaboard."

9. Wolfville.—"Better Steamboat and Mail Service on Minas Basin."

10. Kentville.—"In what manner can the efficiency of the Maritime Board be increased?"

11. Pictou.—"Government Ownership of the Fast Atlantic Line."

12. Kings Co.—"Is not the Fast Atlantic Service an absolute necessity in the development of the Maritime Provinces?"

13. Louisburg.—"Extension of the I. C. R. to Louisburg and Glace Bay."

14. Moncton.—"The encouragement of insurance on stocks of goods by small country traders."

15. St. John.—"South-African Trade."

16. Yarmouth and Digby.—"The desirability of daily steamship communication between St. John and Digby throughout the year."

17. "Discrimination of Marine Insurance Companies against Canadian Ports."

18. "Portage."

A discussion then took place as to the advisability of having the resolutions printed after they were selected by a Committee of the Council. Several members were spoken to on the subject, but the matter was finally allowed to stand for further consideration.

FOREST PRESERVATION.

The first subject, "Forest Preservation," was then taken up and introduced by Geo. E. Faulkner, Halifax. He said when we consider the vast importance of the lumber trade and the pulpwood industry of this country, it was well for us to reflect on the value of the forests we possess. The Governments of Europe are paying close attention to this subject; so also are those of the United States and Ontario. He suggested that it was time the Legislatures of the Maritime Provinces should take up this subject, especially as Canada was so rich in its forests. He stated that while Britain had only 14 different woods and Europe, 35, the Dominion of Canada possessed no less that 121 kinds. The following resolution was introduced:

Whereas, the subject of forestry has in recent years engaged the attention of the Governments of many countries of the world, and some of the Provincial Governments of Canada have taken action looking to the preservation and care of their timber reserves,

Therefore, resolved, that in the opinion of the board the time has arrived when laws should be made for the protection of the timber limits of the Maritime Provinces, in the direction of securing as far as possible immunity from the ravages of fires, for a more careful and scientific practice as regards the cutting of lumber and also as far as may be practicable the encouragement of the replanting of forests.

J. E. De Wolfe, Halifax, seconded the resolution and said it was desirable that something should be done at once towards the preservation of our forests in the Maritime Provinces. He referred to the interest the United States were taking in this subject by sending 30 students to Germany to study the question. He thought the cut should be restricted and better fire protection given the forests. S. B. Benjamin, Wolfville and Geo. S. Campbell, Halifax, also spoke to the resolution, and it was carried unanimously.

DEVELOPMENT OF TRANSPORTATION FACILITIES.

W. S. Fisher, St. John, introduced the next subject, "The Development of our Transportation Facilities." He said there is no more important question before the people of Canada than transportation. It applied to the railway and to the steamship. With the rapid growth of the Northwest our facilities for transporting were entirely inadequate at the present time. What would it be when the country was fully developed and the crops were four times the size of the present production? He called attention to the fact that the vast expansion of shipping over United States railways and American ports was marked. While in 1897 we imported through United States ports to the value of $16,000,000, in 1901 it had increased to $21,000,000. Notwithstanding this increase of imports through United States ports, the exports of Canadian products through United States ports and over United States railways showed a still greater increase, amounting in 1897 to $16,000,000 and in 1901 to $36,000,000. It behooved Canada to take some steps to bring about a change in this condition of affairs. His resolution read:

Whereas the rapidly developing resources of Canada have rendered the transportation question one of the most important to the future prosperity of this country, and

Whereas, it is most desirable in the national interest that every effort should be made to have the import and export trade of Canada carried on over Canadian routes and through Canadian seaports, and

Whereas, to carry this out most effectively, it is necessary that our national waterways and ports be so thoroughly protected and equipped that the traffic may be carried on with the greatest possible safety and rapidity and at the least possible cost. Therefore,

Resolved, that this board expresses its approval of the action the Government have already taken to bring about this result, and the further hope that no effort will be spared to assist in placing our ports and lines of communication in a position to secure the bulk of Canadian commerce in summer and winter.

Further resolved, that a copy of this resolution be sent to each member of the Dominion Government and to each Canadian board of trade.

Senator Woods, Sackville, seconded the resolution in a thorough review of the development of transportation, both by water and land. Senator McSweeney, Moncton, also spoke on the subject and suggested that if the Canadian railways would reduce their rates to compete with the United States railways, the question of using all-Canadian routes would be settled.

Harvey Graham, New Glasgow, asked that the resolution should be more specific as it would then call attention and create discussion. He advocated the approval of greater expenditure of money by the Government to improve transportation.

J. P. Longard said he approved of the extension of the Intercolonial to the Great Lakes and would ask the Government to do so.

Other speakers who took part in the discussion were Mr. Spinny, Mr. Haszard, P.E.I.; Mr. Paton, P.E.I. It was then referred to the committee to amend.

The delegates, on adjournment for lunch, were photographed on the steps of the Court House.

BETTER COUNTRY ROADS.

C. E. Bentley, Truro, introduced the next question for consideration in the following resolution:

Whereas, the country roads of the Maritime Provinces are to a large extent in a very deplorable condition, notwithstanding the large amounts granted by the respective Governments as well as the statue labor performed on them, and

Whereas, this Maritime Board of Trade is satisfied that the present system of disbursing the large amounts voted for road purposes does not produce the best results; and,

Whereas, the aforesaid bad condition of these roads is a serious menace to the growth and prosperity of the country.

Therefore, resolved, that this Maritime Board of Trade would strongly recommend that each Province appoint a competent instructor in road-making, to instruct country or district supervisors, and to generally oversee the construction and maintenance of public roads.

Mr. Bentley, in introducing the resolution, said he considered this a better subject than subsidizing steel shipbuilding; the subject was not good roads, but better country roads. For cities and towns bad roads should be relegated to the age of primitive field culture. And how many farmers want to go back to those times? He found that next to education the largest item is the amount voted to spend on roads. In Nova Scotia, for the year 1901 the sum of $117,644.97 was voted to be spent on the roads. Add this to statue labor and the amount is enormous. It is safe to say that not less than $400,000 was spent, including statue labor, by the Province of Nova Scotia last year. The roads are the arteries of our agricultural commerce,

and are left to the tender mercy of men, who, in most cases, have no practical knowledge of road making. The Province should appoint a practical road-maker, the same as has been done in the Province of Ontario. He also said that the county councils had spent large sums of money in purchasing road-making machines, but far better work would be done if a practical road-maker was at the head of affairs.

F. O. Allison, of St. John, seconded the resolution, and said it was only too true that better roads were needed. The resolution passed by an unanimous vote.

UNION OF CANADA AND NEWFOUNDLAND.

The union of Canada and Newfoundland and better trade relations with the British West Indies was the next subject discussed by the meeting, and was ably presented by D. H. Smith, of North Sydney, who read the following resolution :

That, whereas closer trade relations with all the British colonies within the Empire is desirable, and

Whereas, the union of Newfoundland with the Dominion of Canada has long been a subject of interest in both countries, and,

Whereas, the trade between Canada, Newfoundland and the West Indies is capable of great expansion, and should be on a basis of the greatest benefit to all. It is,

Therefore resolved, that in the opinion of this board it is desirable that the Government of Canada should endeavor to establish closer relations with Newfoundland and the British West Indies, whether by Federal or commercial union.

Mr. Smith said it was a subject of vital importance to the whole of Canada. In the past year there had been carried between North Sydney and Newfoundland 20,000 people and about 15,000 tons of freight. All the products of the Maritime Provinces found a market in Newfoundland, although they met with a heavy duty. This could be overcome by a union of the colonies. Newfoundland's debt of $18,000,000 was quite heavy, but as an offset to this debt she had very rich mineral deposits. Under federation it would give to Newfoundland a free breakfast table of which Canadians were so proud. Regarding our relations with the West Indies, he suggested that we required many of their products, and already our products found a good market there. The condition of the people there presented some obstacles, but the solution was closer trade relations with Canada.

J. Devere Stevens, Halifax, seconded the resolution in an able speech, giving his personal experience on this island.

A. C. Bell, New Glasgow, also spoke to this resolution. He said they held the gateway of Canada, and there was a pressing necessity to compel Newfoundland to attach herself to Canada. "We can none of us fail to recognize the fact that Newfoundland is a necessity to Canada. Give them good terms and they would come in." The resolution carried by a unanimous vote.

James McKay, Glace Bay, proposed the following resolution, but as it was not seconded it was laid on the table :

Resolved, that the Maritime Board of Trade views with favor the decision of the Government to spend $10,000 for the placing of Glace Bay harbor in such a condition that it will be of service to the mercantile community.

ROUTE OF A RAILWAY.

"The Route of the South Western Railway," was a subject that was introduced by Dr. Black, of Windsor, who showed by map and chart the route he thought it should take. This resolution created considerable opposition from the Halifax members. The resolution read :

Resolved, that it is desirable that the route of the South Western Railway, so-called, be such that it shall be of the greatest service to the largest amount of trade and commerce of Nova Scotia proper, Cape Breton and Prince Edward Island.

Dr. Bligh, of Truro, seconded the resolution in a strong speech.

Messrs. Stevens and J. E. De Wolfe, of Halifax ; Robert Caie, of Yarmouth, and Mr. Longard, Halifax, spoke strongly against the resolution and at the suggestion of M. G. De Wolfe it was withdrawn.

In order to save time, resolutions Nos. 8 and 17 were coupled and Augustus Cann, Yarmouth, handed the board the following resolution on "The urgent necessity of better aids to navigation on the Atlantic seaboard" :

That in view of the patriotic determination of our Government to have a Canadian freight and passenger steamship service equal to the best, this board respectfully urges upon the attention of the Government the necessity for better aids to navigation upon the Atlantic seaboard and the Bay of Fundy.

Mr. Cann stated that in view of the great losses of ships on the coasts it was needed that the boards of trade agitate for better aids to navigation. While the inland lake navigation was well protected, the sea coasts needed more powerful fog signals, better pilots, closer and more frequent examinations as to the ability and disability of the pilots.

Senator Wood seconded the resolution in an able speech on the subject, and the resolution was passed unanimously.

At this stage of the proceedings the president begged leave to say that he had just heard that J. E. De Wolfe, vice-president of the Halifax Board, had been arrested by the sheriff at the instance of Justice Meagher. This created great excitement and many members left the chamber. When order was restored M. G. De Wolfe presented the following subject for discussion : "In what manner can the efficiency of the Maritime Board be increased ?" :

Whereas, the efficiency of the Maritime Board is one that appeals to the loyalty of each affiliated board of trade and each member thereof, anh whereas much difficulty is experienced by the president and secretary of the Board in getting local boards to respond to correspondence, etc., in making their arrangements for the annual meetings.

Therefore resolved, that we in session assembled do pledge ourselves to do all we can to assist in every way the overcoming of all local obstacles that tend to detract from the object and aims of the board and to facilitate the progress of business in our annual meeting.

Mr. De Wolfe urged on the members of the various boards to take a more personal and active interest in their local boards, to attend the meetings of the boards and see that the membership be kept alive by creating interest in the many important subjects that are constantly being brought to the front. Mr. De Wolfe said he was the father of many local boards that he had created, but many of them had ceased to take a proper interest in the boards, which he much regretted.

The following resolution was then introduced by H. G. Harris, of Kentville. for E. C. Hanrahan, Sydney, and seconded by H. G. Harris.

Whereas, it is desirable in order to further increase the usefulness of the Maritime Board of Trade that the organization should make arrangements with a proper trade journal to publish an official report of its annual gathering and throughout the year to be a medium for the dissemination of information and official notices of the board to its members, and,

Whereas, that in the past journals of Upper Canada have more or less been regarded as the organs of the Maritime Board and that it is desirable that the official organ should be published in the Maritime Provinces.

Therefore, resolved, that a committee be appointed to look into the question of an official organ of the board and that said committee make proper arrangements for this purpose, reporting back to the board the action taken.

Mr. Harris named J. C. Studart, of Halifax, as one of the committee, but he refused to act. The resolution was carried and referred to the incoming Executive Committee.

INSURANCE ON STOCKS IN COUNTRY STORES.

The encouragement of insurance on stocks of goods by small country traders was introduced by Mr. McSweeney and seconded by J. Messery, and was carried without discussion. The resolution read :

Whereas, many merchants in the country districts, towns and cities are not in the habit of insuring their stocks of mer-

chandise and business premises sufficiently, or not at all, and,

Whereas, it is highly important and most desirable that all merchants should keep their property well insured.

Therefore resolved, that the Maritime Board of Trade takes this opportunity of directing attention to this important matter and recommends merchants to seriously consider their position in relation to this question.

SOUTH-AFRICAN TRADE.

South-African trade was next brought up by W. H. Fisher in the following resolution :

Resolved, that the Maritime Board of Trade heartily approves of the action of the Dominion Government in establishing steamship communication with South Africa, and desires to emphasize the importance of extended intercommunication between Canada and South Africa, the West Indies and other British colonies.

The resolution was seconded and carried without discussion.

POSTAGE RATES.

W. S. Fisher, of St. John, moved a resolution in regard to postal rates, and spoke very strongly on the subject and against the new postal arrangements. The matter was also discussed by J. E. De Wolfe, Mr. McKinley, J. E. Stewart, Mr. Robinson, Moncton, and Capt. Taylor Woods. It was finally decided to defer action. The resolution read :

Whereas, the new regulations of the Post Office Department put in force July 1, 1902, whereby the postage on circulars, catalogues, books, samples and many other items under the headings of 3rd and 4th class matter, have been doubled, and have placed a serious burden upon the mercantile classes (while the tendency of such increased rates is not to augment the revenue), and for which there seems to be no justification.

Therefore, resolved, that the board memoralize the Government requesting that the former rates be restored, and,

Further resolved, that copies of this resolution be sent to every board of trade in Canada.

FRIDAY'S SESSION.

THE JUDGE MEAGHER AFFAIR.

The first business before the meeting was the report of the committee who were appointed the previous evening to investigate the Judge Meagher episode. The report read :

To the Maritime Board of Trade :

The committee appointed to inquire into the circumstances connected with the committment of J. E. De Wolfe, vice-president of the Halifax Board of Trade and delegate from that board to the Maritime Board of Trade, to the custody of the sheriff of the county of Cape Breton by Mr. Justice N. H. Meagher of the Supreme Court of Nova Scotia, have to submit the following report :

That the circumstances under which the committment of Mr. De Wolfe was made appears to have arisen from Mr. De Wolfe resenting certain language used by Judge Meagher regarding members of the Maritime Board of Trade.

That the interview between Mr. De Wolfe and Judge Meagher appears to have taken place on the steps of the county court house, rooms in which had been placed at the disposal of the board through the courtesy of the municipal authorities, or in the vicinity thereof.

That as far as the committee could ascertain Mr. De Wolfe, in the course of the interview, stated to Judge Meagher,

A HISTORICAL GROUP—The Group of Members of the Maritime Board of Trade at Sydney that offended Judge Meagher.

that he, the judge, had used disgraceful language, and that Mr. De Wolfe was therefore committed to the custody of the sheriff as aforesaid.

That upon Mr. De Wolfe expressing his regret that he had used the word disgraceful the committment was canceled.

That the committee do not feel called upon to express any opinion as to Judge Meagher's conduct or language.

All of which is respectfully submitted.

WM. JARVIS,
G. S. CAMPBELL,
HORACE HASZARD,
G. E. DE WIT.

Sydney, N.S., August 21, 1902.

The report was adopted, but several members spoke strongly in terms of disaproval of the Judge's action.

BETTER MAIL AND STEAMBOAT SERVICE.

The next subject was "Better Steamboat and Mail Service on Minas Basin." Dr. G. W. E. De Wit, who presented the resolution, spoke strongly in its favor, and the seconder, M. G. De Wolfe, ably supported him. The resolution, which read as follows, was carried unanimously:

Whereas, it is realized expedient to establish a steamship and daily mail service between the ports of Wolfville, Kingsport and Parrsboro' on the Basin of Minas.

Whereas, under existing conditions, two days are consumed while the mails are en route from Wolfville to Parrsboro' or from Parrsboro' to Wolfville, and,

Whereas, the whole of the Annapolis Valley and the western counties of the Province feel the necessity of a shorter and more direct mail service to Parrsboro' and all sections of the country east of Parrsboro', and,

Whereas, the proposed route across the Basin of Minas is 20 miles and the route now travelled by the mails from Wolfville to Parrsboro' is 200 miles, the latter route necessitating the detention of the mails over night at Halifax, and,

Whereas, the time occupied by steamship across the Basin would be one and a half hours and would bring mail matter and passengers directly in touch with the D. A. R. at Wolfville and thus avoid the delay over night at Halifax, and,

Whereas, the tourist travel has greatly increased within the past two years in the towns of Wolfville and Parrsboro', and,

Whereas, the said travel would greatly increase with a daily service and become a strong factor in the financial support of the steamship companies.

It is resolved that it is the opinion of the Maritime Board of Trade that a daily mail and passenger service between the ports of Wolfville, Kingsport and Parrsboro' would be of immense value and advantage to the western and eastern counties of the Province and to the public generally. It is

Further resolved, that the Dominion Government be asked to grant a subsidy for a daily mail service on the Basin of Minas, between the ports of Wolfville, Kingsport and Parrsboro', and that a copy of this resolution be forwarded to the Dominion Government by the secretary of the Maritime Board of Trade.

STEEL SHIPBUILDING

One of the most important subjects before the board was then taken up. This had been deferred until to-day at the request of the Sydney and Halifax boards. The subject was "The Subsidizing of Steel Shipbuilding." E. A. Mackee, of Sydney, moved the resolution, which read:

Whereas, it is most desirable that Canadian products should, as far as possible, be carried in Canadian-built ships, and,

Whereas, the establishment and operation of large shipbuilding plants in Canada would prove to be of immense advantage to the whole country, and,

Whereas, other Maritime centres have either directly or indirectly given liberal financial assistance to their merchant marine, and prospective Canadian builders are therefore seriously handicapped in competing with the old-established yards of Europe and the United States.

Therefore, resolved, that the Federal Government of Canada be asked to grant a tonnage bounty large enough to enable Canadian builders to compete in this industry and have it extended over a term of years sufficiently long to secure the permanent establishment of this industry, which is vitally important to the business interests of the country.

Mr. Mackee said every member of this board is thoroughly convinced of the fact that steel shipbuilding is of the greatest importance; also every person knows that any nation that has attained fame and supremacy in the world owes it to the building of ships. He then referred to the ancients who succeeded each other by their superiority in the building and possessing of ships. England's enviable position as a maritime power was owing to an Act of Parliament, which gave bonuses to shipbuilders. It is a matter for us in Canada to consider whether we should or should not take up this great industry. "We are here as the fairyland and we should seize the opportunity to put ourselves to the front. It would be very remiss, indeed, if we do not do so."

Geo. E. Campbell, Halifax, seconded the resolution. He endorsed the building of steel ships as one of the national industries of these Provinces. "The Local Government have granted a bonus of $100,000, but we must have yards built on a large scale; we must import skilled labor, and the Federal Government should give a bounty of so much per ton for a number of years. A united effort in this direction will result in a bounty. Every board of trade is directly interested in this question, and should pass strong resolutions this fall before the meeting of the Federal Parliament, and, if successful, and no doubt it will be, it would be on an enormous scale."

M. E. G. De Wolfe, said Mr. Campbell's remarks were the key note to the situation and they would get what they wanted if they would work together.

The resolution passed unanimously.

FAST ATLANTIC SERVICE AND MARITIME PROVINCES.

"Is not a Fast Atlantic Service an absolute necessity in the development of the Maritime Provinces?" was a subject introduced by Capt C. O. Allen, Kentville. He said that England was anxious to promote a Fast Atlantic Service and we had everything to gain and nothing to lose. A consideration of the transportation question from our grain belts shows a vast field for improvement. In one shipping season alone, out of 6,000,000 barrels of flour and 200,000,000 bushels of cereals, the greater bulk of which came from the Northwest, 5,850,000 barrels of flour and 170,000,000 bushels of wheat were carried through United States channels, while only the comparatively small quantity of 150,000 barrels of flour and 30,000,000 bushels of wheat and corn passed through the channels of Canada. It is estimated that 24,000,000 tons of freight that should have gone through Canadian ports, passed through the waterways to Buffalo, thence through the Erie canal to New York and were finally placed on the markets of the world as the product of the United States, thus keeping our own country in obscurity and building fame for our border competitors.

It was pointed out only last month by James Osborne, general superintendent of the Atlantic Division of the C.P.R., that $46,000,000 worth of our own exports were handled by other ports because of our lack of proper facilities.

An at present minor product of Ontario, the cheese export, shows that a large quantity of this article, which the consumers supposed was purely of United States manufacture, coming as it did through New York, was really Canadian which had passed over Suspension Bridge into the ports of the adjoining Republic.

Capt. Allen strongly urged the meeting to see that every influence be brought upon the legislators of the Maritime Provinces to earnestly entreat the Federal Government to carry out this Fast Atlantic Service. "Heavy subsidizing by a Government to promote a new trade is open to controversy, as particular concerns would reap the benefits and handicap outside competing lines," he continued, "Canada's present situation is vastly different, for we have the trade but not the means, and consequently our transporting is being conducted and carried through another country. There is no doubt that if the Canadian Government will assist in operating a fast line for ten years, the country will be in such a state of prosperity that the subsidies can then be withdrawn, when the trade

will offer its own inducements to carry out the requirements, and Canada will forge ahead by leaps and bounds, similar to the prosperity the border Republic enjoyed during the period between the years 1870 and 1891, when its population increased 24,000,000 in 21 years, while this vast Dominion with as great possibilities was standing virtually still.

"If we review what other nations have been doing along this line, we will find that their commercial prosperity has been built up by Government assistance.

"The Canadian blue book shows $200,000 subsidy paid to trans-Atlantic steamship companies. At the Colonial Conference held at Ottawa some years ago, it was pointed out by the Postmaster-General that this amount was inadequate and far belaw what was actually required for the rapid handling of mails. At present the merchants of Liverpool stamp on their mail matter 'via New York' on the very day that the Canadian mail boat leaves Liverpool via Moville or Rimouski, preferring to have it go by the circuitous and indirect route to Southampton, where the United States mails leave during certain days of the week, thence to New York and finally over the long-rail route to Montreal, Sydney or Halifax. Experience has proven that owing to slow Canadian mail boats and subsequent delays around the Grand Banks and Gulf of St. Lawrence, the mails will actually reach their destination with much more certainty.

"It appears unnecessary for a Government to grant a large subsidy to a fast freight line. We have been striving for a long time to secure a fast mail service, and even in trying for this why should we weaken our hand by asking too heavy a subsidy, such as would be required to carry out both the mail and freight services? The three or four boats required to complete the mail service would carry all our perishable freight. The greater bulk of our freight, which is not perishable, could go by slower and less expensive boats.

"The speed of Atlantic mail boats is increasing every year, it being only a question of the trade paying the price. Let not Canada's interests be sacrificed, but let us have a line not only as fast as any now afloat, but as fast as any now building on the stocks in Europe. The North-German Lloyd boat, now under construction, is to be a full knot faster than any at present in commission.

"The Allan line, trading up the St. Lawrence, lost eight ships in as many years, besides many other accidents, entailing loss of life and property, owing to these steamers running through a region abounding in ice, where the percentage of fog reaches the maximum, threading up a long and dangerous Gulf into the narrow and shifting channels of the river. Against this let us compare the record of the Cunard boats, plying between Liverpool and New York, where they have run an unbroken record of 62 years without losing a life, and nearly as long without the loss of a letter.

"The St. Lawrence, from its geographical position, with its long pent up channel, has had in the past so many serious accidents, which have unfortunately given a bad name to the whole Canadian waters. Only during the brief period of three months that navigation has been open in the Gulf there have been calls on the underwriters amounting to three-quarters of a million dollars.

"The Hydrographic Office at Washington has just issued charts, dated July, 1902, taking data from the past three years, 1898 to 1901, which show that during the month of July a region at about 320 miles south of Cape Race, fog exists 17.6 days during that month, when only 60 miles further south there are only 1.8 days of fog. Around this latter spot the White Star, Cunard and North-German Lloyd ships pass, and so must the fast Canadian mail boats, no matter where the terminus may be. Through a region like the former the mail boats would have to go under a greatly reduced speed."

The resolution read:

Whereas, public opinion in Canada has pronounced emphatically in favor of a fast service between Canada and the United Kingdom, equal in speed and appointment to any crossing the Atlantic;

And whereas, we are of the opinion that full advantage should be taken of the ports of the Maritime Provinces, which are hundreds of miles nearer the commercial centres of Europe than the inland ports of Canada, and especially as ocean routes can be followed to these ports which are quite as safe and shorter than those taken by the fastest ships out of New York;

Therefore resolved, that the representatives of the Maritime Board of Trade here assembled urge the Government to take immediate and definite action on this question by granting the necessary subsidy to insure the inauguration of such a service with the least possible delay;

Further resolved, that ocean routes to be followed by steamers of the line should be such as would enable them to run as nearly as possible at full speed from port to port, with the least risk of danger or detention by fog or ice;

And further resolved, that in the opinion of this Convention the terminus in Canada should be the nearest available port to Europe, where ships of such large size can come and go with safety and despatch at all seasons of the year.

The resolution was seconded by M. G. De Wolfe, of Kentville, who said he had always strongly favored a fast Atlantic service, and believed we should go about this matter with great earnestness. He referred to the late Mr. Chipman as having done a great deal in bringing this matter to the attention of the Maritime Board.

G. H. Dobson, of North Sydney, depreciated the adoption of a 20-knot service, and considered that it would be a waste of public money. "We must have the very fastest steamers afloat," he said. He also insisted that the port of Sydney must be a port of call.

G. S. Campbell, Halifax, agreed with the previous speakers. He said a great change of sentiment had taken place in Canada in regard to the fast Atlantic service, and the West were now strongly in favor of it. Nova Scotia had always been in favor of a first-class service. The time had now come to consider the details and the terminus of a fast Atlantic service. The ports available were Montreal, Quebec, Sydney, Halifax, and St. John. The questions to be considered were the speed of the ships, safety of the route, and the most available port all the year. He considered that it would be to the best interests of all for the line to call at one port all the year round.

Jas. Paton, Charlottetown, P.E.I., considered the Quebec route the back door to Canada, and thought that Halifax should be the all-year port.

H. C. V. LeVatte, Louisburg, took exception to the previous speaker's remarks, and stated that if the nearest port was selected then Louisburg was the nearest port to Europe.

Dr. De Wit: The nearest and safest port?

Mr. LeVatte: That answers for Louisburg.

Wm. Jarvis, St. John, said it was unwise and unfortunate to specify any particular port, and suggested that the selection of the port should be left with the company or companies who intend operating such a line. The question of speed was of the greatest importance, and he did not think the present subsidy sufficiently large to maintain a speed which would make the service valuable.

W. H. Fisher, St. John, said he was heartily in favor of the resolution. In his opinion it would be well if Canada adopted a 20-knot service, and afterwards make it equal if not superior to the best crossing the Atlantic. "Let us take a step at a time in trying to compete with the great people to the south of us," he said.

J. E. De Wolfe, Halifax, said: "This is a question of a slow or fast line, and I doubt if a 20-knot-service could be called a fast line. This is the point to decide. Do we want a fast line? Let us ask for it."

Senator Wood, Sackville, favored the adoption of a service equal in speed and

appointments to any crossing the Atlantic. We want the greatest route on earth. The resolution was carried unanimously.

EXTENSION OF THE I.C.R.

H. C. V. LeVatte, Louisburg, introduced the resolution for the extension of the I. C. R. to Louisburg and Glace Bay. It read :

Whereas, freight carried by the I. C. R. for points south of Sydney, connected by the Sydney and Louisburg Railway (except in carloads) is at present stored at Sydney, but reshipped on the Sydney and Louisburg cars, thus causing expense and delay, and,

Whereas, passengers travelling west by the first express train of the I.C.R. from Louisburg and all points south of Glace Bay, and by the fast express on all points south of Sydney, are compelled to remain in Sydney overnight, and,

Whereas, the mail service is very unsatisfactory on account of the said railway service,

Resolved, that this Maritime Board of Trade believes that it would be to the material interest of the people living between Sydney and Louisburg on the line of the Sydney and Louisburg Railway, comprising a large percentage of the population of Cape Breton county, and also the mercantile and travelling community at large that the I.C.R. express and freight trains should run to Louisburg over the Sydney and Louisburg Railway track, connecting as it would with the great mining districts.

Further, resolved, that a copy of this resolution be forwarded to the Minister of Railways at Ottawa.

S. E. Landry seconded this resolution, and after a short discussion it was passed.

WANT BETTER FACILITIES.

E. H. Spinny, Yarmouth, introduced the next subject, namely, "The desirability of a daily steamship communication between St. John and Digby throughout the year." He pointed out that now for only about four months in the year they have a daily service, and it was necessary that they should have a daily service all the year round. He presented the following resolution :

Whereas, the increased requirements of commerce in the south-western section of Nova Scotia, coupled with that of the Annapolis Valley, demand greater transportation facilities ; therefore,

Resolved, that the Maritime Board of Trade urge the Government to encourage such increase of steamboat service between St. John and Digby by granting such subsidies as will accomplish that object.

The resolution was seconded by J W. Blanchard, of Windsor, who said it affected the entire western portion of Nova Scotia. The resolution was passed unanimously.

THANKS TO THE MACLEAN PAPERS.

W. H. Fisher, St. John, asked permission of the chair to say a few words and asked the meeting to pass a vote of thanks to The MacLean Publishing Company for having been good enough to send down each year, at a great expense to them, a representative to report the meetings of this board, and he therefore moved that a vote of thanks be passed.

M. G. De Wolfe, Kentville, seconded the motion. He said he had the interest of the Maritime Board of Trade at heart and he regretted that the resolution which was passed yesterday had not been reconsidered, but it was brought in during a time of great excitement while most of the members were absent, and, in fact, it was "railroaded through"—you know what that means ? He said that the board highly appreciated the service rendered by "The Canadian Grocer" and "Hardware and Metal" in so freely reporting the meetings.

J. C. Stewart, Halifax, said the resolution brought in the day before was a complete surprise to him, and he promptly declined to serve on such a committee. He considered that it was a reflection on The MacLean Company's papers which should not have been made. "I strongly favored the encouragement of all trade journals publishing the proceedings, and especially those which were so widely circulated as the papers published by The MacLean Publishing Co. The resolution was passed unanimously.

The secretary's report was then read. He reported having collected the sum of $261.75, and expended $31.

It was moved that the secretary be granted $100 for his services, and Mr. Paton moved the adoption of the report, which was seconded by Mr. Dobson and carried.

FIRE INSURANCE RATES.

J. E. De Wolfe, Halifax, introduced the following resolution :

Whereas, it is reliably stated that fire insurance in the Maritime Provinces has been very profitable during the past 20 years ;

And whereas, the rates have recently been increased in many places by the tariff companies without any justification for the same ;

Therefore resolved, that we ask our members to unite in giving business to and assist in the promotion of non-tariff companies that are willing to take risks on their merits independently of any combination, and that the secretary be authorized to send a copy of this resolution to every board of trade in the Maritime Provinces.

In speaking to the motion Mr. De Wolfe said the question of insurance rates had become one that needed the consideration of this board. He then read the following resolution passed by the Bridgewater Board of Trade :

At a special meeting of the Bridgewater Board of Trade, held on Tuesday evening, the 12th inst., the following resolutions were passed :

Whereas, the Nova Scotia Board of Fire Underwriters has imposed a rating taking effect on the first day of March inst., increasing the heretofore existing rates for fire insurance more than one-third in the business district of this town ;

And whereas, the aforesaid district, subject to the increased rates, was rebuilt after the fire of January 12, 1899, in accordance with the advice and ideas of a representative of said board, who stated that if such plans were adopted the fire insurance rates would be materially reduced ;

And whereas, by incurring the expenditure of $25,000 for expropriating the water front so that no buildings could be erected thereon, thereby providing an easy and effective means of procuring water for fire protection purposes in said district, and the laying out of a cross street in said district and two others widened for fire-breaks ;

And whereas, all wooden buildings in said district were restricted to two storeys in height and were also required to be built with flat roofs ;

And whereas, a water service with a reservoir a great elevation above La Have River is to be installed this year at an expenditure of $40,000, a prime consideration in incurring such expenditure being to give greater protection from fire to said district ;

And whereas, the rate now imposed is unjust, oppressive and unfair in consideration of the facts here recited ;

Therefore resolved, that the Bridgewater Board of Trade in meeting assembled, protests strenuously against the imposition of the increased fire rates and respectfully requests the Board of Fire Underwriters to carefully consider this resolution and the facts it contains, and in view thereof to revoke the increased rates imposed on March first inst. ;

Further resolved, that copies of this resolution be sent to the Nova Scotia Board of Fire Underwriters and also to the Maritime Board of Trade, the Halifax Board of Trade, and to C. E. L. Jarvis and F. W. Butcher, insurance adjusters, requesting their co-operation, and that the local agents be requested to bring to the notice of their respective companies the injustice and inequality of the increase and the danger of loss of business thereby.

Mr. Stevens said that the merchants had been paying unduly high rates in some instances to make up for losses elsewhere, and he considered there should be some remedy for it.

G. E. Faulkner spoke on behalf of the insurance companies, and said the question of insurance was entirely a business proposition. He said the companies must charge enough to warrant them doing a safe business. It was not true that the rates were fixed so that burned districts had to pay all the losses the companies sustained in them.

W. H. Roach, Windsor, said the premiums paid by Nova Scotia amounted to $600,000 and to non-tariff companies, about $35,000. He considered the non-tariff companies should be encouraged, and as far as paying losses were concerned, he knew they always paid promptly. He called attention to the fact that dur-

ing this summer the tariff companies had raised their premiums 50 per cent.

Wm. Jarvis, St. John, said there was really a great misunderstanding in the matter. He, as an insurance man, had done everything possible to moderate the rates. He said that two of the largest companies who had done business in New Brunswick had gone out of business there on account of the unprofitable business they had done. It was the disposition of the companies to act fairly with all.

Thos. H. Summerville, St. John, opposed endorsing non-tariff companies, as the tariff companies might withdraw from the Provinces. "We want the best companies to carry our risks," he declared.

Mr. Campbell, Halifax, favored the encouragement of the non-tariff companies as much as possible in the Provinces, because there was a combine among the tariff companies to fix rates. He had no doubt fire insurance companies had made money. The resolution passed.

ATLANTIC MAIL SERVICE AND MARITIME PROVINCES.

Geo. Dobson, North Sydney, moved the following resolution :

Whereas, the usefulness of the Canadian subsidized English mail service between Montreal, Quebec and Great Britain is seriously restricted in the delivery of mails, particularly to the Maritime Provinces, by the use of Rimouski, an inland port, as the first port of call, delaying the mails to the Maritime Provinces from two to three days, and,

Whereas, improved transportation is of vital importance to the large and growing industries of these Provinces by the sea, therefore,

Resolved, that the Dominion Government be urged to give its immediate consideration to the selection and use by all Canadian subsidized mail lines plying between Montreal, Quebec and Great Britain of an Atlantic port of call that will afford these Maritime Provinces equal or better despatch for mails, etc., with the other Provinces of the Dominion.

The resolution was seconded by P. Innis and adopted.

COMPANY STORES.

W. H. Chisholm, of Glace Bay, brought up the question of company stores in the following resolution :

Whereas, it is a fact that the wages of many workmen employed by large industrial corporations in the Province of Nova Scotia are paid in merchandise through or by means of company stores, and,

Whereas, the system of paying labor in supplies, commonly known as the "truck system," instead of in the coin of the realm, is inimical to the progress of the community, checks economy, impairs the self-reliance of the workmen in business, and diminishes the purchasing power of the work of the laborer, and,

Whereas, the said system places barriers on trade, withdraws money from circulation, directly tends to the stagnation of enterprise within its immediate influence, and technically injures the commercial life of the country in general ; be it therefore,

Resolved, that the Maritime Board of Trade recommends the amendment of the present Cash Payment Act of Nova Scotia, so as to embrace the provisions of the English Act on the subject.

The resolution was seconded by D. D. Mackenzie, M.P.P., and passed unanimously.

VOTE OF THANKS TO SYDNEY BOARD.

On motion of G. S. Campbell and W. H. Fisher a vote of thanks was unanimously tendered the Sydney Board of Trade for its hospitality.

H. C. V. LeVatte responded for the county. He said : "We pride ourselves on treating our visitors well, and we regret the unfortunate occurrence of yesterday. We trust you will all come again."

Horace Haszard, Charlottetown, wished to return thanks to the citizens of Sydney and to the local board of trade on behalf of himself and Prince Edward Island delegates as well as the Convention for the reception they had received. He was glad to witness the wonderful progress that Sydney had made. "I am also bound to refer to one unfortunate incident, as I feel I have been insulted and propose to move a resolution and I feel that we should put ourselves on record that we resent the insult given our members." He moved the following resolution :

That before leaving Sydney the members of the Maritime Board of Trade wish to express their sense of the courtesy shown to them during their visit with one unfortunate exception ; that they desire to disclaim any intentional discourtesy towards a member of the judiciary of the Province, who is personally unknown to very many of them ; that they were greatly surprised at the attempt made to push through those of their numbers who were grouped on the steps of the court house building—rooms in which had been placed at their disposal, by the municipal authorities—and still more so at the language made use of on that occasion. And they desire to place on record their regret at an occurrence for which they feel that they have been in no wise to blame and their opinion that the language used towards members of the board was entirely unjustified.

P. R. Rentley, Sydney, seconded the resolution and regretted the occurrence. The Sydney Board were anxious that all should have a good time, and no doubt the unfortunate occurrence had put a damper on every one.

The resolution then passed unanimously.

NOTICE TO AMEND BY-LAWS.

G. E. Faulkner gave notice of the following resolution :

Resolved, that By-law No. 3 be repealed and the following substituted therefor :

Subjects for consideration at the annual meeting, and resolutions dealing with such subjects shall be forwarded to the secretary at least 30 days prior to date of annual meeting and the council of the board shall arrange the order in which the various subjects pcesented for consideration shall be taken up, and shall have the list of subjects, with resolutions to be offered in connection therewith, printed and distributed to the affiliated boards at least ten days before the date of the annual meeting.

NEXT PLACE OF MEETING.

Invitations to meet next year were received from Moncton, Yarmouth, Charlottetown and St. John. Charlottetown was decided on as the next place of meeting.

NOMINATING COMMITTEE.

A nominating committee to select officers for the ensuing year, composed of the following, was chosen by the chairman : M. G. De Wolfe, Wm. Jarvis, A. M. McKinley, Jas. Paton, Robt. Caie, E. C. Hanrahan, Dr. De Wit and Peter Innes.

Peter Innis, chairman, reported the following as the selection of the committee, and they were elected :

OFFICERS ELECTED.

President.—Horace Haszard, Prince Edward Island.

Vice-President (for Nova Scotia)—J. E. De Wolfe, Halifax.

Vice-President (for New Brunswick)—D. H. Walsh, Moncton.

Secretary-Treasurer.—C. M. Creed, Halifax.

Corresponding - Secretary.—E. T. Higgs, Charlottetown.

Auditor.—F. O. Allison, St. John.

J. E. DE WOLFE'S ACTION ENDORSED.

The following resolution was moved by Alexander Stephens, seconded by P. R. Rentley, and unanimously passed :

Whereas, J. E. De Wolfe, of Halifax, a delegate from the Board of Trade of that city, worthily upheld the dignity of the members of this board, in resenting gross insult offered them by Justice N. H. Meagher, and,

Whereas, Mr. De Wolfe in so doing was placed in a most unenviable position ;

Therefore resolved, that the board express its confidence in Mr. De Wolfe, and thank him for having pursued the course he did, thereby maintaining the reputation and dignity of the board.

Mr. De Wolfe, in reply to the resolution of thanks, thought the report of the committee a weak one, and certainly if no further action had been taken in the matter, he would have considered it his duty, in self-respect, to resign from the board. He was glad, however, that he still had their confidence when they selected him vice-president for Nova Scotia.

VOTE OF THANKS TO MR. BLACK.

M. G. De Wolfe moved a hearty vote of thanks to the retiring president, W. A. Black, and complimented him on the interest which had grown so large under his presidency. He referred to the meeting as being the largest held during the existence of the board.

J. E. De Wolfe, of Halifax, seconded the motion, which was carried amid loud applause.

W. A. Black, the retiring president, responded and thanked the members for the assistance they had given him and was pleased to see the interest taken in the meeting. He also spoke feelingly of the able work done by the secretary-treasurer, C. M. Creed, who had done hard work in the interests of the boards of trade.

After singing "God Save the King," the meeting adjourned sine die.

MACHINERY AND ELECTRICAL SUPPLY DEPARTMENT

MACHINING CLUTCH PULLEYS IN A MODERN PLANT.

THE machine tool is a turret lathe in the plant of a New York company. The tool, according to Iron Age, is especially fitted for the production of the counter-shaft pulleys sent out with their make of lathes, and these are manufactured in sufficient quantities to require the duplication of the parts in interchangeable style. The clutch pulley, which is the particular product of this machine, has several operations to be performed. For instance, the rim is faced on each edge, and the inside of the rim is turned out on a slight taper to form the frictional surface of the clutch. The face of the pulley is turned, crowned and finished. The hub is faced at the one end and the hole is bored and reamed to size. A portion of the interior surface of the rim, the arms and one-half of the hub are available for gripping or any other purpose, as the remainder of the surface is to be finished, and economy of time demands that all this be done without taking the work out of the chuck.

The designer of the tools felt the necessity of utilizing each of the unfinished parts in order that the pulley could be readily and solidly chucked. Each of the pulley arms rests against a piece projecting from the face of the chuck, and these lugs are machined on their outer ends. Other pieces locate the interior of the rim, and thus the work can be placed against the chuck and centred without delay. Three screws bear against the hub, and an equal number of hook bolts are forced into position to grip the arms of the pulley and draw them tightly against the faced projections on the chuck. These hook bolts are moved in or out by means of wedges and screws.

The cross slide has a multiple holder containing a set of half a dozen roughing tools together with two side tools for finishing the edges of the rim. These tools are held in the casting on the cross slide, and are fed in and then given a slight sidewise motion which puts the surface in good condition for the finishing chip. Each of these tools is held by its own setscrew and any of them may be readily removed for sharpening or other adjustment. The operating handles are brought to the front of the machine and the roughing tools are set in a curve to enable the work of the the finished chip to be more evenly distributed over the surface of the forming cutter.

The finishing tool is placed at the back of the carriage on the cross slide; the cutter being formed to give the shape of the crowned surface and the end of the tool cut at an angle to produce a shearing action. The cutter is tilted at a slight angle and on being pulled through by the cross feed the tool works with a steady shaving cut which speedily brings the pulley face to correct form.

MACHINERY NOTES.

A set of tinsmith's tools was delivered by H. W. Petrie, Toronto, to J. A. Mathewson, 319 Yonge street, Toronto.

Evan A. Cook, Trout Lake, Ont., has purchased a 15 in. x 7 ft. Sebastian gap lathe of H. W. Petrie, Toronto.

A 15-horse-power Haggas gasoline engine was shipped a few days ago to G. W. Peterman, of Bond Head, Ont., by H. W. Petrie, 141-5 Front street west, Toronto.

The Sims Lumber Co., Sault Ste. Marie, Ont., have installed a large horizontal tubular boiler in their plant. H. W. Petrie, Toronto, furnished the boiler with all its fittings.

Says The Kingston Times: "The expulsion of the Amalgamated Machinists of the American branch at work in the Locomotive Works, by the New York executive of the order, introduces us to another interesting phase of the strike in the institution on Ontario street. Of course, the order of expulsion does not involve their leaving the Locomotive Works; they simply lose the benefits of the organization and take the position of non-unionists. The expulsion, however, brings into view more clearly that the local strike is not now so much a struggle between the company and its ex-employes, backed up by the International Machinists' Union, as it is between the British and United States unions themselves. The strikers were, at the time of the strike, and are still, members of the United States organization. To it they paid their dues, from its officers came the order to strike, and since they went out they have been maintained by American money.

"Side by side with these men affiliated with the United States organization, worked a few men belonging to the Amalgamated Society, which is purely British in its origin and mainly so in its board of control. It has a large membership and a fund of over $3,000,000 on which it can draw for the support of its members, whereas the International Order has less than $9,000 to its credit for this purpose. These men refuse to go out on strike with their brethren of the foreign order. On the contrary, they remained at their work and are in this position to-day. Subsequently there came to their aid a number of fellow workers from over the sea who were attached to the Amalgamated Society. The latter aver that they were cognizant of the state of matters in the locomotive works when they agreed to serve the company, and that they came here with the sanction of the officers of their order in Britain, who were, presumably, seized of the situation in Kingston. The recent order of expulsion by the New York executive of the order, shows that there is such a cleavage between the International Order and the Amalgamated Society as to amount to different policies, indeed, to positive opposition."

ELECTRICAL NOTES.

DURING the week Jones & Moore, 22 Adelaide street west, have sold motors to The Wm. English Canoe Co., Peterboro'; to Robert Barron & Sons, Toronto; to W. Pearless, Arthur street, Toronto, and to The Ballard Tube and Equipment Co., Bay street, Toronto.

A partial list of firms to whom The Kay Electric Dynamo and Motor Co., Limited, have recently sold their improved motor is: Victoria Shoe Co., Ideal Plating Co., Gurney Foundry Co., Francis-Frost Paint Co., Flett, Lowndes & Co., George Keith & Son, T. Eaton Co., R. Dack & Son, Julian Sales Leather Goods Co., Reid & Brown, W. R. Phillips, Gold Medal Furniture Manufacturing Co., Kemp & Keith, Bell Piano and Organ Co., W. R. Johnston Clothing Co., Gowans, Kent & Co., glassware; A. R. Williams Machinery Co., H. W. Petrie, machinery dealer; Dominion Fence Co., Penman Manufacturing Co., Paris.

NEW ROLLER BEARING.

Jones & Moore Electric Co., 22 Adelaide street west, Toronto, will have a new roller bearing on one of their dynamos at the company's exhibition at the Toronto Industrial Fair. It operates without oil of any kind, and overcomes 90 per cent. of the friction of the ordinary bearings.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

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No. 16062—New 24-in. x 24-in. x 6½-in. Planer, with C S.
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IRON SHAPERS.

No. 16329—New 16-in. Shaper, London Make.
No. 15828— " 20-in. " " "
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UPRIGHT DRILLS.

No. 15093—24-in. Drill, B.G. & P.F.
No. 16013—New 2 -in Barnes Drill.
No. 16301— " 23-in. " "
No. 16201— " 14-in. " "

LEVER PUNCHES.

No. 13635—No. 2 Walker Lever Punch.
No. 13634—No. 3 " " "

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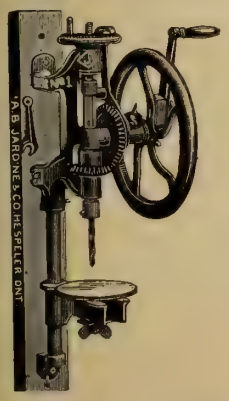

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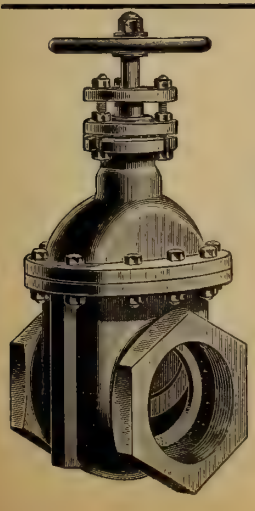

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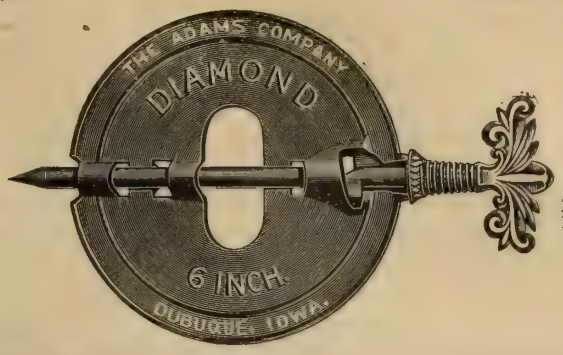

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Three Requisites for Success in Business.

Extract from an address delivered by Daniel B. Murphy, of Burke, FitzSimons, Hone & Co., at the meeting of the Rochester Retail Grocers' Association.

WE are engaged in business for profit. There is little of the sentimental about the average business man. His self-preservation among his mercantile associates and the protection of those dependent upon him are what commend his constant and earnest attention and make bearable the routine drudgery incident to commercial life.

The discouraging fact ever confronts the struggling business man that over 90 per cent. of those who engage in mercantile pursuits fail, either directly or indirectly. Notwithstanding this disturbing feature of our business, we should keep prominently before us the truth that there is something in life's struggles besides dollars and cents. A man who is

CONFRONTED WITH INEVITABLE FAILURE,

and who sacrifices honor and integrity, for any salvage in the nature of dollars and cents, is dishonest and unworthy of confidence; while, on the contrary, the man who preserves his honor and integrity, even at great financial cost, retains in a higher degree than before the respect and admiration of his fellow men. We should be at all times manly, honorable, faithful and reliable. These qualifications are indispensable to every successful business man, and, what is more to the point, they are within the reach of all.

There are at least three essential requisites for the successful management of business. These are

CHARACTER, CAPACITY AND CAPITAL.

While all these requisites are fundamental, the greatest is character. No man can hope to permanently succeed in life's struggle whose line of action is not based upon the principles of honesty, uprightness and integrity. A merchant should be honest with himself, honest with his patrons and honest with his fellow business men.

To be honest with himself implies a full and accurate knowledge of the details of his business affairs. He should keep his books in such a manner as to enable him at any time to show definitely what his assets and liabilities are. His books should indicate daily the amout of stock on hand at cost, the amount of his book accounts at actual value and, also, the amount due his creditors. He should also have before him as a stimulus to greater effort a comparative statement of daily sales and expenses, extending over a series of years. A succesful enterprise cannot stand still. It must be progressive in order to be enduring, and every employe should share this commendable ambition of his employer.

In this connection I might say that it is very important that a merchant should have his stock fully protected by fire insurance. Insurance companies assume this risk for him at a reasonable compensation. It is their business to take risks of this kind and not the merchant's.

A merchant should also be honest with himself to the extent of appreciating fully what

A PRICELESS BOON

it is to have it known in commercial centres of the country that he is reliable and trustworthy in every transaction, that his word is synonymous with his bond, and that he is ever keenly sensitive to the necessity of preserving his good name. Without honor, integrity and manhood, a man has nothing and can have nothing. These qualities are vital to every man, whether in business or out of business, and their value cannot be estimated on a basis of dollars and cents.

Secondly, a merchant should be

HONEST WITH HIS PATRONS.

This implies that there should be on hand a well-arranged stock of merchandise, kept in neat and attractive manner. It means, also, that it is incumbent on him to give honest value, full weights and correct measurements. It means, too, that there should be absolutely no misrepresentation. Trading stamps, chromos, prizes and other subterfuges should not be employed to secure patronage. The unreasonable plaints that arise in the life of the merchant should be met with tact and diplomacy and the patron appeased if possible, but not at the cost of principle or self-respect.

A merchant should also be honest with his fellow business men. This implies that when called upon to give his experience with regard to the standing of a certain customer, the information should be candid and reliable. This brings us face to face with the most deplorable feature of mercantile life, viz., loss sustained through worthless accounts.

Mr. Murphy here gave statistics which he had gathered from commercial agencies, and which showed that the aggregate loss because of liabilities involved in failures in the United States from 1890 to 1899, inclusive, was $1,788 719,267. The average loss for each year was thus $178,871,026.70. The average was more than the total capital of the 209 State banks, the 60 trust companies and the 326 National banks in the State of New York in the year 1900. It exceeded their aggregate capital by more than $10,000,000.

GUARDING AGAINST LOSSES.

"How are we to guard against excessive losses?" continued Mr. Murphy. "This question comes home to everyone present. There is no serious question about the truth of the common expression that 'credit is too cheap,' nor about the kindred saying that 'credit is too freely granted.' Credit should always be judiciously granted, and never indiscriminately or in a haphazard manner. A man who grants credit should be a good judge of human nature, and with tact and discretion should secure proper information from the applicant for credit as to his financial and moral responsibilities, who his references are, and, also, whether he is disposed to comply in every respect with the terms of settlement submitted to him. There should be a distinct understanding as to the amount of the account, since every account should have its limit, and, also, that the obligations contracted shall be discharged at least monthly.

COURAGE TO SAY 'NO.'

"You must have courage to say 'no' to the unworthy applicant, and there are many of this class who apply for credit without having any basis whatever for such favors. You find competition sharp and the margin of profit necessarily small, and, therefore, you are not warranted in taking unreasonable financial risks. You are not warranted in taking all the possibilities of failure to pay, such as sickness, loss of situation, etc., on the part of the debtor.

RIGHTS OF DEBTORS.

"In our dealings with the debtor class, we must not forget that they have some rights that we are bound to respect. We must discriminate between the reprehensible debtor, who can pay, but will not, and the unfortunate debtor, who is well disposed, but, through circumstances, is unable to pay his honest obligations. The first are clearly without the pale of our sympathy, while the latter are worthy of considerate treatment, and should not be numbered among disreputable debtors. We must be ever on our guard against the vicious debtor, who, with fervid eloquence and brazen assurance, goes from merchant to merchant with the studied purpose of adding another name to the long list of those whom he has already shamefully and criminally defrauded."

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For the GENUINE
Imperial French Green
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And CELEBRATED
ENGLISH VARNISHES
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

Announcement

We find it impossible to make an Exhibit at Toronto this year, and solicit enquiries from our customers and the Trade.

Our sales for first seven months of this year show an increase of seventy-five per cent. over 1901, which reflects the quality of our goods and the treatment extended to our customers.

Have you seen our new ceiling classification? It's a work of art.

The Metal Shingle & Siding Co.
LIMITED
PRESTON, ONT.

FALL TRADE

will use up a lot of wrapping paper. When stocking up in this line get Brown and Manilla

WRAPPING PAPERS

of these mills, and notice the extra satisfaction in the neat, strong parcels. Full weight—full count.

CANADA PAPER CO., Limited
TORONTO and MONTREAL.

Shovel Factory to Lease.

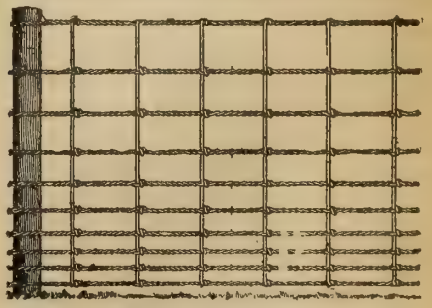
A Shovel Factory, complete and in good running order, capacity 20 doz. a day—could be largely increased—will be leased for a number of years on easy terms. Good shipping facilities and in the vicinity of Montreal. Apply to

Thos. C. Collins & Sons
(32-4) 301 St. James St., Montreal.

The Oshawa Wire Fence Co.

OSHAWA, ONT. Limited

Manufacturers of . . .
Woven Wire Fencing, Gates, Etc.
Also Dealers in Galvanized Fence Wire



Agents wanted. Send for catalogue and prices.

WORKS: ST. HELENS, ENGLAND, and MAUBEUGE, FRANCE.

Pilkington Brothers, Limited

MANUFACTURERS OF

Polished Plate and Window Glass
Prismatic Rolled and Wired Glass
Plain and Bevelled Mirror Plates
Rolled Plate
Fancy Cathedral
Colored Glass, etc.

DEPOTS:
Busby Lane, Montreal, and Mercer Street, Toronto.

Our Prismatic Glass gives the best results of any Prism Glass on the market. Should be glad to show you our Prismatic Exhibit in our Warerooms.

MANITOBA MARKETS.

Winnipeg, August 26, 1902.

IT is a little difficult to say anything new along this line as business is so good in all lines and changes in prices few and far between. It is quite safe to say that every hardware jobbing house in Winnipeg has all the business it can handle with comfort. There is no better barometer of the hardware trade than the additions being made this year to the already exceptionally large warehouses of the trade. George D. Wood & Co.'s space will be increased more than one half. The J. H. Ashdown Co., Limited, have about doubled theirs and The Marshall-Wells Hardware Co., that started here the last of all the hardware houses, is also erecting a very large addition to their present warehouse, although when it was erected three years ago they expected to rent a portion of it for a time until their business should justify the occupation of the whole of it. Implement and carriage firms are also extending their premises. The Cockshutt Plow Co. has a large warehouse and showroom in course of erection on Princess street. The Fairchild Co.'s new track warehouse is nearly completed and to-day The McLaughlin Carriage Co. completed the purchase of a lot 99 x 100 feet on the corner of Princess street and Ross avenue, and on Tuesday next will call for tenders for the erection of a four-storey and basement solid brick and stone building 50 x 98 feet on same. To old-timers in Winnipeg the site of this building will be familiar as that on which the old Grand Union hotel stood for so many years. These are just a few of the evidences of growth in hardware and implement circles.

All classes of structural hardware, nails and building paper are very active. Shipments of binders and mowers are practically over, but there is great activity in threshing outfits and repairs.

The price list of last week is unchanged, although a drop in linseed oil is expected in a few days :

Barbed wire, 100 lb.	$3 30
Plain twist	3 40
Staples	3 95
Oiled annealed wire 10	3 75
" 11	3 80
" 12	3 85
" 13	4 00
" 14	4 15
" 15	4 25
Galvanized wire, 6 to 8 gauge	4 00
" 9 "	3 50
" 10 "	4 05
" 11 "	4 20
" 12 "	3 65
" 13 "	3 75
" 14 "	4 45
" 15 "	4 60
" 16 "	4 75
Wire nails, 30 to 60 dy, keg	3 25
" 16 and 20	3 35
" 10	3 35
" 8	3 45
" 6	3 50
" 4	3 65
" 3	3 90

Coil chain, 3-16 inch	10½
" ¼ inch	8¾
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Cut nails, 30 to 60 dy.	3 10
" 20 to 40	3 15
" 10 to 16	3 20
" 8	3 25
" 6	3 30
" 4	3 60
" 3	3 75
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No 1	4 30
No. 2 and larger	4 05
Snow shoes, No. 0 to No. 1	4 55
No. 2 and larger	4 05
Steel, No. 0 to No. 1	4 40
No. 2 and larger	4 35
Bar iron, $2.70 basis.	
Swedish iron, $5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	2 79
18 to 22 gauge	4 75
24 gauge	5 00
26 gauge	5 25
28 gauge	5 50
Genuine Russian, lb	12
Imitation " "	8
Tinned, 24 gauge, 100 lb.	7 75
26 gauge	8 00
28 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	11 00
" IX "	13 00
" IXX "	15 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	$13 00
" ⅜	13 50
" ¼ and 5-16	13 70
Manila, 7-16 and larger	17 00
" ⅜	17 55
" ¼ and 5-16	18 00
Solder	20
Cotton Rope, all sizes, lb.	17
Axes, chopping	$ 7 50 to 12 00
" double bitts	12 00 to 18 00
Poultry netting, 24 in.	1 35
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	57½ p.c.
Bolts, carriage	50 p.c.
Machine	50 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Bluestone, cask lots	$5 50
Spades and shovels	40 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2½ p.c.
" " plain	70 and 15 p.c.

PETROLEUM.

Water white American	24½c.
Prime white American	22½c.
Water white Canadian	22c.
Prime white Canadian	20½c.

BINDER TWINE.

Sisal and Standard f.o.b. Winnipeg	$ 12
Manila, 550 feet	13
Manila, 600 feet	13¾
Pure Manila	15½

Five-ton lots ⅛c. less per lb., and car-lots ¼c. less.

SCRAP.

No. 1 cast iron	$13 to $14	per ton
No. 2 "	5 to 6	"
Wrought iron scrap	5	"
Copper (heavy)	7c.	per lb.
Yellow brass (heavy)	7½c.	"
Light brass	5c. to 6c.	"
Lead pipe, or tea lead	2c. to 2½c.	"
Zinc scrap	1c.	"

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 75
Less than barrel lots	80
Linseed oil, raw	87
Boiled	90
Lubricating oils, Eldorado castor	27½
Eldorado engine	26½
Atlantic red	29½
Renown engine	41
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 50
26 to 40 per 50 ft.	2 75
41 to 50 " 100 ft.	6 00
51 to 60 " " "	6 50
61 to 70 per 100-ft. boxes	7 00
Putty, in bladders, barrel lots per lb.	2½
kegs "	2¾
White lead, pure per cwt.	6 00
No. 1 "	5 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1.30 to $1.90

AN ENJOYABLE HOLIDAY.

On Saturday, August 23, the employes of The Dominion Bridge Co., Montreal, held their annual picnic at Otterburn Park. An excellent programme of races and games was provided, and the event was looked upon as one of the most successful of the year. Among the distinguished visitors present was Mr. F. D. Monk, M.P., who contributed not a little towards making the occasion an enjoyable one. Mr. E. Adler, superintendent of the works, was another who took a great interest in the proceedings. All the events were entered into with keen enjoyment, and nothing whatever occurred to mar the pleasure of the picnicers during the day.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

John Bowman

HARDWARE & COAL CO.

LONDON, ONT.

Our stock of goods for the spring trade is now complete, and we can fill all orders promptly on the following lines :

Wire, Nails, Cordage, Window Glass, White Lead, Paints, Whiting, Churns, Linseed Oil, Spades and Shovels, Screen Doors, Wove Wire, Poultry Netting, Builders' Hardware, Guns and Sporting Goods. Finest stock in the Province of Cutlery.

Prompt Shipment. Prices Right.

Wire

Copper Wire

— FOR —

Telegraph, Telephone, Trolley and Transmission Lines.

Round, Square and Rectangular for Electrical Machines.

Plain Wire

Annealed,
Annealed and Oiled,
Tinned, Coppered,
Wire Nails, Bright Goods,
Wood Screws, Jack Chain,
"Crescent" Hat and Coat Hooks, Poultry Netting,
Barrel, Blind and Bed Staples.

Brass Wire

of all kinds and for all purposes.

Galvanized Wire

Barb Wire, Plain Twist,
Galv'd Fence Staples.

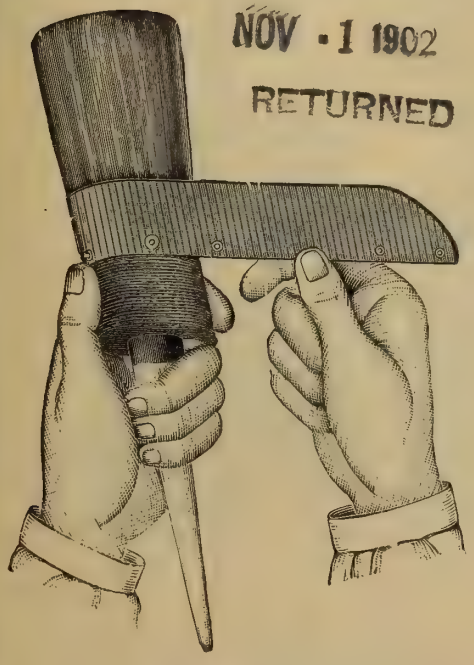
Manufactured by

The Dominion Wire Manufacturing Co., Limited

MONTREAL AND TORONTO.

HEAD OFFICE New Coristine Building, St. Sulpice Street, **MONTREAL.**

Long Distance Phones to all Departments.



NOV -1 1902
RETURNED

Dealers, do you want to sell your Goods ?

If so, you doubtless realize that the goods must be the best of their kind in quality and workmanship. This is especially true of Paint Brushes. For nearly half a century

Boeckh's, Toronto, and Bryan's, London, Brushes

have been upon the market. They are in the very front rank as ready sellers because their manufacturers' highest and constant aim is to please both dealer and purchaser. Larger facilities in making now enable us to manufacture better goods than ever, and at lower prices, with the widest margin of profit to dealers.

—If one of our representatives has not yet called upon —you and you are in a hurry for goods, write, tele- —phone, or telegraph at our expense.

UNITED FACTORIES, Limited,

Head Office : Toronto.

OPERATING :
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

MONTREAL BRANCH : 1 and 3 DeBresoles St. **LONDON BRANCH : 65 Dundas St.**

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, August 29, 1902.

HARDWARE.

WHOLESALERS report themselves still very busy, though the season of fall fairs is now at hand and this will naturally tend to decrease the demand for a while. Trade in fall and winter lines is rapidly increasing. Cow ties, which are discounted at 40 per cent., stall fixtures, lanterns, halters, sleighbells, etc., are moving actively. The demand for cutlery has increased considerably and the market is quite active. Guns and ammunition are also moving well, and jobbers report business in such articles better than last year.

BARB WIRE.—There is very little doing in this wire. With the exception of an odd order or two, business, for the season is over. The price is $3 per 100-lb. keg f.o.b. Montreal.

GALVANIZED WIRE.—Trade is rather quiet, though all houses report some business being done at the following prices: Nos. 6, 7 and 8 gauge, $3.45; No. 9, $2.80; No. 10, $3.55; No. 11, $3.65; No. 12, $2.95; No. 13, $3.05; No. 14, $4.05; No. 15, $4.55; No. 16, $4.80; No. 17, $5.20; No. 18, $5.45.

SMOOTH STEEL WIRE.—This moves along about as usual with nothing special to report, and our quotations are now as follows: Bright and annealed, $2.60 per 100 lb. f. o. b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—There is but a very light demand for fine wire. The discount is 25 per cent. with net extras as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c.; ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—The market is still quiet. The discount on both wires is 62½ per cent.

FENCE STAPLES.—Business in staples is dull and uninteresting. Galvanized staples sell at $3.25 per 100-lb. keg and bright at $2.90, with an extra of 25c. for 25 and 50-lb. packages.

WIRE NAILS.—There is still a moderate demand for wire nails at unchanged prices. In small lots the price is $2.55 and in carlots, $2.50 f. o. b. Montreal, London, Hamilton, Toronto, Gananoque, Brantford, Windsor, Ont., St. John and Halifax.

CUT NAILS.—Business is reported slightly improved this week and a fair trade is doing. Prices are unchanged at $2.37½ per keg, in carlots and $2.45 per keg in small lots.

HORSE NAILS.—There is a good demand just now. Some scarcity is reported in "Countersunks." We quote: "C" brand, 40, 10 and 7½ per cent. off; on "M" brand, "Oval," 57½ per cent.; "New City," 60 per cent.; "New Countersunk," 67½ per cent.; "Monarch" horse nails are discounted at 70 per cent.

HORSESHOES.—These are moving out well at steady prices, and we quote as follows: Iron shoes, light and medium, pattern, No. 2 and larger, $3.35; No. 1 and smaller, $3.60; snow pattern, No. 2 and larger, $3.60; No. 1 and smaller, $3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; featherweight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra. F.o.b. Montreal only.

SCREWS.—Nothing of importance has occurred in this market. A fair trade is doing. We quote the discounts as follows: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

FAMOUS AIRTIGHT HEATERS

THREE STYLES. FIFTEEN SIZES. WOOD ONLY.

Cut shows style of our **NO. 100 SERIES, SIX** sizes, from 21 to 30 inches. **FULL NICKELED** trimmings. Cast top.

NO. 210 SERIES—Made in **FOUR** sizes, 21 to 24 inches. Nickel-plated urn, legs and foot rail. Cast top.

NO. 21 SERIES—Made in **FIVE** sizes, 21 to 29 inches. **BODY** and **TOP** made entirely of **SHEET IRON.**

All bodies made of **PLANISHED** sheet steel. **ANTI-RUST** coated. **HEAVY** sheet iron linings. **AIRTIGHT** dampers. **LARGE FIRING** doors. Will retain fire **OVER NIGHT.**

Just the stove for early fall, before lighting furnace or setting baseburner up.

Advertising matter and full information furnished on application to

THE McCLARY MANUFACTURING CO., LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER and ST. JOHN, N.B.

ENGLISH
GERMAN
BELGIAN
CANADIAN
AMERICAN
} PORTLAND CEMENTS.

FIRE
BUILDING
ENAMELLED
SILICA
MAGNESIA
} BRICKS.

DRAIN
CULVERT
} PIPES.

F. HYDE & CO.
31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .
Salt Glazed Vitrified
SEWER PIPE
Double Strength Culvert Pipe a Specialty.
THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.
LIMITED
DESERONTO, ONT.
Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."
Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"
BRAND
Foundry Pig Iron.
Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.
Write for Prices to Sales Agents
Drummond, McCall & Co.
or to MONTREAL, QUE.
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

CORDAGE.—The demand is practically over in this market for the season, and but little business is doing now. Quotations follow: Manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, 11c. Prices on binder twine are as follows: Blue Ribbon, 650 feet to the pound, 15c.; Redcat, 600 feet to the pound, 14c.; Tiger, 550 feet to the pound, 13c.; Standard, 500 feet to the pound, 11½c.; sisal, 500 feet to the pound. 11½c. Prices are subject to a rebate of ¼c. in carload lots.

RIVETS AND BURRS.—There is no change to report in this line. A fairly good business is being done. Discounts are: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

BOLTS.—The market continues active and steady. No quotable change is reported, and we quote the discounts as follows: Norway carriage bolts, 55 per cent.; common, 50 per cent.; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 per cent.; coach screws, 66 2-3 per cent.; sleigh shoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼ per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

BUILDING PAPER.—The market for building paper is quiet and no new prices are quoted. Quotations are as follows: Tarred felt, $1.70 per 100 lb.; 2-ply, ready roofing, 85c. per roll; 3- ply, $1.10 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O K and I X L, 65c. per roll; heavy straw sheathing, $30 per ton; slaters' felt, 60c. per roll

SCREEN WIRE CLOTH.—There is little doing in this line. The price is $1.37½ per 100 square feet.

POULTRY NETTING.—A few orders are being received, but trade, in general, is quiet. The discounts on Canadian or English netting are: 50 and 10 per cent. off on 2 x 2 mesh, 19 wire, and 50 per cent. off on 2 x 2 mesh, heavier. Canadian list used. For delivery in 1903 the discounts are 60 per cent. off for 19 wire and 55 per cent. off for heavier.

HARVEST TOOLS.—There is nothing doing. The discount remains at 60 per cent.

FIREBRICKS.—These move slowly. English sell at $16 to $22 and Scotch at $17 to $22 per 1,000.

CEMENT.—There is not much demand for cement at present. We quote as follows: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per barrel ex-wharf, and American, $2.10 to $2.20 ex-cars.

SPORTING GOODS.—There is a very good demand for these at present. Guns and ammunition are particularly active. Shells are discounted as follows: Empty, Canadian, 25 per cent.; American, 10 per cent. advance on list. Loaded, "Trap,"

A. C. LESLIE & CO.
Agents for
Henry Wright & Co's
ANVILS and VISES.
Standard Chain Co's
COIL CHAIN.
SANDERSON'S STEEL IN STOCK.
509-512 Merchants Bank Building,
MONTREAL.

Pumps for all Services

Hand Pumps
Power Pumps
Force Pumps
Lift Pumps
Cistern Pumps
Iron Pumps
Brass Pumps
The R. McDOUGALL CO., Limited
GALT, ONT., CANADA.
We use only the best material in the construction of our pumps, and our prices are right. Write to-day for Catalogue.

Pig Tin.
"Boustead & Co's" Penang
"Straits"
"Lamb and Flag"
Copper —"Lake"
—"MA"
Galvanized Sheets.
ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
OPEN HEARTH STEEL.

Do you carry a stock of

GRANATINE . .
FLOOR FINISH

FOR NATURAL WOOD FLOORS, OIL CLOTH, LINOLEUMS, ETC. ?

If not, you should, as it is a finish you can always **highly recommend,** knowing it will not only **please the purchaser,** but give the impression that **you always handle reliable and up-to-date goods.**

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED

Toronto, Ont., Canada.

The shelves of the paint trade of Canada must eventually become filled with **The Choice of The People—**

"Ark Brand"

The experience of our customers is that "Ark Brand" is daily becoming more popular, and, consequently, more profitable.

If we are not represented in your town drop us a card and we will make arrangements with you. Don't delay. New agencies are being established everywhere, and your town may be the next.

THE FRANCIS-FROST Co. Limited

TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler.

30 per cent.; American, 30 per cent. "Leader" and "Ideal," smokeless brands, 37½ per cent. Brass shot shells, Dominion, 55 per cent.; American, 40 per cent. Primers, Dominion, 30 per cent.; American, $1.60 per 1,000.

SNOW SHOVELS.—There is a fair deamnd for these, and business is improving. We quote: "Habitant," $2.25 to $2.40; "Victor," 30 per cent. off; steel railroad shovels, 40 and 5 per cent. off.

FIRE SHOVELS.—Trade is increasing in these as the season advances. We quote: No. 70, 38½ to 40c. per dozen; No. 55, 55 to 60c.; No. 57, 82½ to 90c.; No. 60, 82½ to 90c.; No. 65, $1.37½ to $1.45; No. 80, 50 to 55c.; "Duplex," No. 7, $1.21; No. 9, $1.52; No. 11, $1.82.

METALS.

There has been no material change in the situation of metals. Locally, there has been a good demand for all lines and in all except one or two items, stocks are amply sufficient to fill orders. The foreign markets have ruled steady and no marked change is reported.

PIG IRON.—There is no change in this market. All the iron that can be produced is quickly taken up. We quote as follows: Canadian, $18.50 to $19 and Summerlee, $21.50 to $22.

BAR IRON.—Trade continues good at steady prices. Merchants' bar is now quoted at $1.95 to $2 and horseshoe iron. $2.20.

BLACK SHEETS.—A fairly good demand exists. We quote: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50, and 8 to 20 gauge, $2.50.

GALVANIZED IRON.—The market is active. No quotable change is reported. Prices are as follows: No. 28, Queen's Head, $4.40; Apollo, 10¾ oz., $4.40; Fleur de Lis, $4.15; Comet, $4.25; "Bell" brand, $4.30. For less than case lots 10c. extra is charged.

INGOT COPPER.—This is moving somewhat better, but trade is still rather quiet. The price is 14c.

INGOT TIN.—This is moving about as usual with nothing of special interest to report. Straits is quoted at 33½c.

PIG LEAD.—The price is $3.25. There is not much doing.

LEAD PIPE.—Some improvement is noted in the demand for lead pipe this week. Composition and waste are quoted at 8c. and ordinary, at 7c., with the discount at 37½ per cent.

IRON PIPE.—Business is fairly good in this line. Prices are unchanged. Standard pipe per 100 feet, in lengths under 19 feet: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1-in., $5.20; 1¼, $7.35; 1½, $8.95; 2-in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $3.85; ¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.20; 2-in., $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½, $4.20; ¾, $5.25; 1-in., $7.55; 1¼, $10.55; 1½, $12.75; 2-in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1-in., $9.55; 1¼, $13.25; 1½, $16; 2-in., $21.90. For threads and couplings 5 per cent. is added.

TINPLATES.—The market is still on the quiet side and featureless. The price quoted is $4.75 to $5.25 for charcoals and $4.25 for cokes.

CANADA PLATES.—One or two jobbers report themselves still short of 60-sheet Canada plates, but supplies are arriving by almost every vessel and all orders can easily be filled. We quote: 52's, $2.70 to $2.80; 60's, $2.85 to $2.90; 75's, $2.80 to $2.85; full polished, $3.75, and galvanized, $4.25 to $4.35; galvanized, 60's, $4.45 to $4.55.

STEEL.—But little business is doing this week. Our quotations are as follows: Sleighshoe, $2.10; tire, $2.20; bar, $2.05; spring, $2.85; reeled machinery, $2.75; toecalk, $2.70.

SHEET STEEL.—No improvement is noted in the market for sheet steel and trade is still quiet at the following prices: Nos. 10 to 20, $2.50; 3-16, $2.50; ¼, 5-16, and ⅜, $2.40.

TOOL STEEL.—There has been no change in the market, which is very quiet. Quotations are as follows: Black Diamond, 8c.; Sanderson's, 8 to 12c., according to grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 8 to 15c.; "Air Hardening," 30 to 50c.

TERNE PLATES.—Trade continues quiet. The price is $7.50.

COIL CHAIN.—This moves slowly. No quotable change has occurred. Prices are: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼-inch, 7½c. per lb.; 5-16, $5; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4.05; ½, $3.95; 9-16, $3.85; ⅝, $3.55; ¾, $3.50; ⅞, $3.45; 1-inch, $3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC.—There is no change. A small amount of business is dokng at $5.85 to $6.25.

ANTIMONY.—Jobbers are quoting this at 10c. The demand is very light.

ZINC SPELTER.—The price of spelter

remains at 5c. Some jobbers report an increased demand during the past week.

SOLDER.—No new feature has developed on this market. There is a good, steady demand at the prices following: Bar solder, 18c. and wire solder, 20c.

PAINTS AND OILS.

Business in most staple lines has been fairly active since our last report and no changes in prices have been reported. In paris green there is now practically nothing doing, and prices quoted are purely nominal. White lead keeps its place at the front, and shows probably more activity than any other line. Orders have been distributed evenly, so that each manufacturer is getting his share of the trade, there being little difference in the quotations. Linseed oil continues in good demand, and although arrivals are frequent stocks have not accumulated. In turpentine, there is no change. Reports from the South give the market as a little firmer, but no advance is looked for nor is it likely that any appreciable decline will take place. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, $5.25; No. 1, $4.87½; No. 2, $4.50; No. 3, $4.12½; No. 4, $3.75 all f.o.b. Montreal. Terms, 4 months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5.25 in casks; kegs, $5.50.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote: Bulk, in bbls., $1.90 per 100 lb.; bulk, in less quantity, $2.05; bladders, in bbls., $2.25; bladders, in 100 or 200-lb. kegs or boxes, $2.40; in tins, $2.55 to $2.65; in less than 100-lb. lots, $3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50, and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 77c.; boiled, 80c. In 5 to 9 bbls., 1c. less. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gal. advance.

TURPENTINE.—Single barrels, 68c.; 2 to 4 barrels, 67c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.45 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PARIS GREEN.—Petroleum, bbls., 16¾c. per lb.; arsenic kegs, 17c.; 50 and 100-lb. drums, 17½c.; 25-lb. drums, 18c.; 1-lb. packages, 18½c.; ½-lb. packages, 20½c.; 1-lb. tins, 19½c.; ½-lb. tins, 21½c. f.o.b. Montreal. Terms: 3 per cent. 30 days, or four months from date of delivery.

The Popular Goods
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SUITED TO ALL CLASSES OF BUILDINGS—NOT TO BE EQUALLED FOR PRACTICAL MERIT AND ENDURING RELIABILITY.

Our Metallic
Ceilings and Walls

give the acme of satisfaction at moderate cost. They please the most æsthetic as well as practical tastes. Artistically beautiful, almost indestructible, sanitary, easily applied, and almost countless designs to select among.

There's big business in selling these goods—are you ready for it?

THE METALLIC ROOFING CO., Limited,
TORONTO, MONTREAL, WINNIPEG.

SCRAP METALS.

The market for scrap materials has been quiet and uneventful during the past week. Zinc is still reported a little scarce and the price is well maintained. Other lines are steady at unchanged prices. Our quotations are as follows: Heavy copper and wire, 10c. per lb.; light copper, 8c.; heavy red brass, 10½c.; heavy yellow, 9c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2¼c.; iron No. 1, wrought, $15; No. 2, $7 per ton; machinery scrap, $16; stove plate, $12; malleable and steel, $5; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6 to 6¼c. per lb.

GLASS.

Business is dull in glass. Only a few sorting orders are being received. Quotations are: First break, 50 feet, $2.10; second, $2.20 for 50 feet; first break, 100 feet, $4; second break, $4.20; third break, $4.70; fourth break, $4.95.

HIDES.

The market has strengthened somewhat and beef hides and lambskins are quoted at a higher figure. There has been a good demand. We quote: No. 1 hides, 10c.; No. 2, 9c.; No. 3, 8c. Calfskins, 10 to 12c.; lambskins, 45 to 50c.

MARKET NOTES

Beef hides are ½c. higher all round.

Lambskins have advanced 5 to 10c.

ONTARIO MARKETS.

Toronto, August 29, 1902.

HARDWARE.

THE general hardware trade is keeping up well, but the orders are not as heavy as they were or as numerous. It seems that buyers in the country are preparing to take advantage of the low rates prevalent during the next two weeks to visit Toronto during Exhibition, and wholesale houses are looking for a large number of visitors. It would be wise for those coming to the Exhibition to prepare a list of the things they require so as to do their business without much delay.

BARB WIRE.—Trade in this line is quiet. We quote in carlots, $2.65 and in less than carlots, $2.77½ f.o.b. Cleveland. From stock, Toronto, $3.

GALVANIZED WIRE.—Some business is doing in galvanized wire in small lots. Quotations are as follows: Nos. 6, 7 and 8, $3.50 to $3.85 per 100 lb., according to quantity; No. 9, $2.85 to $3.15; No. 10, $3.60 to $3.95; No. 11, $3.70 to $4.10; No. 12, $3 to $3.30; No. 13, $3.10 to $3.40; No. 14, $4.10 to $4.50; No. 15, $4.60 to $5.50; No. 16, $4.85 to $5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at $2.52½ in less than carlots and 12c. less for carlots of 15 tons.

SMOOTH STEEL WIRE.—This line is quiet and the prices are unchanged. We now quote the base price: $2.60 per 100 lb. Oiling, 10c.; coppering, 60c., and tinning, $2 per 100 lb. extra. Delivery points Toronto, Hamilton, London and Montreal, with freights equalized on those points.

FINE STEEL WIRE.—Trade in this line is moderate. There is some stovepipe wire going out. The discount is 25 per cent.

WIRE NAILS.—There is a steady business being done in wire nails. We quote $2.50 for carlots and $2.55 for less than carlots. The delivery points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—A small amount of trade continues to be done in cut nails, and the prices are unchanged. We quote $2.45 per keg and $2.37½ for carlots.

HORSE NAILS.—A good deal of business continues in these on account of the manufacturers intimating higher prices. We now quote as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "M" brand, 50, 10 and 5 per cent.; "Monarch," 60 2-3 per cent. "Countersunk" head, 60 per cent.

HORSESHOES.—The volume of trade doing is small and prices are thoroughly demoralized. There is now no associa-

tion to control prices, which, in the west, on some lines, are quite demoralized on this account. We quote the base price: Iron shoes, No. 2 and larger, light, medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—The demand for these continues to exceed the output of the manufacturers, who are still hampered by the scarcity of raw material. Quotations are as follows: Flat head bright, 87½ and 10 per cent. discount; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze, 70 per cent.

RIVETS AND BURRS.—An active market in these lines continues without any change in prices. Our quotations are now as follows: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—The demand for bolts and nuts is heavy and the deliveries from the factories continue light. We quote: Carriage bolts, common ($1.00 list), 50 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3.00 list), 55 and 10 per cent.; machine bolts, all sizes, 50 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SCREEN DOORS AND WINDOWS.—A small trade is doing in these at unchanged prices. Our quotations are as follows: Walnut, stained, 3-inch style, $6.80 per dozen; stained, yellow, $7; natural color, oil finish, $8.15; 4-inch style, 20c. extra per dozen. Windows: No. 0, $1.60; No. 1, $1.70; No. 2, $1.95; No. 3, $2.10; No. 4, $2.50 per dozen.

GREEN WIRE CLOTH.—A few orders are being taken for delivery next year. The price is $1.37½ per 100 ft.

SPADES AND SHOVELS.—A steady trade is doing in these. The discount continues unchanged at 40 and 5 per cent.

ROPE.—Trade in rope continues steady. Our quotations are as follows: Pure manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, single, 11c., double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per dozen.

BINDER TWINE.—The situation is unchanged from last week. We quote: "Blue Ribbon," 650 ft., 15c.; "Red Cap," 600 ft., 14c.; "Tiger," 580 ft., 13c.; sisal, 500 ft., 11½c.

HARVEST TOOLS.—There is still a small sorting-up business doing in harvest tools. The discount is 60 per cent.

EAVETROUGH, ETC.—Quite a sorting-up trade in eavetrough and conductor pipe is being experienced by jobbers. We quote: Eavetrough, $3.10 per 100 square feet, for 10-inch, and conductor pipe at $4 for 3-inch, and $5.25 for 4-inch.

BUILDING PAPER.—A good business continues in this line. We quote as follows: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll.

HARVEST WHIPS.—The season for these is over.

POULTRY NETTING.—This line is quiet.

SPORTING GOODS.—The general trade in sporting goods continues heavy at unchanged prices.

CEMENT.—Manufacturers of cement are crowded with an excess of orders which they are unable to fill immediately. Numerous inquiries keep coming forward, but no new contracts are being taken, as the manufacturers are now much behind in their deliveries. An inquiry was made from Pittsburg last week for 500,000 barrels, but had to be passed over by the manufacturers. Quotations now are as follows: Canadian Portland, $2.40 to $3 and Canadian hydraulic, $1.35 upwards per barrel.

METALS.

The general metal market is in good condition and a heavy fall trade is anticipated. Prices can be said to be normal in all lines, and in English B.S. ingot copper a reduction of 50c. per 100 lb. has been made. Imported pig lead is also weaker. On the outside markets tin is weaker, copper is steady, and pig iron is at a standstill.

PIG IRON.—The market continues strong and a good trade, locally, is still doing. We quote f. o. b. furnaces: No. 1 foundry, $20.50 to $21.

STEEL BOILER PLATES.—A fair trade keeps up in steel boiler plates. We quote $1.80 for carload lots on track, Toronto.

STEEL RAILS.—Electric railway rails are quoted at $1.80 for carload lots on track, Toronto.

TOOL STEEL.—A fair amount of business continues in tool steel. The market is steady. Quotations are as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 8 to 15c.; ditto, "Air Hardening," 30 to 50c.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's Special, 15 to 20c.

MILD STEEL.—The volume of business in mild steel is fair.

SPRING STEEL.—The market continues fairly active in this line.

BOILER TUBES.—The demand for these keeps up fairly well at unchanged prices.

BAR IRON.—The local market for bar iron is quite active with a good inquiry. The United States market remains very quiet. He quote as follows: $1.95 to $2.05 base. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb., 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS.—There is no change in the trade in this line. We quote: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—The movement for fall trade is starting up and stocks are light in some cases. We quote: All dull, $2.90 to $3; half-polished, $3 to $3.10, and all-bright, $3.75 to $3.85.

GALVANIZED SHEETS.—The demand for these is active, and our quotations are now as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 29 gauge; Bell brand, $4.30 for 28 gauge.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
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COVERT MFG. CO.
West Troy, N.Y.
Steel Carriage and Wagon Jacks,
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS
BALL BEARINGS

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
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NEWMAN'S PATENT
INVINCIBLE FLOOR SPRINGS
Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.
MADE SOLELY BY
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Oneida Community Goods
HALTERS, COW TIES SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
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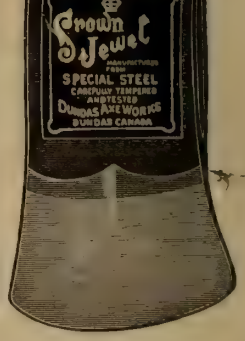


The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.
Dundas Axe Works, Dundas, Ont.
W. L. Haldimand, Jr., Eastern Agent, Montreal.

TIN.—The demand is active this week, both for small and large lots. The base price is quoted at $32 to $33 per 100 lb.

TINPLATES.—These are in fair demand at unchanged prices. We quote charcoal, $4.75 to $5 per box and cokes, $4.25 per box.

COPPER.—A reduction of 50c. per 100 lb. has been made in the prices of ingot copper; sheet remains unchanged. Ingot copper is in good demand. We quote as follows: Ingot copper, $13.50 per 100 lb. and sheet copper, $22 to $23.

BRASS.—Trade in brass continues fair. The discount is 15 per cent.

PIG LEAD.—Pig lead continues in steady demand. We quote: Pig lead, $3.50 and bar, $3.75.

IRON PIPE.—Business in iron pipe is keeping up well. We now quote per 100 ft.: $\frac{1}{4}$-in., $2.40; $\frac{3}{8}$-in., $2.65; $\frac{1}{2}$-in., $2.85; $\frac{3}{4}$-in., $3.65; 1-in., $5.20; 1$\frac{1}{4}$-in., $7.35; 1$\frac{1}{2}$-in., $8.95; 2-in., $12.55; galvanized, 1-inch, $7.20. Trade discount is 4 per cent. for carlots.

ZINC SPELTER.—The demand is good and stocks are light. We quote 5 to 6c. per lb.

ZINC SHEETS.—These are in fair demand. We quote: Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER.—Business in solder continues steady.

ANTIMONY.—The market for antimony is more active. We quote $19.50 per 100 lb.

PAINTS AND OILS.

The general paint and oil business seems to be more active than last week. There is some demand for raw and boiled linseed oils and spirits of turpentine, but the stocks of these articles in the hands of local jobbers seem to be light. The sales of the former have been larger than anticipated some time ago, when the jobbers were stocking up for their summer trade. A fair amount of business continues doing in dry colors and white zinc. Liquid paints are stagnant on account of the unsatisfactory condition of the white lead market, which is demoralized. There are various quotations being made by different manufacturers, which vary according to the quantity sold. A good business is reported in white leads, as dealers and consumers, generally, seem to be taking advantage of the low prices to lay in stocks. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $5 to $5.25; No. 1, 4.62\frac{1}{2}$ to 4.87\frac{1}{2}$; No. 2, $4.25 to $4.50; No. 3, 3.87\frac{1}{2}$ to 4.12\frac{1}{2}$; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards; $\frac{1}{2}$c. per lb. extra will be charged for 12$\frac{1}{2}$-lb. pkgs.; genuine dry white lead in casks, 5.02\frac{1}{2}$.

RED LEAD.—Genuine, in casks of 560 lb., $5 to 5.12\frac{1}{2}$; ditto, in kegs of 100 lb, $5.50; No. 1, in casks of 560 lb., $4; ditto, kegs of 100 lb., $4.50.

LITHARGE.—Genuine, 6 to 6$\frac{1}{2}$c.

ORANGE MINERAL.—Genuine, 7$\frac{1}{4}$ to 8c.

WHITE ZINC.—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6.00.

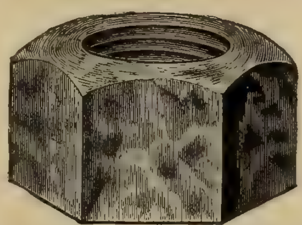
SHINGLE STAIN.—In 5-gal. lots, 60c. to $1.20 per gal.

BENZINE AND GASOLINE.—Benzine, in barrel lots, 18$\frac{3}{4}$c. per gal.; gasoline, ordinary, 21$\frac{1}{4}$c., and engine, 22$\frac{1}{4}$c. f.o.b. Toronto.

Celebrated KEARNEY & FOOT Brand
FILES and RASPS—Warranted

Files of the above brand are standard, and are well known for their excellence of cut, temper and finish, and the K. & F. HORSE RASP is one of the leaders in this line, and is in demand in all parts of the Dominion. These goods are stocked by the following wholesale hardware merchants, and may be procured from either of them at bottom prices:

THE JAMES ROBERTSON CO., Winnipeg, Man.
H. S. HOWLAND, SONS & CO., Toronto, Ont.
THE SEYBOLD & SONS CO., Montreal, Que.
HOWDEN, STARKE & CO., Montreal, Que.
H. H. FULLER & CO., Halifax, N.S.
CROWELL BROS., Halifax, N.S.
DUNLAP BROS. & CO., Amherst, N.S.
DODD & ROGERS, Charlottetown, P.E.I.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

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THE CELEBRATED
NATIONAL CUTLERY CO. SHEARS
Acknowledged the best and fully warranted.
Not connected with any Shear Combination.

Tailors' Shears,
Trimmers,
Ladies' Scissors,
Barbers' Shears,
Tinners' Snips.

DECATUR, BULL & CO., Sales Agents, MONTREAL

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35c.; in less than cases, 40c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35; white, $2.35 to $2.45 per gal.; in less quantities 10c. extra.

PUTTY.—Bladders, in bbls., $2.25; bladders, in 100-lb. kegs, $2.40; bulk in bbls., $1.90; bulk, less than bbls. and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.90.

PLASTER PARIS.—New Brunswick, $2 per bbl.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gal.; No. 1, $1.10 per gal.

CASTOR OIL.—English, in cases, 9$\frac{1}{2}$ to 10c. per lb. and 10 to 10$\frac{1}{2}$c. for single tins.

LINSEED OIL.—Raw, 1 to 2 barrels, 79c.; boiled, 82c.; 3 to 5 barrels, raw, 78c.; boiled, 81c.; 6 to 9 barrels, raw, 76c.; boiled, 79c., delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil, sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 69c.; 2 to 4 bbls., 68c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

Jobbers are busy with their importations from Europe, which are now arriving satisfactory. A large trade in glass

is anticipated this fall. Quotations are as follows: Under 26 inch, $4.45; 26 to 40 in., $4.65; 41 to 50 in., [illegible] 51 to 60 in., $5.35; 61 to 70 in., $5.75; 71 to 80 in., $6.25; 81 to 85 in., $7; 86 to 90 in., $7.75. Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days. Discount off pane price list, 40 per cent.

OLD MATERIAL.

Trade, generally, in old material is good and the receipts are nominal. No. 1 wrought iron has declined $2; machinery cast, $1 and old rubbers, 1c. per lb. We quote as follows: Heavy copper and wire, 10 to 10¼c. per lb.; light copper, 8 to 8½c. per lb.; heavy red brass, 10c.; heavy yellow brass, 8 to 8½c.; light brass, 5c to 5½c.; lead, 2¼ to 2½c.; scrap zinc, 2¼ to 2¾c.; iron, No. 1 wrought, $12 per net ton; No. 2 wrought, $6; machinery cast scrap, $13 to $14; stove plate, $10; malleable and steel, $6 to $6.50; old rubbers, 5 to 5½c. per lb., and country mixed rags, 50 to 60c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES.—There is a fair demand for hides, and stocks are bought up well. The market is steady. We quote: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 9c.; No. 2 green, steers, 8c.; cured, 8½ to 9c. per lb.

SKINS.—Trade in skins is fair and the stocks are readily bought up. We quote: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings, and lambskins, 40c.

WOOL.—The market for this article is inactive and prices are steady. Fleece wool is quoted at 13½c. and unwashed, 7½c. per lb.

TALLOW.—There is a good demand for tallow and prices are firm. We quote 6¾ to 7c. per lb.

COAL.

The situation in hard coal remains unchanged. Stocks of the article in Toronto are becoming smaller and no deliveries are being received from the mines. We quote: Soft coal, at international bridges and Buffalo, $3 to $4.50 per ton.

PETROLEUM.

The volume of business in petroleum is increasing and prices are steady and unchanged. Our quotations are as follows: Pratt's Astral, 17 to 17½c. in bulk (barrels extra); American water white, 17½ to 18c. in barrels; Photogene, 17 to 17½c.; Sarnia water white, 16½ to 17c. in barrels; Sarnia prime white, 15 to 15½c. in barrels.

MARKET NOTES.

Ingot copper has declined 50c. per 100 lb.

Lewis Brothers' western representatives will be at 87 York street, Toronto, the next two weeks to receive their friends who may be in town then.

The proprietors of The Winnipeg Linseed Oil Mills are considering a proposition to put their plant into a local joint stock company with ample capital to expand the present line of business, and if found expedient, add a paint manufactory, and as general buyers and exporters of flax seed.

INDUSTRIAL GOSSIP.

A BIG tinplate manufacturing company of Chicago is talking of coming to Hamilton to manufacture tinplate, not only for its own tin factory in prospect there, but for the tin trade of the Dominion.

The Manitoba Provincial Department of Public Works is calling for tenders for the removal of the steel bridge spans now lying in the Assiniboine River near Portage la Prairie, and also for tenders for the erection of a pile bridge over the Assiniboine River at Portage la Prairie.

Messrs. Budd, of Villinova, and J. B. Smith, of Ridgetown, arrived at North Bay lately for the purpose of starting a sawmill on the line of the new railway to the north of the town.

The Carleton Foundry Company have begun business in their new premises on Market Place, Carleton, N.B. They are well equipped and energetic and should make a good showing in their new and commodious works.

The first instalment of the plant for the manufacture of brick by The Cape Breton Silicate Brick Company, arrived at North Sydney on August 19, and the balance will follow shortly. The foundation of the building has been laid out and soon the work of construction will commence.

The Goldie, McCulloch Company, of Galt, Ont., who have been forced to extend their works, are contemplating the purchase of the Shurly & Dietrich factory buildings, which join their premises. These, in June last, were considerably damaged by fire. Should this come to pass it is expected that Shurly & Dietrich will build new factories on the property north of the C.P.R.

Figures for July production of Le Roi mine, Rossland, B.C., just received, show that in round numbers $200,000 was recovered for the month, while the profit is placed by Manager Mackenzie at $108,000. This is by far the largest sum ever realized in any single month in the history of the mine. The returns for August are expected to exceed the figures given for July. The first War Eagle-Centre Star ore shipments commenced August 21, 300 tons going out. The management promise a daily average shipment of 450 tons. Miners for both properties are advertised for August 22. The management announced they will materially increase the force and are unable to obtain the men.

NEW STEEL SHIP.

At a meeting of the new Algoma Navigation Company, formed to assume the management of the O.S.G.B. Soo Line, A. Miscampbell, M.P.P., who recently went West to look up a suitable boat to place on the line between Owen Sound and the Soo in time to handle the increased traffic in the fall, reported that none of those available possessed the required speed to make two trips a week, and call at all the intermediate ports. After considerable discussion it was decided to order a new boat at once. The construction of the vessel will be placed in the hands of The Bertram Shipbuilding Co., at Toronto, the estimated cost being about $110,000. The new steamer will be constructed entirely of steel and will be 190 feet in length by 34 feet beam. She is to have a capacity of 700 tons, with about 50 state-rooms and first-class sleeping accommodation for 110 passengers. She will be heated by steam, lighted by electricity, and modern in every respect. Her speed will be 16 miles an hour, this being necessary in order to make two trips a week between Owen Sound and the Soo via the present route.

PIPE FOUNDRY FOR GUELPH.

On August 26 the city council of Guelph held a special meeting to discuss an agreement for the manufacture of all kinds of iron pipe, similar to the products of The Page-Hersey Iron and Tube Co., of Montreal. The agreement provides that the company shall erect a pipe mill in Guelph. It is understood the building and plant will cost $120,000. The mill will be erected on a switch of the Guelph Junction, C.P.R., and all shipments will be made over that road. The company is to make 5,000 tons of iron pipe per annum, employ not less than 125 hands, and the pay-roll must not be less than $100,000 a year. Should fire destroy the mill the company agrees to rebuild it, and if by strikes or other causes over which the company has no control the output should fall short in any way one year of the stipulated quantity, the company agrees to make up the shortage in the following year. The city is asked to supply a site of ten acres, and give ten years' exemption from taxes. It will also have to give a bonus of $40,000, $15,000 of which must be paid ten days after the mill is put in successful operation, and the balance annually at the rate of $1 for every ton of pipe turned out. In no one year, however, is more than $5,000 to be paid. The Coffee property, adjoining the waterworks, on which an option price of $2,000 has been secured, is favored for the purpose.

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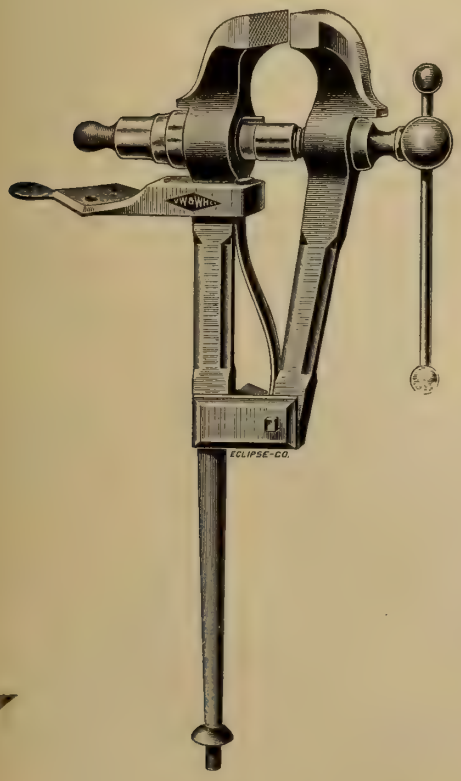

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[Extract from letter received from our Australian Agents located in Melbourne.]

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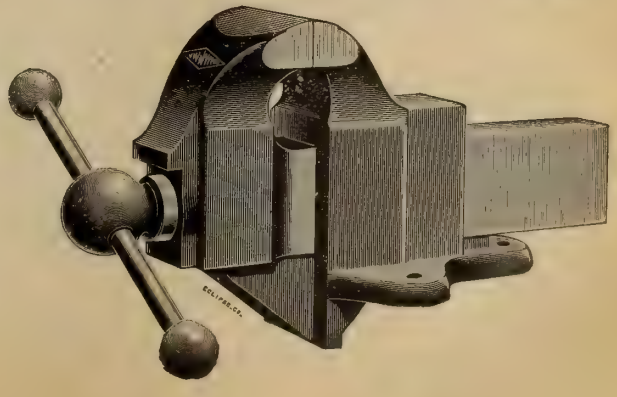

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HEATING AND PLUMBING

BUILDING PERMITS IN TORONTO.

DURING the week the following building permits were awarded in the office of the City Commissioner, Toronto :

P. Clark, two-storey roughcast dwelling, 449 Front street east, for $500 ; M. R. Wynn, two-storey and attic detached dwelling, brick and stone, Delaware ave., for $4,000 ; M. A. Armstrong, two-storey and attic detached dwelling, brick and stone, Maynard ave., for $4,000 ; J. A. Harvey, two pairs semi-detached two-storey and attic, stone and brick dwellings, Bathurst street, for $9,000 ; H. German, two-storey and attic, brick and stone detached dwelling, Lansdowne ave., for $2,000 ; The Acme Loan and Savings Company, for a pair semi-detached 2½-storey brick dwellings, Albany ave., for $7,000 ; A. Rowe, brick foundation, 683 Brock ave., for $500 ; Alexander Curran, two-storey roughcast dwelling, 95 Defoe street, for $1,200 ; C. Mey, for a building, Chestnut street, for $700 ; A. Bryce, pair semi-detached two-storey, stone and brick dwellings, 18 and 20 Isabella street, for $5,000 ; W. H. Wills, two-storey front addition to dwelling, 47 Garnett ave., for $300 ; B. Pierce, two-storey and attic detached brick residence, Walmer Road, for $4,000 ; Taylor, Scott & Co., two-storey brick factory, Pearl street, for $4,000 ; John Lee, stone foundation, 94 O'Hara ave., for $175 ; Mrs. Fussell, 1½-storey brick detached dwelling, 184 Howland ave., for $1,200 ; the trustees King street east Methodist Church and Toronto Social Union, for 2½-storey brick and stone church, corner of King street east and Bright street, for $15,000 ; Chas. Mould, 1½-storey three detached brick dwellings, stone foundations, near Wallace ave. on Campbell ave., for $3,300 ; Jos. Price, two-storey frame dwelling on Lee ave., for $1,500 ; Frederick Elliott, two-storey and attic brick and roughcast dwelling, Pendrith ave., for $1,100 ; A. Britnell, new store front, 241 Yonge street, for $700.

BOOKLET ON HEATING.

We have received from The Herendeen Manufacturing Company, of Geneva, New York, an advance copy of a little booklet of 24 pages, entitled "Warmth—In Ways Diverse." This is a handsome publication, dealing with the various methods of warming houses, from the open fire and stove to the modern steam and hot-water systems, profusely illustrated, and giving a large amount of useful information. The cover is handsomely illustrated in colors representing the spirit of warmth.

It is mailed free on application by The Herendeen Manufacturing Company, Geneva, N.Y., who also manufacture the celebrated Furman steam and hot-water boilers.

SIXTY PLUMBERS ON STRIKE.

About 60 plumbers and steamfitters went on strike at Ottawa on Monday, August 25, owing to the refusal of the master plumbers to agree to their demand for the regulation of shops and for a minimum wage of 25½c. an hour. The men are at present receiving 22½c., and several are receiving as high as 27c., but have not yet the regulation of shops.

The plumbers have been considering the question of a strike for some time, and apparently delayed making the move until the present, when the busy season has just opened. The apprentice question is not an issue this time. All the leading plumbing establishments of Ottawa are affected by the strike, which, however, does not affect the gasfitters.

BUILDING NOTES.

The town of Glace Bay is about to proceed with the construction of a town hall. It will be a three-storey structure, including a basement. The most modern systems of ventilation and heating will be used.

At a largely attended meeting of the Grain Exchange of Winnipeg, on August 20, the interesting question of erecting an exchange building was discussed at considerable length and it was decided by a good majority vote to purchase a site as a first step towards the project.

The Wolferstan Thomas estate, through Messrs. John James Browne & Son, has sold the property at the southwest corner of St. Catherine and University streets, Montreal. The lot measures 26 feet on St. Catherine street and 90½ feet on University street. The purchase price was $29,147, or $12.50 per foot. A seven-storey building is to be erected on the site, the ground floor being used for stores and the upper floors being let as bachelors' quarters.

Dorset, in the Muskoka district, is to have a new summer hotel to cost anywhere from $30,000 to $35,000. The active spirit in the new enterprise is W. Secker, of the Fairview Hotel, situated at the same place. The new building will be situated on a good location, consisting of 86 acres of land near the village. The hotel when completed will accommodate 100 people, will be lighted with electricity furnished by an independent plant on the premises, will have a complete waterworks system, and will be heated during the cool season with hot water.

PLUMBING AND HEATING CONTRACTS.

JAMES HURST, plumber, gas and steamfitter, 259 King street east, Toronto, has secured the following contracts : For overhauling Peacock's ; for putting in gas for White & Co., Front street east ; fitting up house, 8 Eastern ave.; alterations to plumbing at 190 Queen street east ; alterations at Nasmith's houses, 190 Front street and 396-398 Wellesley street ; putting in gas at house, 58 Isabella street ; water pipes and sinks at G. White's silk works, Sherbourne street.

Guest & Co., 86 Church street, Toronto, have secured the contract for the gasfitting of factory of E. & A. Gunther, 10 Wellington street east, Toronto.

Wray & Morgan, Bloor street west, Toronto, have secured the contract for plumbing and lighting the branch of the Bank of Toronto at the corner of Queen and Spadina, Toronto.

Fiddes & Hogarth, 122 King street east, Toronto, have secured the contract for heating the resideoce of Mr. Lee, of Rice Lewis & Son, Limited, on Madison ave., Toronto. Bark and Horwood were the architects.

Bennet & Wright, Queen street east, Toronto, have secured the contract for the heating and plumbing of the additions to the Toronto General Hospital ; for heating and plumbing at the residence of Robert Watson, St. George street ; for the plumbing of six houses in Rosedale for the Macpherson estate ; for the heating and plumbing of a large residence in Belleville, for George Wallbridge; for heating and plumbing for residence of T. F. Matthews, Peterboro' ; and for the plumbing of four houses on King street for Mrs. White.

THE HALIFAX RESOLUTIONS

At a meeting of the Toronto Association of the Master Plumbers' Association on Monday evening, the Halifax resolutions were referred to the Ways and Means Committee, with full power to act. This committee met on Thursday, August 28, at the office of the chairman, J. J. McKittrick, 16 Queen street east, Toronto.

PLUMBING NOTES.

J. Priestly, of Toronto, was elected vice-president at the meeting of the United Association of Plumbers and Gasfitters in Omaha last week.

The master plumbers will play the supply men a game of ball at Long Branch on Saturday afternoon, August 30. At present the master plumbers claim the championship, having been victorious last year with a score of 35 to 5. There will be a good time, whichever wins.

A BARN PAINT

Every farmer has a barn as well as other outhouses, fences, etc. All should be painted. Give your farmer customers a chance this Fall to paint their Barns at a low price. The Fall is a good time for it. Sell them a paint for $1.00 per gal. and make a good profit for yourself.

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BUILDING OPERATIONS IN THE WEST.

THE Manitoba Morning Free Press has collected some valuable information of considerable interest to the building trade. Through its correspondents it has supplied the public with a reliable and approximate idea of the extent of the new buildings projected or in course of erection through a large section of the West. It says, in part:

The "shack" and other forms of makeshift shelter inseparably connected with precarious pioneer life are rapidly being supplanted by modern barns and dwellings, commodious and comfortable, and almost invariably of a substantial nature.

The amount of building it has entailed is simply enormous. It is not confined to any section of the country or community; it is general; and the volume of construction is limited only by the supply of building material and builders. It is also a matter of satisfaction to note that these extensive operations are largely being conducted on a cash basis.

The remarkable growth of Winnipeg, showing over $1,700,000 worth of new buildings already this season, is but a criterion of the growth of the country and other centres of population like Brandon, Calgary, Regina and Edmonton.

At Morden a large number of farmers are building stone structures, and all the buildings have at least good stone foundations. The stone used is the local article, which is obtained in almost any of the western townships, and as it is in the shape of boulders, but little expense is entailed in securing this material. A better building stone it would be hard to find. It gives the appearance of very great solidity and when painted it makes a very handsome building. Among some of the buildings erected here are Mr. Heckle's new block; addition to hospital, $2,000; J. H. Black, solid stone house, $7,000; A. Patterson, of Clegg, stone stable, $2,000; P. Zenbrick, house, with stone foundation and hot-air furnace, for $3,000; D. Allison, of Stronac stock farm, stone stable, for $2,000.

Between Morden and Manitou many new buildings are being erected, and all of them have as many modern conveniences as possible. In Morden 50 of the houses are heated with hat air or hot water, and many property owners have had water tanks placed in the attic to serve in place of a general water system.

At Carberry and immediate vicinity building operations to the value of $50,000 are being carried on. This does not include the new Union Bank building, worth $25,000. The principal structures are St. Agnes Church and rectory, at a cost of $10,000. Among the others are the Carberry gas plant, $2,000; B. A. Huckle's residence, $2,000; C. J. McClocklin, store improvements, $1,500; Joseph Har, large stable, $1,700; Jos. Renwick, stable, $1,500; Harry Boles, stable, for $1,500; James Thompson, residence, for $1,000; John Davidson, residence, $1,000; Peter Robertson, residence, $1,200 and stable, $1,200; Alex. Thompson, stable, $1,200; Oliver Bredin, residence, $1,000; Davis White, brick residence, furnace, $3,000; Grus. Turner, $1,000; Irwin School, $1,000; John Mattice, house, $1,000; D. Renwick, residence, $1,000 and 33 other buildings ranging in value from $300 to $900. Morden and Carberry may be taken as representative of the general activity in building throughout the West.

At Hartney a large number of costly new buildings that are now in course of erection are overtaxing the resources of contractors, and, in consequence, some who had intended to build have been obliged to postpone their improvements. Among some of the best buildings are two brick stores, one printing office, one machine shop, one power house, one business office, one roller mill, five residences, one depot, and barns, etc., nearly all of which are brick. Within about ten miles of Hartney 16 new residences and 30 barns, etc., are in the course of erection.

At Killarney $70,000 worth of buildings are already under construction. All of the residences and business blocks will be heated with furnaces. Among some of the buildings are two stores, two business blocks, 12 dwellings, one warehouse, one blacksmith shop and two stables, worth $7,000.

The value of the farm structures in the immediate neighborhood may safely be put at $22,000, and smaller buildings, such as granaries, etc., will easily bring the total up to $30,000.

In Gladstone building operations will easily amount to $63,550, or before the year is out to $70,000. Two stores alone cost $31,000 and one hotel, $8,000. About 13 residences, four stores, one hotel and one telephone system are under construction.

At Manitou one business block, six houses and ten barns are being built. Contractors and builders are hard to get, though nearly all cash is being paid for building material and labor.

At Elkhorn four new dwellings and six barns are under construction.

At Belmont 15 new dwellings and seven other buildings are being erected.

At Express River one store, five houses and a number of barns and stables constitute the sum of building operations.

At Crystal City lumber merchants say that the output of building material this season is more than 100 per cent. greater than last year. The number of buildings erected is less than it otherwise would be, owing to an unsupplied demand for carpenters and masons. There are being built seven dwellings, one business block and one $7,000 Methodist church. In the immediate country seven houses, nearly all brick, one Presbyterian church and four barns are under construction.

At Holland 11 houses, one school house, four stone foundations and seven barns are being built.

At Boissevain building material is hard to obtain. Six houses are being built and nine are being enlarged. In the surrounding country 13 houses are being built; also 14 barns, stables or smaller additions to houses are under construction.

At Forrest Station building is booming this year. Notwithstanding that lumber and other materials for building are from $5 to $15 higher per 1,000 this year than for the past few years, more building has been done than in the past three or four years together. Buildings erected cost $8,700. Five houses and five barns are being erected.

At Rosenfeld the amount of building going on there and in the vicinity so far this year is not so large as in former years. Many of them projected in the early spring were stopped owing to the terrible flood. Six houses or schools and six granaries have been built.

At Foxwarren four houses were constructed and eight minor buildings.

Building operations in Treherne have not been as extensive this season as last, neither in the town or adjacent country. Eight dwellings have been erected and two barns and one stable.

Lumber merchants at Alexander find it very difficult to get supplies of lumber fast enough for the demand, and report an immense improvement on last year's business. Two dwellings, three barns and one stable have been built.

Five houses, three barns and one stable are the total of building operations at Pilot Mound.

At Austin one church, two dwellings, one furniture store, one air-tight lime-house; in the country, three brick and three frame houses and two frame stables have been erected.

Four dwellings, 17 barns and one granary have been built in Thornhill.

In Sydney three houses and two stables have been erected.

In Selkirk one manse.

In Pipestone one dwelling and one elevator.

In Minto one Methodist church.

In Basswood two houses have been erected.

Regina (in the vicinity), two churches, 33 houses, 11 barns, two stables, one granary, one mill and one store. In the town itself, 44 residences, one hotel, one

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conservatory, one hospital, eight stores, three factories and two offices.

In Edmonton four churches, two hotels, one electric light plant, one school, 32 dwellings, three stables, three stores, one fur warehouse and two mills.

At Strathcona two churches, one costing $50,000; also, the number of barns and outbuildings will far outnumber previous years.

At Calgary, P. Burns' business block, $50,000; Calgary Milling Co., $5,000; Parslow's warehouse, $5,000; Ward school, $12,800; Hull's business block, $20,000.

At High River, one business block, $10,000; one Methodist church.

At Olds, one school, $4,000.

At Red River, one bank, $6,000; addition to school, $4,000; town hall, $12,000; also, 120 residences of all descriptions have been erected.

At Indian Head, one block, one exhibition building, five dwellings, one office, two warehouses, one store, and two additions to stores.

At Cardston, one sugar factory, $500,000; mill and elevators, $50,000; 24 residences, one brick block, 10 barns, one granary, two sheds, two offices, and one addition to store.

At Carnduff, one court house, two churches, four warehouses, one elevator, one office, six houses, one store, two school houses, three barns, one granary.

At Qu'Appelle, four warehouses, six houses, four elevators, four stables and one hotel.

At Grenfell, eight houses, one elevator, two stables, four barns and two blacksmith shops.

At North Portal, seven houses, two school houses, one hotel, one photograph gallery and one stable.

At Rostein, four business blocks, one church and one residence.

At Moosomin, one block and one church.

At Fort William, the C.P.R. has the following operations: Coal docks, $350,000; freight sheds, $12,000; elevator, $450,000; another, $100,000, and another, $18,000; machine shops, $22,000; storehouse and office, $3,500; also, hotel, $12,000; another, $12,155; another, $9,987. Seventeen residences, one block, one town hall, aggregating over $1,350,000 for Fort William, exclusive of repairs to a number of residences and business places of a minor character.

At Portage la Prairie, $100,000 for business blocks and $500,000 for new buildings is being spent.

Building operations include seven business blocks, 12 residences, additions to houses, hospital and school house; also a number of barns. In the immediate vicinity a partial list gives 16 houses, five barns, one drive shed, nine stables, 11 granaries, two warehouses, two stables and one church.

At Selkirk, one large block, one large store, asylum extension, $30,000, etc., making in all about $50,000.

At Miniota, two churches, 21 dwellings, four stores, one warehouse, one elevator, three barns, two stables and one granary.

At Minnedosa and vicinity, three elevators, 12 residences, 11 barns and two granaries.

At Carman, school, $26,000; hotel, $20,000; also seven residences, two stores, one church and one bank and many small buildings, making a total of at least $100,000.

In the vicinity of Carman, three residences, one barn, one granary and eight stables.

At Lariviere, one factory, 11 houses, five stables and five barns.

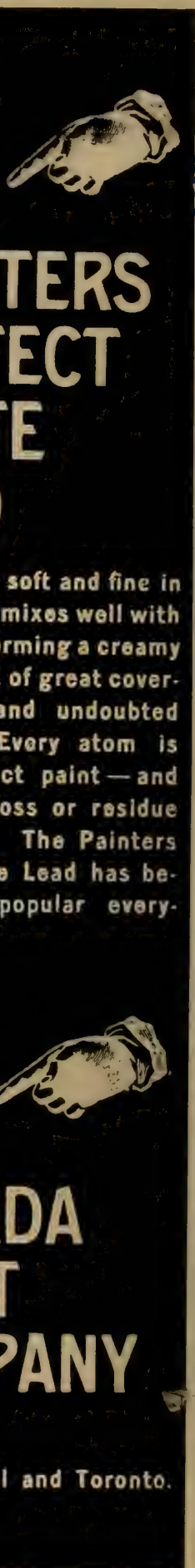
At Carlyle, one hotel, $7,000; one elevator, three stares and one bank.

A NEW MOLDING PROCESS.

FREDERICK BALDT, SR., general manager of The Penn Steel Casting Works, Chester, Pa., has discovered, according to The Metal Worker, many new and important processes that have raised the standard of steel casting to a high point, but that he has not been content to rest upon these laurels won in the past is demonstrated by recent achievements. For months he has been engaged in developing ideas that have resulted in the introduction of a system of steel molding that promises to revolutionize the process.

Patents were recently issued to him that will materially simplify the molding of steel. The method consists in first making a master mold from any pattern and then casting from this as many fusible patterns as may be required. This fusible pattern is then put into an iron box of suitable size, after which, by means of compressed air, the box is then run into the drying oven, where the fusible pattern is melted out. The casting is then made from the dried mold.

An important feature of this process is that it does away with skilled labor, the sand being conducted and driven by compressed air into all parts of the box and fusible pattern by either boys or laboring men. Since the castings are absolutely seamless and without fins, no chipping is required afterwards. The process is also particularly applicable to the casting of chains and similar interlocked articles. By this process it is also practicable to produce articles in exact duplicate and in any number.



THAT OLD RUSTED STOCK

Why don't you get it together and have it made like new?

WE REPLATE, REPOLISH

all kinds of Metal Goods in Gold, Silver, Copper, Brass and Nickel.

Don't put it off any longer. Get the old stock fixed up for your trade.

WRITE US FOR PRICES.

MOORE & ORR, Electro Platers

81 Adelaide St. W., - - **TORONTO.**

CHAMPION Stoves and Ranges

RIGHT PRICES
QUICK SHIPMENTS
QUALITY GUARANTEED
FIRST-CLASS NICKLE PLATE
CORRESPONDENCE SOLICITED

Made by——

D. J. BARKER & CO.
PICTON, ONT.

—Toronto Agents—
THE BATTY HARDWARE & STOVE CO

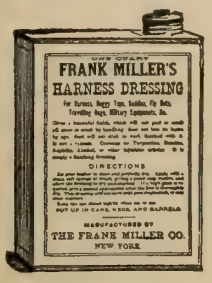
FRANK MILLER'S

HARNESS PREPARATIONS.

FRANK MILLER'S
HARNESS DRESSING

Recognized as
"THE STANDARD."

Produces a brilliant jet-black gloss which will not peel or smut and to which dirt will not stick.



Frank Miller's
Harness Soap

Unrivaled for cleaning and softening Harness
Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S
Harness Oil.

Preserves and softens the leather, thus adding life.

The highest quality of oil on the market.

"BANNER" COLD BLAST
"BANNER JUNIOR," BRASS
"CLIMAX" SAFETY TUBULAR
"LITTLE BOBS," TIN and BRASS

Lanterns

ALSO

"SHELBY" INCANDESCENT
"BRILLIANT" INCANDESCENT

Lamps

Are Necessary Leaders for the Dark Days.

For sale by all Jobbers of Hardware, Lamp Goods and Electric Supplies.

WALTER GROSE, Montreal, Selling Agent.

Manufactured by THE ONTARIO LANTERN CO. HAMILTON.

The Best Ready Roofing on Earth.

TRINIDAD ASPHALT MFG. CO.

Asphalt and Asbestine Gravelled

READY ROOFING

WITH INTERLOCKING LAP.

Fire, water, acid or gas proof.
Shipped with cement and nails for laying.

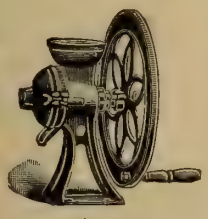
ASPHALT, PAINT, CEMENT, COATING, ROOFING, DEADENING and SLATERS' FELT, BUILDING and INSULATING PAPER of all kinds. The trade supplied. Prices and samples from the

Canada Supply Co., Agents, Windsor, Ont.

ENTERPRISE on an article is a Guarantee of QUALITY

ENTERPRISE

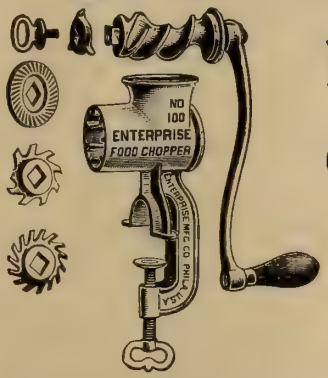
Bone, Shell & Corn Mill



No. 750, $7.50

Meat Juice Extractor

No. 21, $2.50



FOOD CHOPPERS

Four Knives with each Machine

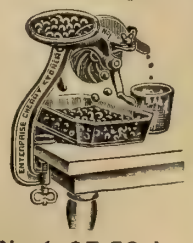
No. 100, *chops 2 lbs. per minute,* **$1.50**
No. 300, *chops 3 lbs. per minute,* **$2.25**

Sell every Day in Year

GUARANTEED TO CHOP RAW MEAT

Illustrated Catalogue FREE *Order through your Jobber*

Cherry Stoners
5 Sizes & Styles



No. 1, $7.50 doz.

Rapid Grinding & Pulverizing Mills
45 Sizes & Styles for Hand & Power, $1 25 to 300.00

No. 2½, $4.75

New York Branch, 10 Warren Street

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch, 105 Front Street

CORROSION IN STRUCTURAL STEEL.

AN article of considerable interest appears in The Iron Trade Review under the caption of "Corrosion of Steel in Tall Buildings." The following is an extract from it :

"A radical change in the design of steel skeleton buildings in the thickly populated centres of the country is anticipated in the near future by architects and engineers who design and erect such structures. While tall buildings are a development of quite recent years some very grave defects have already been found in the steel work where columns and girders have been laid bare for inspection. Too little care has been taken to prevent oxidization and corrosion, and nearly all the steel work thus far examined has shown the action of destructive elements. Only recently an examination was made in an eastern city of the steel work of a large building erected about 10 years ago, and all the foundation columns were found to be in a dangerously bad state. One of the columns, more exposed to corroding influences than the rest, had to be replaced and the others were reinforced.

"Such revelations will certainly lead to new designs for such structures. The steel work will either have to be encased in cement to prevent the attack of destructive elements on the more exposed portions will have to be so built as to make frequent inspection easy, as well as the application of material to prevent corrosion. The system of plumbing will have to be changed so that none of the pipes carrying water or steam will come in contact with the steel work in any way, as leaks often greatly impair the steel work before being discovered.

"Many architects have been extremely careless in designing steel structures, and to-day the foundation columns of many large buildings are constantly exposed to the action of water and other corroding agents that will destroy the steel in a very short time."

NEW HARDWARE MANUFACTURING COMPANY.

In Stamford a company has been organized under the corporate name of The Mix & Riddell Hardware Manufacturing Co., with a capital stock of $500,000, for the manufacture of locks and hardware with the following men as directors : George H. Riddell, Frank W. Mix, Edward H. Mix, William F. Ellis, Kenneth K. McLaren, Walter U. Lawson and David F. Riddell.

At a meeting held August 14, the following officers were elected by the directors : Frank W. Mix, president ; Edward H. Mix, vice-president and general superintendent ; Geo. H. Riddell, secretary and treasurer.

A factory site has been purchased by the new company from the New York, New Haven and Hartford Railroad on the west side of South street, extending from South street to the river, bounded on the north by the N.Y.N.H. and H.R.R., and on the south by the Olmstead property. It is one of the finest sites for manufacturing on the line of the N.Y.N.H. and H.R.R. The main building will be 210 ft. long, 40 ft. wide and four storeys high with an additional building 40 x 70 ft. for power house and brass foundry. Provisions are being made for other buildings later on including an iron foundry. The originator of this company, Maj. F. W. Mix, is well known to the hardware trade in general.

NEW FOUNDRY PREMISES.

The Toronto Foundry Co., the well-known manufacturers of plumbing supplies, etc., Niagara street, Toronto, last week took possession of their new building at the corner of Jefferson ave. and Liberty street, which has been in course of construction for some time.

The new foundry and offices are commodious, well lighted and most modern in every particular. Besides the foundry proper, which is 180 x 70 ft., there is a cupola house, machine room, store rooms, fireproof pattern vault, and a handsome suite of offices. The comfort of the employes is also amply provided for, including a lunch room, bath room, with shower baths, lavatories etc., for their use. The buildings back on Pardee ave. and are connected with the G.T.R. and C.P.R. by a special siding.

UNITED STATES PIG IRON OUTPUT.

THE Iron Age in its current issue gives a summary of the capacity of pig iron furnaces in blast on August 1 in part as follows :

The blowing out of a limited number of large blast furnaces in the Central West during July has reduced the active capacity materially, so that August promises to become a rather slender month, comparatively speaking.

The weekly capacity of the furnaces in blast on August 1 compares as follows with that of the preceding periods :

	Total Capacity Per Week. Gross tons.	Coke Capacity Per Week.	Charcoal Capacity Per Week.
August 1, 1902.....	336,465	328,745	7,720
July 1.....	350,890	343,250	7,640
June 1.....	344,748	537,492	7,256
May 1.....	352,c64	345,627	6,437
April 1.....	337,424	331,.50	6,284
March 1.....	323 028	316,039	6,989
February 1.....	331,045	325,440	6,6,5
January 1.....	298,479	291,992	6,468
December 1, 1901	324,761	317,358	7,403
November 1	320,824	313,775	7,049
October 1	307,982	300,538	7,444
September 1.....	299,861	293 236	6,605
August 1	303,847	297,269	6,578

FURNACE STOCKS.

The position of furnace stocks, sold and unsold, as reported to us, was as below on August 1, as compared with three preceding months, the same furnaces being represented as in former months. This does not include the holdings of the steel works producing their own iron :

Stocks—	March 1.	June 1.	July 1.	Aug. 1.
Anthra. and coke...	96 315	57,731	6 ,312	64,059
Charcoal..... ...	29,033	15.977	13 725	13,071
Totals.....	125,318	73,2c8	75,037	74,130

APOLLO BEST BLOOM
GALVANIZED IRON

The metal-worker who uses common galvanized iron makes his business harder to do and harder to get ; and, of course, his profits less.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

YOU NATURALLY EXPECT THAT THE GOODS **YOU** BUY WILL GIVE ENTIRE SATISFACTION TO **THOSE** WHO BUY FROM YOU. WHEN YOU PURCHASE

2 AND 3 PLY READY ROOFING,
BUILDING PAPERS,
SHEATHING AND CARPET FELT,
COAL TAR PRODUCTS,
HANGING AND PRINT PAPER,
BROWN AND MANILLA WRAPPING

from us your expectations will be realized. Our lines are all guaranteed to give entire satisfaction. Quality, the best.

ALEX. McARTHUR & CO., 82 McGill Street, MONTREAL.

PAPER MILLS: JOLIETTE, QUE. FELT FACTORY: HARBOR AND LOGAN STREETS, MONTREAL.

CURRENT MARKET QUOTATIONS.

Aug. 29, 1902.

Thes prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—		
56 and 23 lb. ingots, 100 lb.	$32 00	$33 00

TINPLATES.

Charcoal Plates Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$6 75
I.X. "	....	8 25
I.X.X. "	....	9 75
Famous, equal to Bradley—		
I.C.	....	6 75
I.X.	....	8 25
I.X.X.	....	9 75
Raven and Vulture Grades—		
I. ., usual sizes	....	5 00
I.X. "	....	6 00
I.X.X. "	....	7 00
I.X.X.X. "	....	8 00
D.C., 12½x17	....	4 50
D.X	....	5 25
D.X.X	....	6 00

Coke Plates—B ight.

Bessemer Steel—		
I.C., usual size, 14x20	....	4 25
I.C., special sizes, base	....	4 75
20 x 28	....	9 00

Charcoal Plates Terne.

Dean or J.G. Grade		
I.C., 20x28, 112 sheets	....	8 50
I.X., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X.X., 14x56, 50 sheet bxs. } " 14x60, " } " 14x65, " }	....	0 06½

Tinned Sheets.

72x30 up to 24 gauge	....	8 00
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	1 95	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3 in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T.Firth & Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "silver" tool steel	0 12	0 14
" "special"	0 15	0 20
Jonas & Colver's tool steel.	0 08	0 15
" "air hardening"	0 .0	0 50
Drill steel, per lb.	0 08	0 10

BOILER TUBES.

		Per foot.
1¾ and 4 inch	....	0 09
2½ in.	....	0 16
3 in.	....	0 13
3½ in	....	0 16
4 in.	....	0 31

STEEL BOILER PLATE.

¼ in.	2 50	2 60
3-16 in.	2 60	2 70
⅝ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	....

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

Black pipe—		Per 100 feet.
⅛ inch	....	2 90
¼ "	....	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	20 00
3 "	....	24 00
3½ "	....	30 00
4 "	....	37 50
4½ "	....	42 00
5 "	....	47 00
6 "	....	60 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Discount on pipe up to 2 in. 4 p c. Larger si es nett.

Malleable Fittings—Discount 30 p.c.

Cast Iron Fittings—

On all cast iron fitting, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis. All others—discount 60 p.c.

GALVANIZED SHEETS.

	G.C.	Comet.	Bell.	Queen's Head.
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	4 00	4 05
26 "	4 25	4 00	4 15	4 25
28 "	4 50	4 25	4 35	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.		....	....
" ¼ "	...	7 85	8 10
" 5-16 "	...	5 25	5 50
" ⅜ "	...	4 50	4 75
" 7-16 "	...	4 25	4 50
" ½ "	...	4 20	4 50
" 9-16 "	...	4 05	4 50
" ⅝ "	...	4 00	4 50
" ¾ "	...	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 p.c.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.		Per 100 lb.
English B.S., ton lots	....	13 50
Lake Superior	....	....

Bars.

Cut lengths, round, ½ to ⅞ in	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00

Sheet.

Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

Boiler and T.K. Pitts.

Plain tinned, per lb	....	0 28
Spun per lb	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	....	0 3
Tubing, base, per lb		0 23½

ZINC SPELTER.

Foreign, per lb.	5 50	6 00
Domestic "	....	....

ZINC SHEET.

5-cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD.

Imported Pig, per 100 lb.	....	3 50
Bar, per lb.	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7 50. Discount, 2½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Discount, 60 p.c. on medium and extra heavy, and 55 p.c. on light soil pipe and fittings.

SOLDER.

	Per lb.	Per lb.
Bar half-and-half, guarant'd	....	0 20
Bar, half and-half, commer'l	....	0 19½
Refined	....	0 19
Wiping	....	0 18½

ANTIMONY.

Cookson's, per lb.	....	9 50

WHITE LEAD.

	Per 100 lb.	
Pure	4 90	5 0
No. 1	4 52½	4 62½
No. 2	4 15	4 25
No. 3	3 77½	3 87½
No. 4	3 40	3 :0
Munro's Select Flake White		6 37½
Elephant and Decorators' Pure		6 1:½
Brandram's B.B. Genuine		7 00
" " No. 1		6 00
"Monarch" brand		6 12½
Decorator's Pure		5 87½
Essex Genuine		5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt.	$4 75
Genuine, 100 lb. kegs, per cwt.	5 00
No. 1, 560 lb. casks, per cwt.	4 :5
No. 1, 100 lb. kegs, per cwt.	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 50
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 25
Second qualities, per gallon	..	1 0
Barn (in bbls.)	0 :0	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co's pure	....	1 2
Toronto Lead & Color Co's pure	....	1 :5
Sanderson Pearcy's pure	....	1 20
Stewart & Wood's Champion pure		1 0
Standard Paint Co.' "New Era'		1 3

COLORS IN OIL.

25 lb. tins, standard Quality

Venetian red, per lb.	0 04½	0 06
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "	....	0 06
Marine black	....	0 09
Chrome green	....	0 0
French imperial green	....	0 12
Signwriters' black	....	0 16

Burnt umber	...	0 11
" sienna	....	0 11
Raw umber	....	0 11
" sienna	....	0 11

COLORS, DRY.

Common ochre, bbls	1 20	1 30
Yellow ochre (J.F.L.S.), bbls.	....	2 00
Yellow ochre (La Belle)	1 15	1 25
Brussels ochre	...	2 00
Venetian red (best), bbl.	1 75	2 00
English oxides, per cwt	3 00	3 25
American oxides, bls.	1 25	2 00
Canadian oxides, bbls.	25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 :5
Burnt sienna, pure, per lb.	....	0 0
" umber, " "	....	1 10
Raw do	. .	0 09
Drop black, pure	....	0 09
Chrome yellow, pure	....	0 18
Chrome greens, pure per lb.	0 09	0 10
Golden ochre	0 04	0 05
Ultramarine blue, in .8-lb. boxes, per lb.	0 06	0 18
Fire proof mineral, per 100 l.	....	1 00
Genuine Eng. Litharge, per lb.	....	0 07
Mortar color, per 100 lb.	1 :5	1 50
Pure Indian red, No. 45, lb.	0 08	0 10
Whiting, bbl.	0 55	0 60
English vermilion in 30-lb. bags.		0 95

PARIS GREEN.

		Per lb
Petroleum, casks	0 16½	18
Arsenic kegs	0 17	0 19
50 lb. and 100-lb. drums	0 18½	0 19½
25-lb. drums	0 19	0 20
1-lb. packages	0 20	0 20½
½-lb. do	0 22	0 22½

BLUESTONE.

Casks, for spraying, per lb.	0 07
100-lb. lots, do per lb	0 08

PUTTY.

Bulk in bbls.	1 90
Bulk in less quantity	2 05
Bladders in bbls.	2 25
Bladders in kegs, boxes or loose	2 40
Bladders in 25-lb. tins	2 :5
Bladders in 12½ lb. tins	2 65
Bladders in bulk or tins less than 100 lb	2 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	....	1 25
" No. 1	....	1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine, brown japan	1 :5	1 :0
" black japan	0 85	1 :0
" " No. 1	0 50	0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal.		2 75

Maple Leaf coach enamels; Size 1, $1.20; size 2, 70c.; size 3, 40c. each.

Sherwin-Williams' copal varnish, assorted case, from ½-pts. to 1 gal. $2 50.

CASTOR OIL.

East India, in cases, per lb.	0 00½	0 10
" small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal.	0 50	0 55
Pure olive	....	1 :0
" neatsfoot	....	0 90

GLUE

Common	0 08	0 09
French medal	0 10	0 14
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 25	0 30
Strip	0 18	0 :0
Coopers	0 19	0 20
Huttner	0 15	0 16

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY { Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

HARDWARE.

Ammunition.

Cartridges.

B. B Caps Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 40 p. c., Amer
Rim Fire Cartridges, Dom., 5 (and 5 p. c
Central Fire Pistol and Rifle 10 p.c. Amer.
Central Fire Cartridges, pistol sizes Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.
Central Fire, Military and Sporting, Amer. add 5 p.c. to list. B.B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.6).

Wads	per lb
Best thick white felt wadding, in ¾-lb bags	1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads in boxes of 1,000 each, 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Adzes.

Discount, 20 per cent.

Anvils.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, " " "	0 11¼

Augers.

Gilmour's discount 65 and 5 p.c. off list.

Axes.

Chopping Axes		
Single bit, per doz	5 50	10 00
Double bit, "	11 00	18 00
Bench Axes, 40 p.c.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 00	10 00

Axle Grease.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

Bath Tubs.

Zinc 6 00
Copper, discount 15 p.c. off revised list

Baths.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
" " " 2nd "	20 00

Anti-Friction Metal.

"Tandem" A ... per lb.	0 27
" B ... "	0 21
" C ... "	0 11½
Magnolia Anti-Friction Metal, per lb	0 25
Frictionless metal, per lb	0 23

SYRACUSE SMELTING WORKS.

Aluminum, genuine	0 41
Dynamo	0 27
Special	0 22
Aluminum, 99 p.c. pure "Syracuse"	0 45

Bells.

Hand

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 45 per cent

Farm.

American, each 1 25 3 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00
Blacksmiths', discount 40 per cent.		

Belting.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 p.c.

Bits.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen. net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind and Bed Staples.

All sizes, per lb 0 07¾ 0 12

Bolts and Nuts. Per cent.

Carriage Bolts, common ($1 list)	55 and 10
" " full square ($2.40 list)	55 and 10
" " Norway iron ($3 list)	50 and 10
Machine Bolts, all sizes	50 and 10
Plough Bolts	50 and 10
Blank Bolts	50 and 10
Bolt Ends	50 and 10
Sleigh Shoe Bolts	65 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3¾c. per lb off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove rods, per lb .... 5½ to 6c.
Nuts, in 50 lb. lots ¼c. per lb extra, in less than 50 lb. lots, ½c etxra.

Boot Calks.

Small and medium, ball, per M	4 25
Small heel, per M	4 50

Bright Wire Goods.

Discount .... 62½ per cent

Broilers.

Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

German, per doz	6 00	11 00
American, per doz	12 00	20 00

Butcher Knives.

Bailey's, per doz 0 60 6 30

Building Paper, Etc.

Tarred felt, per 100 lb	1 70
Ready roofing, 2-ply, not under 45 lb. per rol	85
Ready roofing, 3-ply, not under 65 lb. per roll	1 10
Carpet felt, per ton	45 00
Dry sheathing, per roll, 400 sq. ft	35
Tar sheathing, " " "	45
Dry fibre " " "	55
Tarred fibre, " " "	60
O.K. & I.X.L., " " "	65
Resin-sized, " " "	40
Oiled sheathing, " 600 "	1 10
" " " 400 "	70
Roof coating, in barrels, per gal	17
" " small packages	25
Refined tar, per barrel	4 50
Coal tar, "	4 00
Coal tar, less than barrels, per gal	15
Roofing pitch, per 100 lb	85

Bull Rings.

Copper, $2.00 for 2½ in. and $1.90 for 2 in.

Butts.

Wrought Brass net revised list.

Cast Iron.

Loose Pin, dis., 60 per cent.

Wrought Steel

Fast Joint, dis. 65, 10 and 2½ per cent.
Loose Pin, dis. 65, 10 and 2½ per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Carpet Stretchers

American, per doz	1 00	1 50
Bullard's, per doz	....	6 50

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross 8 50 9 50

Cement.

Canadian Portland	2 25	3 00
English "	3 00	3 15
Belgian "	2 50	2 75
Canadian hydraulic	1 25	1 50
Arrow	....	2 25
Buffalo	....	2 00

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. S. & W. Extra 60, 10 and 5 p.c.

Churns.

Revolving Churns, metal frames—No. 0, $8—No. 1, $8.50—No. 2, $9.00—No. 3, $10.00—No. 4, $12.00—No. 5, $16.00 each. Ditto, wood frames—20c. each less than above. Discounts: Delivered from factories, 53 p.c.; from stock in Montreal, 51 p.c. Terms, 4 months or 3 p.c. cash in 30 days.
Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2 65. Metal frames 25c. extra. Discount 15 p.c., net 30 days.

Clips.

Axle dis. 65 per cent.

Closets.

	Net.
Plain York or Ontario Syphon Jet.	$9 60
Emb. York or Ontario Syphon Jet.	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. Elgin or Teu. Syphon Washout	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
" " " " emb.	10 20
Plain Richelieu	3 75
Emb. Richelieu	4 00
Connections	1 25
Low Down Ont. Sy. Jet, plain	11 70
" " " " " emb'd.	12 30
Closet connection	1 25
Basins P.O., 14 in	0 70
" oval 17 x 14 in	1 50
" " 19 x 15 in	2 25

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Conductor Pipe.

Plain or Corrugated.

2-inch, per 100 feet	3 00
3 " " "	4 00
4 " " "	5 25
5 " " "	6 75
6 " " "	9 00

Cradles, Grain.

Canadian, dis. 25 to 33⅓ per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair	17½
" " 5, "	22½
" 6, "	15
Boynton pattern "	20

Door Springs.

Torrey's Rod, per doz (15 p.c.		2 00
Coil, per doz	0 88	1 60
English, per doz	2 00	4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.

Hand and Breast

Millar's Falls, per doz. net list.

DRILL BITS.

Morse, dis., 37½ to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.

EAVE TROUGH.

10-inch, per 100 ft $3 10

ELBOWS. (Stovepipe.) per doz.

5 and 6-inch, common	1 20
7-inch	1 35

Polished, 15c. per doz. extra.

ESCUTCHEONS.

Discount, 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 p.c.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co's "Simplicity" file handle, per gross 85c. to $1.50.

GLASS—Window—Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 20	4 25	....	6 25
26 to 40	2 40	4 65	....	6 75
41 to 50	....	5 10	....	7 50
51 to 60	....	5 35	....	8 50
61 to 70	....	5 75	....	9 75
71 to 80	....	6 25	....	11 00
81 to 85	....	7 00	....	12 55
86 to 90	....	7 75	..	15 00
91 to 95	..	....	...	17 50
96 to 100	...	....	...	20 50

GAUGES

Marking, Mortise, Etc.

Stanley's dis. 50 to 55 per cent.

Wire Gauges.

Winn's Nos. 26 to 33, each 1 65 2 40

HALTERS.

Rope, ⅜ per gross	....	....
" ½ "	....	9 00
" ⅝ to ¾	....	14 00
Leather, 1 in., per doz	3 87½	4 00
" 1¼ in., "	5 15	5 20
Web, — per doz	1 87	2 45

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent Can. dis. 25 to 27½ per cent.

Tack.

Magnetic per doz 1 10 1 20

Sledge.

Canadian per lb 0 07½ 0 08½

Ball Pean.

English and Can., per lb 0 22 0 25

HANDLES.

Axe, per doz. net	1 50	3 00
Store door, per doz	1 00	1 50

Fork.

C. & B., dis. 40 per cent. rev list.

Hoe.

C. & B., dis. 40 per cent. rev. list.

Saw.

American, per doz 1 00 1 25

Plane.

American per gross 3 15 3 75

Hammer and Hatchet.

Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair 13½

HANGERS. doz. pairs.

Steel barn door	5 85	6 00
Stearns, 4 inch	....	5 00
" 5 inch	....	6 50
Lane's covered—		
No. 11, 5-ft. run	....	8 40
No. 11½, 10-ft. run	....	10 80
No. 12, 10-ft. run	....	12 60
No. 14, 15-ft. run	....	21 00
Lane's O.N.T. track, per foot	....	4½

HARVEST TOOLS

Discount, 60 per cent.

HATCHETS

Canadian, dis 40 to 42½ per cent.

Quality First Our Motto

Years ago, when Times were hard and Competition harder, we tried to meet the situation by reducing the quality of some of the goods we manufacture. Needless to say the experiment proved unsatisfactory, and we have since followed the policy of steadily improving the quality of our Building Papers and Roofing Felts. The increase in our business indicates that our customers are willing to pay reasonable prices for **FIRST-CLASS MATERIAL.**

The Paterson Mfg. Co., Limited

Toronto and Montreal.

HINGES.

Blind, Parker's, dis. 16⅔ per cent.
Heavy T and strap, 4-in., per lb.... 0 06½
" " 5-in., " 0 06¼
" 6-in., " 0 06
" 8-in., " 0 05¾
" 10-in., " 0 05½
Light T and strap, dis. 65 and 5 per cent.
Screw hook and hinge—
6 to 10 in., per 100 lbs.... .... 4 50
12 in. up, per 100 lbs..... .... 3 25
Per gro. pairs
Spring.......................... .... 9 00

HOES.

Garden, Mortar, etc., dis. 60 p.c.
Planter, per doz.............. 4 00 4 50

HOLLOW WARE

Discount,................ 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird Cage, per doz........... 0 50 1 10
Clothes Line, per doz........ 0 27 0 63
Harness, per doz............ 0 72 0 88
Hat and Coat, per gross...... 1 00 3 00
Chandelier, per doz.......... 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 47½ per cent.

Wire.

Hat and Coat, discount 45 per cent.
Belt, per 1,000 60
Screw, bright, dis. 55 per cent.

HORSE NAILS

"C" brand 40, 10 and 7½ p.c. off list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk, 66⅔ and 5 per cent.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1. and smaller.
Light, medium and heavy...	3 35	3 60
Snow shoes.........	3 60	3 85
Steel Shoes.		
Light........................	3 45	3 70
Featherweight (all sizes).....	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.
Toe weight steel shoes...... 6 70

JAPANNED WARE.

Discount, 45 and 5 p.c. off list, June 1899.

ICE PICKS.

Star per doz................. 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb................ 0 30 0 50
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis., 45 p.c.
Cabinet, trunk, and padlock, Am. per gross 60

KNOBS.

Door, japanned and N.P., per doz........................ 1 50 2 50
Bronze, Berlin, per doz...... 2 75 3 25
Bronze Genuine, per doz.... 6 00 9 00
Shutter, porcelain, F. & L screw, per gross 1 30 4 00
White door knobs—per doz. 95 1 00

HAY KNIVES.

Discount, 60 per cent.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz................ 7 00
No. 3 "Wright's".................. 8 50
Ordinary, with O burner........... 4 00
Dashboard, cold blast............. 9 00
No. 0............................. 5 75
Japanning, 50c. per doz. extra

LEMON SQUEEZERS.

Porcelain lined, ...per doz. 2 20 5 60
Galvanized 1 87 3 85
King, wood................... 2 75 2 90
King, glass.................. 4 00 4 50
All glass.................... 0 50 0 90

LINES.

Fish per gross............... 1 05 2 50
Chalk " 1 90 7 40

LOCKS

Canadian, dis 40 p.c.
Russel & Erwin, per doz.... 3 00 3 25

Cabinet.

Eagle dis. 30 p.c.

Padlocks.

English and Am. per doz.... 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.

Flat head discount 25 p.c.
Round Head discount 20 p.c.

MALLETS.

Tinsmiths' per doz........... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz.. .... 3 85 5 00
Caulking each................ 60 2 00

MATTOCKS.

Canadian, per doz........... 5 50 6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.
German, 15 per cent.
Gem, each, $1.15.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Quotations are ;	Cut.	Wire.
2 d and 3d	$3 45	$3 55
3 d	3 10	3 22
4 and 5d.................. ..	2 85	3 05
6 and 7d......................	2 75	2 90
8 and 9d......................	2 60	2 70
10 and 12d....................	2 55	2 65
16 and 20d..	2 50	2 60
30, 40, 50 and 60d. (base).....	2 45	2 55

Wire nails in carlots are $2.50
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 75 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.

NAIL PULLERS.

German and American....... 1 85 3 50

NAIL SETS.

Square, round, and octagon per gross................ 3 38 4 00
Diamond.................... 12 00 15 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 50 and 5 to 50 and 10 p.c.
2-in. Mesh, 18 w.g. and heavier, 50 p.c.

OAKUM. Per 100 lb

Navy 6 00
U.S. Navy.............. .... 7 25

OILERS.

McClary's Model galvan. oi can, with pump, 5 gal. per doz.................. .... 10 00
Zinc and tin, dis. 50, 50 and 10
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAILS.

Dufferin pattern pails, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
6, 10 and 14-qt. flaring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.

Per doz...................... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross... 1 35 1 50
Brass head " 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 p c.

PINE TAR.

½ pint in tins, per gross. 7 80
1 " " " 9 60

PLANES.

Wood bench, Canadian dis. 40 per cent. American dis. 50.
Wood, fancy Canadian or American 7½ to 40 per cent.

PLANE IRONS.

English per doz............ 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz............ 0 60 2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 p.c.
"J.M.T." Cushion work. dis. 50 p.c.
Fuller work, dis. 65 p.c.
6 doz. lots and over of the above extra dis. 10 p c.

Lever Handle Stops and Waste, discount 60 p c. With, in lots of 2 doz. and over, an extra dis. of 10 p.c.
"J.M.T." Globe, Angle and Check Valves, dis. 55 p.c.
Standard Globe, Angle and Check Valves, dis. 65 p.c.
"J.M T." Radiator Valves, dis. 55 p c.
Standard " " dis., 65 p.c.
Patent Quick Opening Valves, dis. 70 p.c.
No. 1 compression bath cock, net .. 2 00
No. 4 " " " 2 00
No. 7, Fuller's 2 90
No. 4½, " 2 35
Patent Compression Cushion, basin cock, hot and cold, per doz 15 00
Patent Compression Cushion, bath cock. No. 2208 .... 2 25
Square head brass cocks, 60 p.c.
" " iron " 60 p.c.
Competition Globe, Angle and Check Valves discount, 70 p. c.
Competition Quick Opening Radiator Valves, discount, 70 p.c.

PRESSED SPIKES.

Discount 22½ per cent.

PULLEYS.

Hothouse, per doz.......... 0 55 00
Axle........................ 0 22 0 33
Screw....................... 0 27 1 00
Awning...................... 0 35 2 50

PUMPS.

Canadian cistern............ 1 80 3 60
Canadian pitcher spout..... 1 40 2 10

PUNCHES.

Saddlers', per doz........... 1 00 1 85
Conductors' " 9 00 15 00
Tinners', solid per set........ 0 00 0 72
" hollow per inch 0 00 1 00

RANGE BOILERS. Net.

Dominion, 30 gal. 5 75
Dominion, 35 " 6 75
" 40 " 7 75
Ronald's Galvanized, 30 gallons 6 50
" " 35 " 7 50
" " 40 " 8 50
Copper, 30 gallons.................... 20 00
" 35 " 23 20
" 40 " 26 40

RAKES.

Wood, per doz. net 110

RAZORS.

per doz.

Elliot's 4 00 18 00
Geo. Butler & Co.'s.......... 4 00 18 00
Boker's...................... 7 50 11 00
" King Cutter........ 12 50 15 00
Wade & Butcher's 3 60 10 00
Theile & Quack's............ 7 00 12 00
Bailey's 6 00 12 00
Carbo Magnetic Razor 15 00
Griffon Barbers' Favorite 10 75
Griffon No. 65............... .... 13 0
Griffon Safety Razors........ .... 13 50
" Stropping Machines. 13 50
Klean Kutter................ .... 1 00
All other razors 50 p.c. off catalogue price.

REGISTERS.

Discount .... 40 per cent

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c. per lb.
Copper Rivets with usual proportion burrs 45 p. c. dis. cartons, 1c. per lb. extra, net.
Copper Burrs only, 30 and 0 p.c.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE, ETC.

Sisal 12½
Pure Manilla....................... 15
"British" Manilla.................. 13
Cotton, 3-16 inch and larger........ 16
" 5-32 inch.... 21
" ⅛ inch 22
Russia Deep Sea. 15
Jute 8
Lath Yarn 11

Sisal bed cord, 48 ft..... per doz. 65
" " 60 ft...... " 80
" " 72 ft. ..... " 95

RULES.

Boxwood, dis. 55 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS. per set.

Mrs. Potts, No. 55, polished. 70
" No. 50, nickle-plated. 75

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.
B & A. sand, 40 and 5 per cent.
Emery, 40 per cent.
Garnet (Rurton's), 5 to 10 p.c. advance on list

SAP SPOUTS.

Bronzed iron with hooks, per doz. 9 50

SAWS.

Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.
Crosscut, Disston's, per ft.. 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3
Hack, complete, each 0 75 2 75
" frame only 0 75

SASH WEIGHTS.

Sectional, per 100 lbs....... 2 25 2 50
Solid, " 1 75 2 00

SASH CORD.

Per lb........................ 0 23 0

SAW SETS.

Lincoln and Whiting, per doz. 4 75
Hand Sets, No. 1 Woodyatt (Morrill) 4 25
X-cut Sets, No. 3 Woodyatt (Morrill) 9 50

SCALES.

Burrow, Stewart & Milne—
Imperial standard, 40 per cent.
Weigh Beams, 35 per cent.
Champion Scales, 55 per cen
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.
Warren's new Standard 40 p c.
" " Champion 55 p.c.
" Weighbeams, 35 per cent.

SCREW DRIVERS.

Sargent's per doz........... 0 65 1 00

SCREWS.

Wood, F.H., bright and steel, 87½ and 10 p.c
Wood R. H., " dis. 82½ and 10 p.c.
" F. H., brass dis. 80 and 10 p.c.
Wood, R. H., " dis. 75 and 10 p.c.
" F.H., bronze, dis. 75 p.c.
" R.H. " 70 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz. 3 25 4 00
" iron. " 4 25 5 00
Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.

Per doz., net....... .... 5 00 8 00

SCYTHE SNATHS.

Canadian, dis. 45 p.c.

SHEARS.

Bailey Cutlery Co., full nickeled, dis. 60 and 2½ p.c.
Bailey Cutlery Japan handles, 67½ p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.

SINKS.

Steel and galvanized, discount 45 per cent

SNAPS.

Harness, German, dis. 25 p.c.
Lock, Andrews'.............. 4 50 11 50

SOLDERING IRONS.

1, 1½ lb., per lb.................... 0 37
2 lb. or over, per lb. 0 34

SQUARES.

Iron, No. 493, per doz...... 2 40 2 55
" Mo. 494, " 3 25 3 40
Steel, dis. 60. 10 and 5 p.c.
Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.

Plain, dis., 75 and 12½ p.c. off revised list.
Retinned, dis., 75 p.c. off revised list.

STAPLES.

Galvanized................. 3 25 3 50
Plain.. .... 2 90 3 15
Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

WINDOW GLASS —TO IMPORT.

Prompt Deliveries

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BEST GLASS of all kinds, our own manufacture. **Closest Prices.**

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

STOCKS AND DIES.

American dis. 25 p.c.

STONE.	Per lb.	
Washita	0 28	0 60
Hindostan	0 06	0 07
" slip,	0 09	0 09
Labrador	....	0 13
" Axe	....	0 15
Turkey	....	0 50
Arkansas	0 00	1 50
Water-of-Ayr	0 00	0 10
Scythe, per gross	3 50	5 00
Grind, 2 in, 40 to 200 lb, per ton	....	25 00
" under 40 lb. "	....	28 00
Grind. under 2 in. thick "	....	29 00

STOVE PIPES.

5 and 6 inch Per 100 lengths	....	7 00
7 inch " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4—3 dozen in case, net cash $4 80
No. 6—3 dozen in case, " 8 40

TACKS, BRADS, ETC.

Cheese-box tacks, blued .....80 & 12½
Trunk tacks, black and tinned 85
Carpet tacks, blued .....80 & 15
" " tinned .....80 & 20
" " (in kegs) 40
Cut tacks, blued, in dozens only ..80
" ¼ weights.....60
Swedes cut tacks, blued and tinned—
In bulk.....80 & 10
In dozens.....75
Swedes, upholsterers', bulk....85, 12½ & 12½
" brush, blued & tinned, bulk..70
" gimp, blued, tinned and japanned ....75 & 12½
Zinc tacks 35
Leather carpet tacks 55
Copper tacks 50
Copper nails ....5 ½
Trunk nails, black.....65 and 5
Trunk nails, tinned.....65 and 10
Clout nails, blued .....65 and 5
Chair nails 35
Patent brads 40
Fine finishing..... 40
Lining tacks, in papers 10
Lining tacks, in bulk 15
" " solid heads, in bulk.... ... 75
Saddle nails in papers..... 10
" " in bulk..... 15
Tufting buttons, 22 line, in dozens only 60
Tin capped trunk nails..... 25
Zinc glazier's points..... 5
Double pointed tacks, papers.....90 and 10
" " " bulk 40
Shoe nails 60
Clinch and duck rivets 45

TAPE LINES.

English, ass skin, per doz....	2 75	5 00
English, Patent Leather....	5 50	9 75
Chesterman's each.....	0 90	2 85
" steel, each	0 80	8 00

TINNERS' SNIPS.

Bailey's, dis. 25 p.c.

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.

Disston's discount 10 per cent.

German, per doz.....	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian, per lb.....	....	0 27
Wrapping, cotton, 3-ply.....		0 19
" 4-ply.....	....	0 23
Mattress, per lb.....	0 33	0 45
Staging, "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12¾
Pipe Vise, Hinge, No. 1.....	....	3 50
" " " No 2	....	5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

WIRE.

SMOOTH STEEL WIRE.

No. 0-9 gauge		$2 60
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30½	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.

Extras net per 100 lb. — Oiled wire 10c. spring wire $1.25, special hay baling wire 30c. best steel wire 75c., bright soft drawn 15c. charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, dis. 25 per cent. List of extras : In 100-lb. lots : No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, 7.65—No. 24, $8—No. 25, $9—No. 26 $9.50—No. 27, $10—No. 28, $11 No. 29. $12—No. 30, $13—No. 31, $14—No. 32 $15, No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31 $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 33c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c

Brass wire, 62½ per cent. off the list.
Copper wire, 62½ per cent. net cash 30 days, f.o.b. factory.
Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, $3.50 to $3 85—No. 9, $2.85 to $3.15—No. 10, $3.60 to $3.95—No. 11, $3.70 to $4.10—No. 12, $3 to $3 30—No. 13, $3.10 to $3.40—No. 14, $4.10 to $4.50—No. 15, $4.60 to $5.05—No. 16. $4.85 to $5.35. Base sizes, Nos. 6 to 9 $2.52½ f.o.b. Cleveland.
Clothes Line Wire, regular 7 strand. No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $1.30; No. 18, $2.70, No. 19, $2.35; No 20, $2.30, f.o.b. Hamilton, Toronto Montreal

WIRE FENCING

Galvanized barb	....	3 00
Galvanized, plain twist.....	....	3 00

Galvanized barb, f.o.b. Cleveland, $2.77½ in less than carlots, and $2.65 in carlots.

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Painted Screen, per 100 sq. ft., net.. 1 37½
Terms, 3 per cent. off 30 days.

WASTE COTTON.

	per lb.
Colored.....	6
White	8

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Acme, 35 to 37½ per cent.
Agricultural, 60 p.c.
Coe's Genuine, dis. 20 to 25 p.c

Towers' Engineer, each.....	2 00	7 00
" S., per doz.....	5 80	6 00
G. & K.'s Pipe, per doz.....	....	3 40
Burrell's Pipe, each.....	....	3 00
Pocket, per doz.....	0 25	2 90

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Leader..... per doz.	$30 00	33 00
Royal Canadian.. "	...	24 00
Royal American., "	....	24 00
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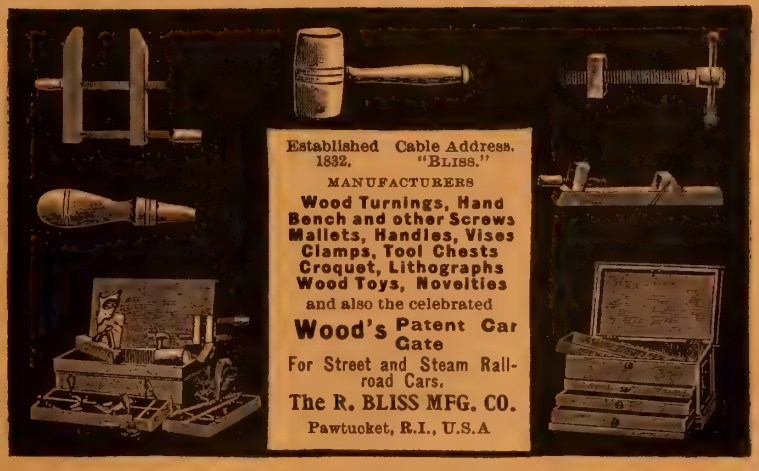

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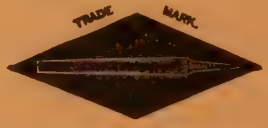

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The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XIV. MONTREAL AND TORONTO, SEPTEMBER 6, 1902 NO. 36.

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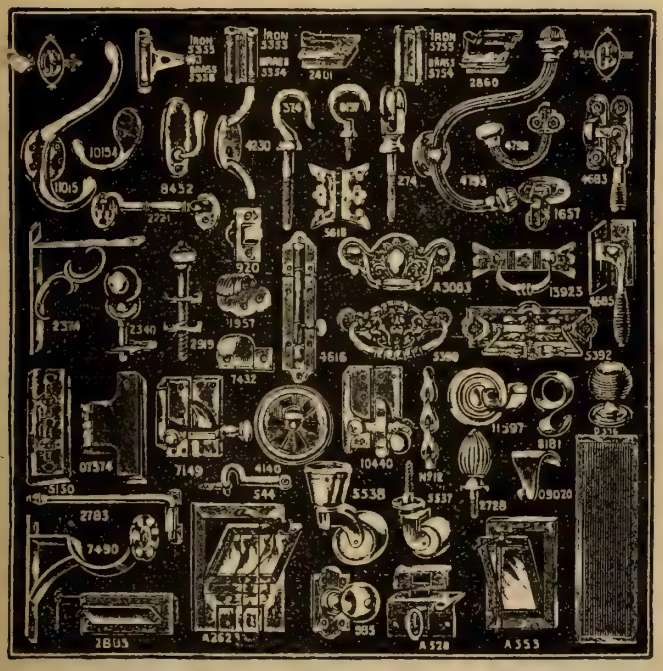

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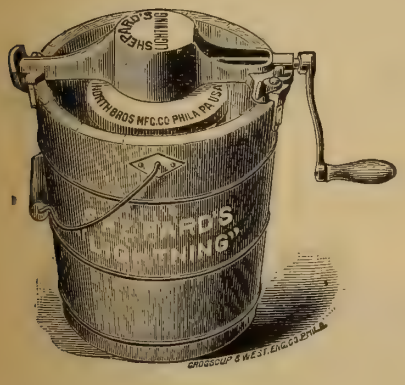

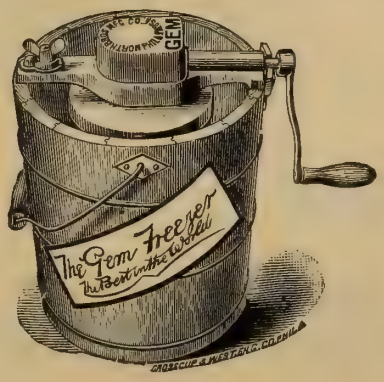

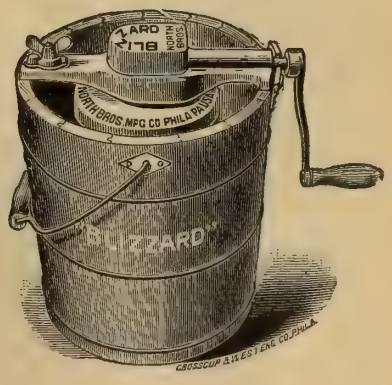

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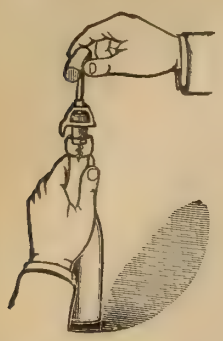

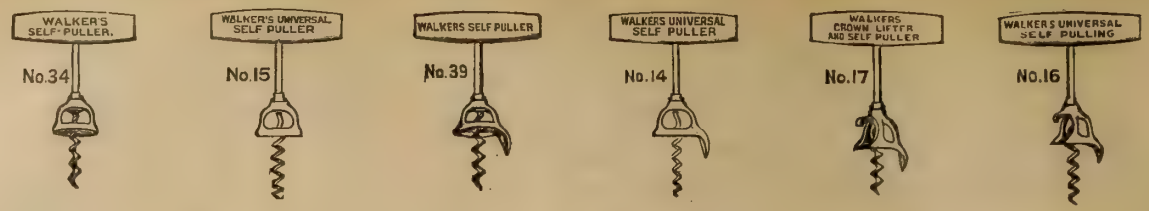

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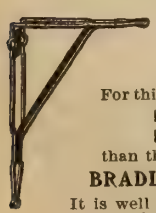

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For this purpose there can be
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It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold

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Strong *Neat* *Durable*

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FURNACE CEMENT

all kinds of Fire Clay Products made to order from patterns. Write us for varieties and prices.

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Manufacturers of
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BASKETS

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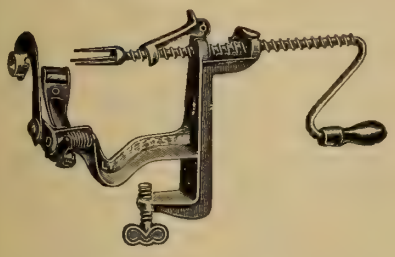
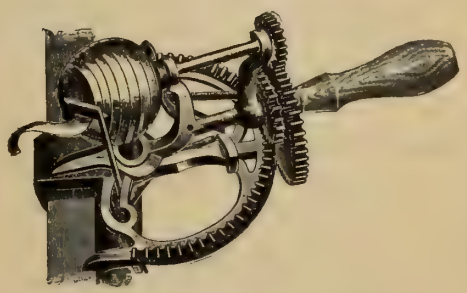
APPLE PARERS.

SEP 26 1902 RETURNED SEP 26 1902

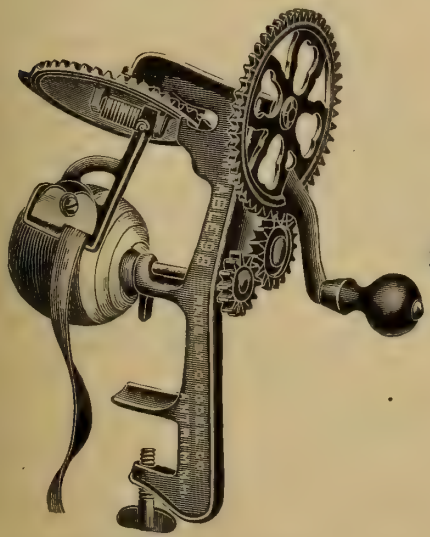


LITTLE STAR, parer, corer and slicer, automatic push off, lacquered frame.

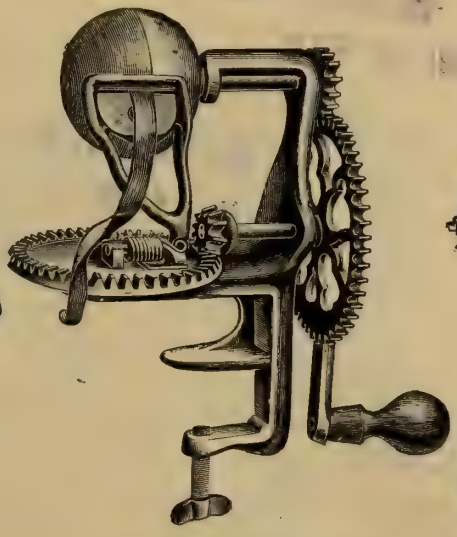
ROCKING TABLE, automatic push off, lacquered frame.



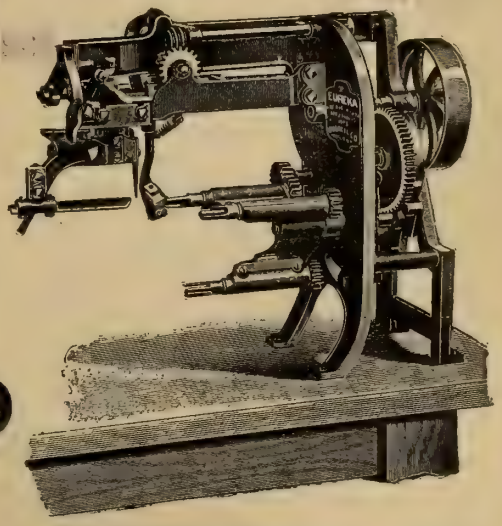
NEW LIGHTNING, one forward movement pares the apple, the reverse movement throws it off. Throws the apples into one basket and the parings into another.



No. 98—TURN TABLE, automatic push off, lacquered frame. Simple but positive.



No. 72, without push-off, lacquered frame.



EUREKA POWER, parer, corer and slicer. Capacity per day, 80 bushels by hand or 100 bushels by power. The operator puts the apple on the machine, the machine does the rest. Weight, boxed, 75 lbs.

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MANUFACTURERS OF

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Fruit Cans, Meat Cans,
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Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

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"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

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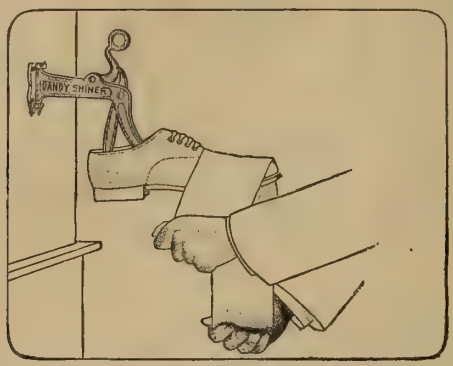

Holds shoe rigid. Fits any shoe. 3 lasts (men's, women's, child's) go with each shiner.

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Established 1845

Main Office and Mills at Waterbury, Conn.

New York Store, No. 122 to No. 130 Centre St.
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Pope's Island "White"

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Suitable for Spinning, Drawing, Stamping and Jewelers' Work.

Brass, German Silver, Bronze and Copper in Sheets, Wire Rods, Brazed and Seamless Tubing. Metallic Eyelets Shells, Ferrules and small brass wares of every description.

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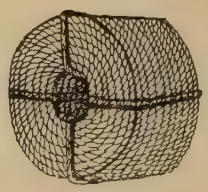

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Transmission Rope a Specialty.

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Has tempered steel cased bicycle ball bearings, strongest, neatest and most convenient frame. Only two bolts to adjust in setting up. Steel Bow Levers, suitable for either a standing or sitting posture. Has four wheels and adjustable feet to hold churn steady while churning. When churn is locked to stand the bow can be used as handles to move it about on the front wheels as handy as a baby carriage. Open on both sides to centre, giving free space for pail. Made with wood or steel stands, with Cranks only, or Bow Levers as desired.

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Has a most enviable record. A perfection of its kind—will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine.

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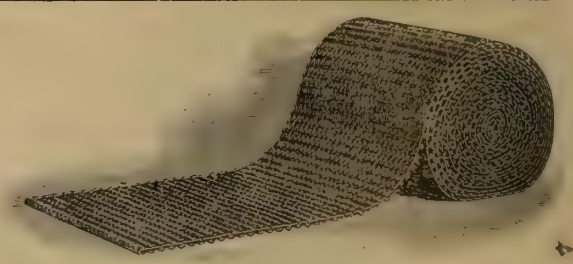
Eastern Branch, 60 McGill Street, Montreal, Que.

The United States Wire Mats and Matting



are manufactured of the very best galvanized steel wire, especially tempered and galvanized for our use; are handsome, ornamental and neat in appearance, durable, weather-proof, do not warp or curl at the sides or edges, adapts itself to uneven surfaces, convenient in handling (rolls up like carpet), and economical. The mats are made in any size and shape and the roll matting in any length and width, which is so woven that it can be cut any length desired, permitting of no waste; every remnant is a ready-made mat.

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Manila Rope	Lathyarn
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"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

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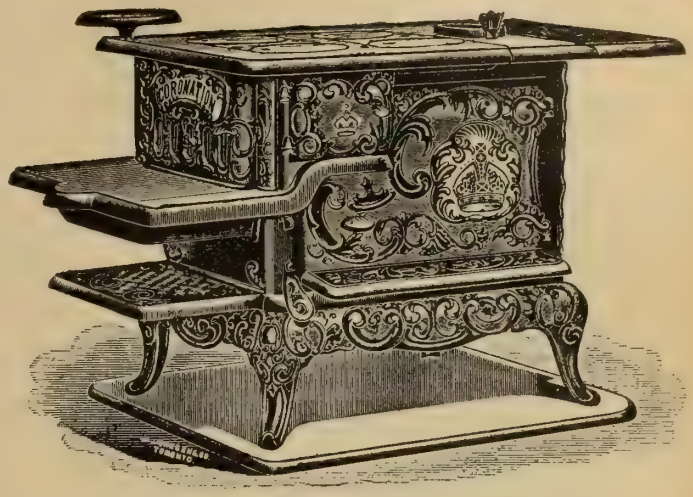

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		Firebox.	Oven.
No. 9-21	4 holes	27 inches	21 x 21 x 13
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Cast Iron or Steel Ovens. Large Feed Door.

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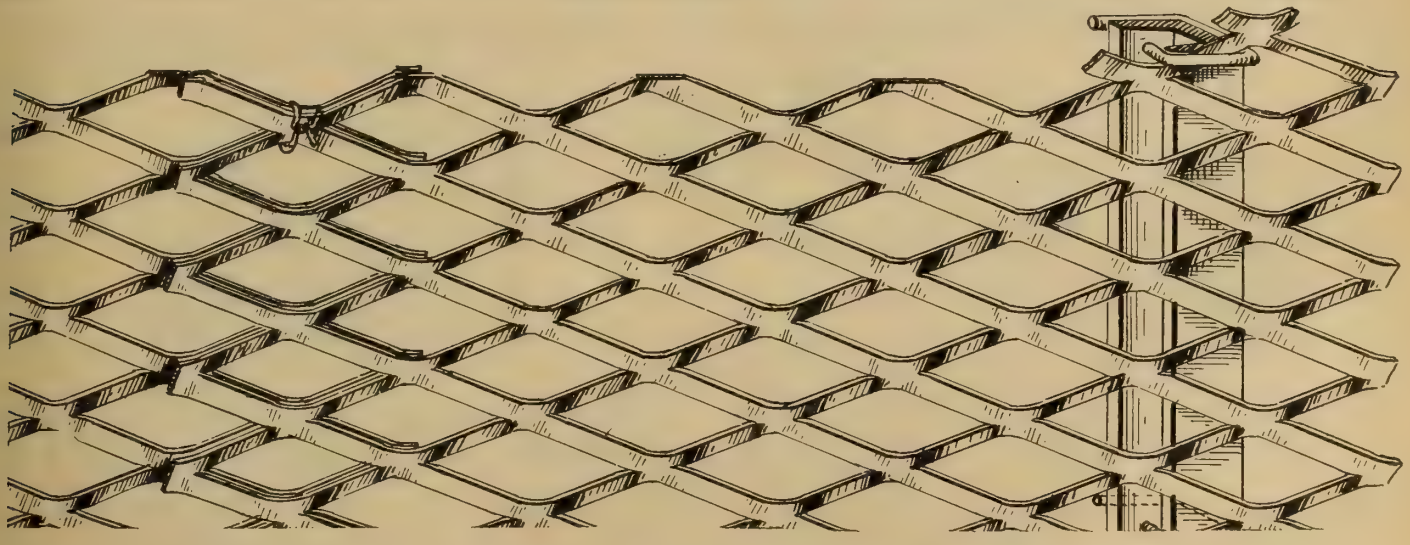

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Cheapest and Best in the Market

PERFECT KEY

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EXPANDED METAL & FIREPROOFING CO., Limited, 100 King West, TORONTO

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Popular with dealers in every part of the country because it is so enthusiastically praised by every buyer.

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Are you familiar with its
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Front Draw-Out Grate
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This Trade Mark is now recognized as such in Australia, South Africa, also in Great Britain, United States of America, Canada and throughout the civilized world. **Our reputation** as the **largest manufacturers** of **Water Paints** and **Wall Coatings** is guarded by this Trade Mark.

Do not accept any other so-called Cold Water Paint as a substitute for

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There is nothing "Just as Good."

We will be glad to furnish Color Cards and Prices with our most liberal discounts through our Agents:

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COLD PRESSED NUTS

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Case-Hardened
Chamfered, Trimmed and Reamed.

CHECK, JAM and JOINT NUTS.
SPECIAL MILLED WORK, Etc.

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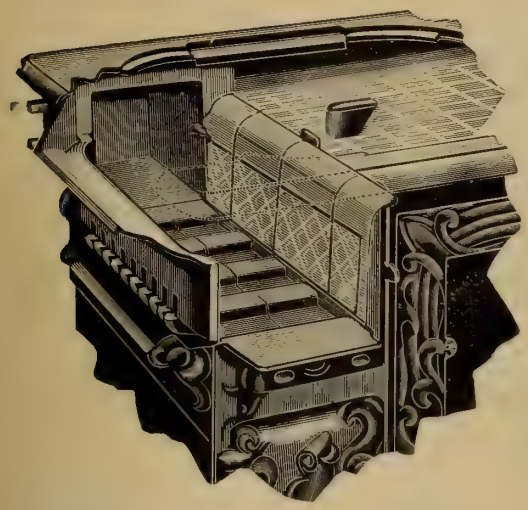
FEATURES OF THE "JEWEL" LINE



Interchangeable Duplex Firebox can be readily fitted for Wood 26 inches in Length as shown above,

in "Crown Jewel" Steel Ranges,
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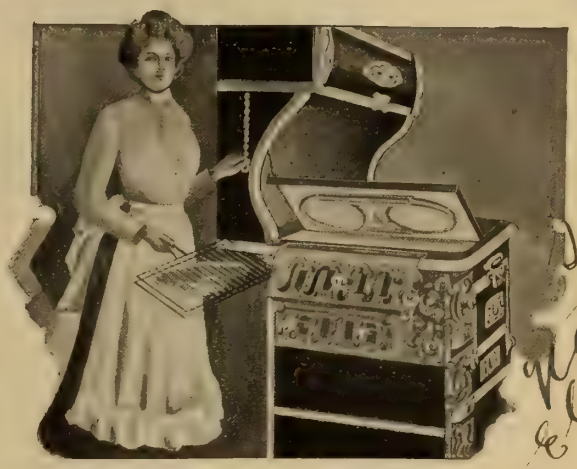
and "Perfect Jewel" Steel Cook.

The Line of

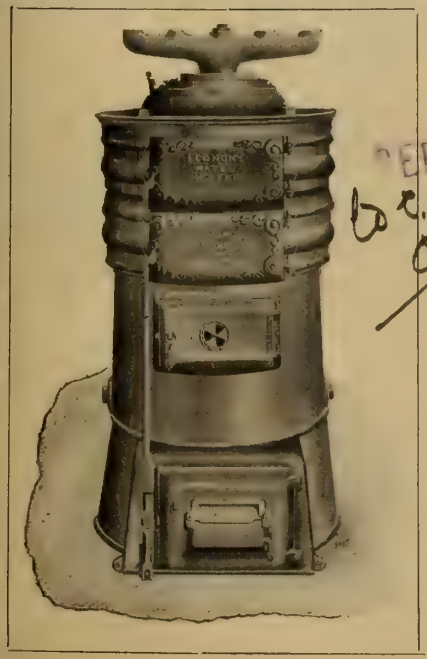
"Jewel"

Stoves and Ranges is still in the lead.



The Swinging Key-Plate is a **distinct feature** of the "Jewel" Line. Supplied on all "Crown Jewels" with high shelves or high closets.

ASK THE **BURROW, STEWART AND MILNE Company,** Limited
HAMILTON.



No Bolts—— No Packing.

Our Hot Water Boiler has a heap of good points about it. No bolts or packing are used in its construction—just a simple screwed nipple connection. Then a very deep fire pot insuring a slow burning, steady fire.

It's easy to erect, and it means satisfaction every time as far as the householder is concerned.

We claim it's the best Boiler in the world, and every happy possessor of the

"ECONOMY"

Boiler claims the same thing—it's no experiment. **Write for booklet and information on water heating.**

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Our offices are at your disposal and we will be glad to have you call.

We have a cosy place set apart for your wives and lady friends where they may rest or write a letter with comfort.

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Paints, Oils, Glass, etc.

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Plain and Nickel-Plated Copper. Pit and flat bottoms. Double seamed spouts.

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The "Ontario" is an extra heavy Kettle at a slight advance in price.

Packed separately in cardboard boxes.

Prompt shipment.

KEMP MANUFACTURING CO., Toronto, Canada.

HARDWARE AND METAL

VOL. XIV. MONTREAL AND TORONTO, SEPTEMBER 6, 1902. NO. 36.

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Montreal.

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WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

CANADA AND SOUTH-AFRICAN TRADE.

THE conclusion of the South-African War has already been productive of great results. Greater still are the results that are bound to follow. The day has passed when nations beat their swords into ploughshares. Primitive implements could satisfy the demands of a primitive people. Up-to-date machinery now is essential.

The greatness of much of South Africa is not so much real as potential. Its possibilities are enormous. With the return of the Boers to their farms, the refugees to their business and the new farming population that is expected to pour in, vast tracts of fertile land will blossom with a wealth of crops. These must be harvested, and for Canadian producers now is the time to begin to build up a trade. A Canadian-South-African steamship service has now become a reality. The first ship that sails to that place with Canadian goods should not fail to carry a good supply of farm implements.

Canada assisted nobly in the war. It behooves her manufacturers to reap the rich harvest of peace by inaugurating a business with the agricultural element of South Africa. Prompt action in this matter will prove a valuable service to South Africa and quicken the pulses of Canadian industry.

UNITED STATES RAILWAY STATISTICS.

EXTRACTS from the Fourteenth Statistical Report of the Interstate Commerce Commission of the United States, covering the year 1901, have been made, which show beforehand some of the more important features that that report will disclose.

On the financial side of the question a great mass of figures are presented that reflect on the general financial condition of the country. First of all, it is a matter of general approval that the number of railways in the hands of receivers shows a decrease. Of the 45 railways in this condition on June 30, 1901, 33 were lines operating less than 100 miles, and consequently bearing no great influence on the money market. In the matter of capital stock concerned and funded debt a considerable decrease over 1900 is reported.

Mileage and equipment show decided increases. On June 30, 1901, the single-track mileage in the United States stood at 197,237.44 miles, an increase during the year of 3,891.66 miles. Locomotives numbered 39,584, an increase of nearly 2,000, and cars of all classes were 1,550,-833 in number, there having been an inerease of 99,995 in rolling stock.

The number of persons in the employ of the railways was 1,071,169. This is an increase of 53,516 or 19 men per 100 miles of track. The amount paid in salaries and wages was $610,713,701, which was $33,-448,860 in excess of what was paid in 1900. The compensation of the railway employes for 1901 is equivalent to 59.27 per cent. of the operating expenses and 38.44 per cent. of the gross earnings.

The gross earnings themselves stand at about $1,500,000,000 and the operating expenses at slightly over $1,000,000,000, giving $558,000,000 income. Dividends to the amount of $156,746,536 were declared, leaving a surplus on June 30, 1901, of $84 764,781, an amount slightly behind the surplus of the preceding year.

The rest of the report is taken up with statistics of accidents, the capitalization, valuation and taxation of railway property and figures dealing with the public service rendered by the roads.

OLD RAILS HIGHER THAN NEW.

A rather interesting and unique state of affairs exists in the United States in regard to steel rails ; and that is that many of the railroads are getting $3 a ton more for their old rails than they are paying for new rails. The explanation of this is the high price of steel billets, which are selling at $31 to $32 per ton.

Old rails are being used exclusively by a large Western agricultural implement manufacturer for making steel bars and other shapes employed in making machinery. The nailmakers are also using many thousand tons of the old rails.

A BUSINESS PROPOSITION.

NO public question in Canada to-day is receiving as much attention as that of the fast Atlantic service. It is not that it transcends all other questions. The fast Atlantic service is only a link in the chain of the transportation problem. And the part cannot, of course, be greater than its whole. But even as a part of the whole it is a question of great importance.

The idea of a fast Atlantic passenger service is born of the ambitious desire to possess a service at least equal in speed with that of the United States. It is, therefore, to no small extent influenced by sentiment.

But, while sentiment is all right in its place, there is a still more important point of view from which the question should be considered, and that is the business point of view. The fact that an annual expenditure of $1,500,000 will probably be entailed demands that, being a business question, it should be settled in a businesslike way.

While it would be neither wise nor proper to eliminate sentiment altogether as a factor in discussing the question, it would be neither wise nor proper to allow it to take precedence over practical business logic.

It must not be forgotten that an Atlantic freight service that would enable us to get our products to the British and European continental markets in as good condition and as cheaply and as rapidly as the United States can their products is the great desideratum. This we are not doing at present. In the matter of cold storage there has certainly been a great improvement in the Canadian service of late years, but in the matter of freight rates and insurance rates we are still seriously handicapped. The figures which have been from time to time published prove this beyond all peradventure. The questions of freight and insurance rates are to some extent wrapped up in each other. As the gateways to our ports, and particularly those on the St. Lawrence route, are placed in a more efficient condition the marine insurance rates must eventually become less excessive than they are at present. This will in turn tend to produce a proportionate reduction in rates.

It must not, however, be forgotten that there is another and still more potent factor in determining the rates of freight, and that is the quantity of freight which the Dominion can offer as an attraction to competing steamship lines.

The greater the quantity the smaller will be the carrying charges. Mergers and combinations may for a time prevent this desired consummation, but they cannot do so all the time. It is, therefore, obvious that as the country develops the transportation question will gradually, to some extent, solve itself.

Fortunately, the country is at present being developed at a rate which has hitherto been foreign to our experience. Our foreign trade is 44 per cent. greater that it was five years ago, and 72 per cent. greater than it was ten years ago. The bank clearing returns and the railway earnings, which reflect the internal trade of the country, also show a most gratifying increase. The same, in fact, may be said of every branch of our industrial activity ; but in no respect is it more clearly exhibited than in agriculture. The 80,000,000 or more bushels of wheat which Manitoba and the Territories have produced this year is the most striking example of this.

Would a fast passenger service, modern and equal to anything crossing the Atlantic, tend to aid in the development of the country ? And would it be a sufficiently strong factor to warrant the annual expenditure for a certain number of years of so large a sum of money as that proposed ? It certainly cannot obtain to the welfare of the country when the line of travel to Europe taken by Canadians themselves is chiefly by United States ports. Others will scarcely travel in our pathways if we ignore them ourselves.

But it is not only in the matter of passengers ; but our letters follow the same routes as the men and women take in crossing the Atlantic. And every envelope that bears across its face the words "via New York," as most of them do, is not only an advertisement in favor of a foreign port, but a reflection on our own ports.

When our routes are given the preference for passengers and mail matter they will ultimately be given the preference for merchandise. And in order to secure this, a bonus for a stated number of years would appear to be not unwise. The merchant invests his capital in order to develop his business. In investing some of the capital of the country in developing a fast steamship passenger service, we are therefore following a business-like course.

He who works against the grain gathers splinters of discontent.

SIR EDMUND BARTON.

NO popular demonstrations have greeted the visit to Canada of Australia's leading statesman, the Right Hon. Sir Edmund Barton, and yet his journey through the country possesses almost as deep a significance as that of the Duke and Duchess of York last fall. It is in reality but another manifestation of the growing unity of the Empire, when we find Australia's representative received as a brother and his plans for the advancement of the mercantile relations of the colonies applauded vigorously by the business men of the leading Canadian cities.

At the Board of Trade banquet in Toronto this week, Sir Edmund was not only an honored guest, who was being entertained because he held the dignified position of Premier of Australia, but he was a fellow-workman with the members of the Board of Trade in advancing the Empire's interest. This note of brotherhood and common interest could not have escaped the observation of any gentleman present at the gathering.

What visionary person could have dreamed even 50 years ago that the interests of a far-away island in the Pacific Ocean could have become so related to the interests of our own Dominion as to make every loyal Canadian feel a disinterested and brotherly interest in the welfare of that distant island ? And yet such is to-day the case, and in receiving Sir Edmund Barton the ties that bind Canada to Australia and the Empire are drawn a little tighter. By the time the Pacific cable is completed the union will be cemented together still more strongly.

HARDWARE WINDOW DISPLAYS.

Illustrations and descriptions of window displays will be at all times acceptable for this department.

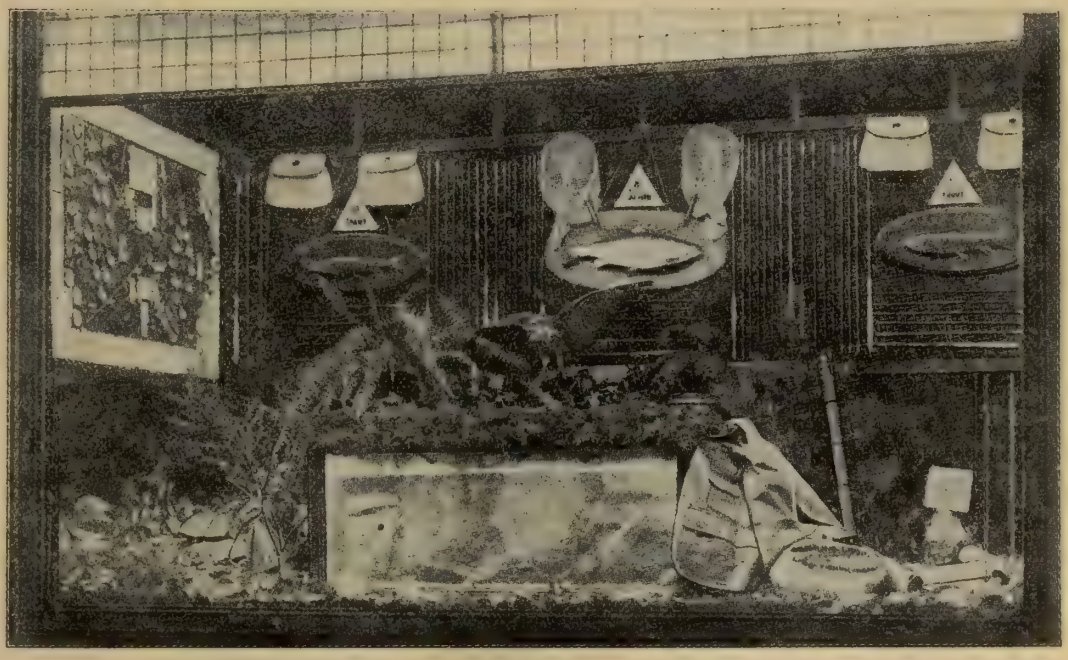
IN the hardware business, as in every other business, the most successful man is the man who advertises most extensively. An observer readily will note how attractive a successful hardware merchant, in common with those engaged in other lines of trade, endeavors to make his window displays. He recognizes this form of advertising as the handiest as well as the most effective way of reaching the general public and acts accordingly. He perceives that people who do not read the newspapers to any extent have to be got at by a different method than by advertisements in the local periodicals, and utilizes his windows as his right-hand advertising medium. He changes his windows often, for he knows people like to look at something new, and the oftener the window is dressed the more attractive it should be to the passers-by. He studies the wants of his customers, and is ready to present to their view the things they are most likely to require at the time the display is made.

At this time of the year a good hardware display is made by putting in a window of small articles, such as braces and bits, chisels, planes, knives, handsaws, etc. Arrange shelving neatly and cover it with dark cloth for a background. Dark green cloth is about as good as any. Then in the front row place in a neat manner knives, chisels, awls, covering up the steps well. In the second row display a number of whetstones of different sizes, rules, small planes, braces and bits, etc. A good many other smaller articles may be displayed with advantage, but it is wise not to put too great a variety of articles on the same shelf. The third shelf may hold similar small articles, and on the top shelf handsaws, etc., may be arranged. Glass-cutters and putty knives will now be in season for the fall trade, and form suitable objects for display.

A good display of pocketknives may be made by standing them on corks. Take four knives and so open their blades that they will stand at right angles to the handles. Stick these open blades in a large cork so that their handles rest on the floor of the window. The blade of a fifth knife, opened wide, may be stuck in the centre of the cork, so that it holds up the knife in the air.

For the fall trade stoves form the material for a window display. By reason of the adoption of modern and cheaper methods in its manufacture, the steel range will be coming much into use from now out, and one of these might be made the central figure in dressing the window. Place the range in the centre of the window some distance back from the glass. On either side, if there be sufficient room, place a small heater, one with a large amount of nickel work about it preferred, a little in front of the central stove. From the front of these heaters, place graniteware, pans and similar stove furniture in the form of a crescent reaching out as far as the glass in front of the central range. Inside the semi-circle may be placed some of the most modern oil heaters, gas stoves and such like articles which, as they are now made, are most attractive when shown in a window.

Sporting goods make an appropriate display in a window for the fall. Such articles as revolvers, loaded shells, powder flasks, shot pouches, hunting knives, guns and rifles are in general demand at that time of the year, and a window dressed nicely with them ought to be effective in increasing their sales. For this class of goods shelving should be put in the window, and the cartridges of different styles and calibres, knives, revolvers, etc., piled on them in an artistic way. Guns and rifles may be piled on the top shelf, and tickets bearing mottoes, such as, "Headquarters or Sporting Goods," "Call and Inspect Our Stock," may be hung up in the window with advantage.



An Attractive Fishing Tackle Display.

A FISHING TACKLE WINDOW.

The accompanying illustration shows a fishing tackle window display made by a Massachusets hardware firm. In the centre of the window, which is about 15 feet long and about 5 feet deep, with mirror back and

ends, is a tank 5 feet long, 2 feet high and 2 feet deep, with a glass front. The back of the tank is filled with granite, which makes a good background for the two dozen live trout in it, which weigh from ½ to ¾ lb each. The tank, of course, is provided with running water. On and around the tank are placed moss, ferns, etc., and the floor of the window is covered with pine needles and leaves from the woods. At the back of the window, above the mirrors, a mounted 8-lb. land-locked salmon was placed in the centre, with mounted square tailed trout on each side, around which rods and fish baskets were arranged in quite an effective way. On the wall at the end of the window is a display of fish lines, reels, flies, spoon hooks, Ingersoll watches, etc.

The aquarium is so placed that it is about even with the range of vision from the street. One can thus get a side view of the fish as they swim about in the tank. A fisherman, of course, would be attracted, and could not see such a display without feeling the longing to go fishing.

INTERESTING SUIT OVER NEEDLES.

An interesting case has recently been decided in the Chancery Division of the High Court at Redditch, England, which is of particular interest to merchants who handle needles. It appears, according to the evidence, that a man named J. Y. Morrall had sold a certain firm the right to manufacture needles under his name. It was claimed by Abel Morrall, Limited, Redditch, who is represented in Canada by C. H. Westwood & Co., Limited, Toronto, that the needles made by the defendant firm were an infringement of the needles they manufactured, and they applied for an injunction to prevent the continuance of this practice. The judgment, which has just been given, was in their favor, and the firm which was alleged to be infringing on the right of Abel Morrall, Limited, is therefore restrained from continuing the practice. The judges held that the defendants were simply trying to deceive the public by putting a cheaper and inferior needle on the market than that made by Abel Morrall, Limited, a firm which has been in business for nearly 100 years. The litigation has been pending for some time, and it is alleged that the costs are something in the neighborhood of $10,000.

A BAND OF THEIR OWN.

The Sylvester Manufacturing Co., of Lindsay, Ont., have assumed the management of the Lindsay Citizens' Band, and will make it one of the best musical organizations of the country. It will be called The Sylvester Company Band.

CATALOGUES, BOOKLETS, ETC.

A USEFUL BINDER.

THE Canadian General Electric Co., Limited, has just sent to its customers a binder as a handy means of keeping in easy reach the descriptive literature which they periodically issue. Pamphlets will be sent out at different times, referring to new devices and materials as well as improved and modified forms of standard devices manufactured and for sale by them. No. 314 is their catalogue and price list of sockets and receptacles.

THE MAKING OF A STOVE.

"The Making of a Stove," is a handsome and exceedingly interesting booklet issued by The Enterprise Foundry Co., of Sackville, N.B. The whole process of making a stove is carefully described and illustrated. The booklet will do much to interest the trade in the stoves, ranges and furnaces produced by The Enterprise Foundry Co.

JEWEL STOVES AND RANGES

"No. 58," the 1902 catalogue of "Jewel" stoves and ranges, made by The Burrow, Stewart & Milne Co., Limited, Hamilton, contains a full list of the many lines carried by this firm. In this catalogue the perfect working, the beauty of design and the durability of their well-known stoves and ranges are all duly emphasized.

BRASS AND COPPER GOODS.

Buyers of brass and copper goods will find the catalogue just issued by The Waterbury Brass Co., New York, a handy and valuable book. The company has spared no expense in making this catalogue as complete as possible in every particular, and in it is incorporated a full list of brass, bronze and copper in sheets, tubes, rods and wire, showing what they are carrying in stock in the New York warehouse. It also illustrates their treads, mouldings and ferrules. A large section of the booklet is devoted to weights and measures, which buyers will find of great service when ordering goods; and when used in connection with the complete stock list these tables will be found valuable aids in estimating on new work. The catalogue is clearly printed and nicely gotten up. Readers of HARDWARE AND METAL can obtain a copy for the asking.

GRAIN BY CANADIAN ROUTES.

The continued increase in the exports of grain via Canadian routes, as compared with New York, is the subject of a statement issued by the Canal Association of Greater New York. The statement is entitled, "Object Lesson No. 8," and shows that since the opening of navigation to August 1, over 6,000,000 bushels more wheat were shipped via the Canadian routes. The following figures give the total amount of wheat exported during May, June and July, this year, by the two routes :

	Bushels.
Via Canadian routes	11,613,896
Via New York	4,899,371
Canadian excess	6,714,525
Canadian inc. over 1901	3,034,289
New York dec. from 1901	4,394,187

The growth of the Canadian shipments is attributed to the Dominion's activity in increasing and developing water transportation facilites. Attention is also called in the statement to the fact that the movement of grain through the port of Buffalo for July showed a decrease of nearly 200,000 barrels of flour and over 6,000,000 bushels in wheat, as compared with the same month last year, showing that the lake grain traffic is being diverted from Buffalo.

AUSTRALIAN TRADE.

In a report to the Canadian Department of Trade and Commerce, dated July 15, J. S. Larke, commercial agent for Canada in Australia, gives the ststistics of Australian trade for the year 1901, the figures being as follows :

	Imports.	Exports.
New South Wales	$26,928,218	$27,351,124
Victoria	18,927,340	18,646,097
Queensland	6,386,208	9,249,366
South Australia	7,371,588	8,010,934
West Australia	6,454,171	8,515,623
Tasmania	1,969,577	2,916,656
Total Commonwealth	$63,438,520	$74,689,600
" New Zealand	8,739,633	12,881,424
Total Australia	$72,178,153	$87,571,224

Last Year Australia's crop was less than the previous year by 12,300,000 bushels, or 22.4 per cent.

Mr. Larke says : "The sale of Canadian hard wheat flours is making progress in New South Wales and Queensland, but there is a considerable trade in inferior grades in the South Sea Islands, which as yet Canada has not touched. The trade is unaffected by duties."

WIRE NAILS
TACKS
WIRE
Prompt Shipments
The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

A STUDY OF BRITISH V. UNITED STATES METHODS.

INTERESTING conclusions reached by the commission appointed by the British Iron Trade Association to visit the United States and study industrial conditions there have been made public by the Treasury Bureau of Statistics at Washington. This commission consisted of J. S. Jeans, who is well known as an authority upon these subjects ; Axel Sahlin, an expert in blast furnace work ; Ebenezer Parkes, whose special duty was sheet and bar mill practice, and Enoch James, who gave special attention to the steel industry. Mr. Jeans' special work was to report upon the general economic and industrial conditions.

The report of the commission points out that in the United States the iron and steel industries are face to face with conditions that make both the dearest and cheapest labor at present found in the world—the dearest in point of nominal remuneration and the cheapest in industrial and economic results.

"Workmen at American mills," said Mr. James, in his share of the report, "are generally supposed to be working much harder than they do in this country (England), but this is not my own view. After much conversation with many men in various branches, who had been employed in similar works in England, and some of them subject to my own control, the conclusion I have arrived at is that the American workmen don't work so hard as the men in England. They have to be attentive in guiding operations and quick in manipulating levers and similarly easy work. They are also much more desirous of getting out large quantities than in England. They are better paid and more regular in their attendance at the works, loss of time through drinking habits or otherwise not being tolerated."

HIGHER GRADES FOR AMERICANS.

Mr. Sahlin says the American workman generally aspires to the higher grades of labor, leaving the purely manual labor to workmen from other countries. "Thus it is," he says, "that around American blast furnaces the American is found in a very decided minority. He may be a foreman, master mechanic, blast engineer, locomotive driver or stove tender, but he will not work 84 hours per week shovelling ore or wheeling scrap. For these duties are employed in the South the negroes, and at the northern furnaces immigrants, mostly Irish, Slavs or Italians."

On this question of higher-grade work and higher-grade wages of American workmen attention is called to the fact that in certain works Polish and Hungarian laborers were receiving $1 to $1.50 a day, while American rollers working alongside of them were receiving, on the average, $2 a day of 8 hours. The report quotes Mr. Carnegie as stating recently that the average wage of men in his employment at Homestead was $3 a day, or an average of £187 per annum against an average of £68 per annum as the earnings of iron and steel workers in Lacanshire and £79 received by the steel rollers in South Wales.

On the question of cost of living, Mr. Jeans declares that "the average American workman, in most of the essentials of life, can live, mutatis mutandis, as cheaply as he can in the Old Country."

"The importance of the human factor," says The London Statist in summarizing this report, "is fully realized by all the members of the commission. It is all very well to admire American plants, the ingenuity of machine tools, the devices for saving labor and so forth. But, as Mr. Sahlin remarks, 'it is not the guns which win the battles, but the men who stand behind them.'

SECRET OF AMERICAN SUPERIORITY.

"What the American admires and honors is the ability to do—that capacity in a man, through his own sagacity, nerve, enterprise and skill, to create and employ a fortune. Nobody is above his work. Everybody works, and for the sake of work, and thus has been produced in America within a generation an industrial potentiality more wonderful and more to be feared than all the factories and machinery and 'plants' that these workers have created.

"It comes to this, then, that American labor is not more efficient, though it is better paid than ours ; and that American manufacturing development is due to the persitent, unresting industry which once characterized the Briton, but for which trade unionism and athletics have given an apparently growing distaste.

"All the reporters, however, seem struck with the strenousness of American life. The comparative absence of a leisured class is noted as one of the prominent characteristics of the principal cities and industrial centres of the United States. In the avenues of industry a man without a regular business, or who is not concerned in the development of some industry, is as a fish out of water. Nowhere, we are assured, is the struggling youth more kindly encouraged, more generously aided and more readily trusted than in America; and it is pleasant to read of an esprit de corps among workers and managers which one would hardly expect to find in a land of such feverish competition."

"SUCCESS

don't konsist in never makin' blunders, but in never makin' the same one twict."

If you have blundered by putting "cheap" low-quality paint on your shelves, it's not too late to correct the error. Write to-day for our "B-13" booklet, which describes our goods and our methods, and you will have taken the first step toward success in the paint business.

THE SHERWIN-WILLIAMS PAINT

is a high quality article that gives satisfaction to dealer and consumer alike. It never fails to do what it's expected to do. It's a paint that makes money for the dealer.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.
CLEVELAND.
CHICAGO, NEW YORK, NEWARK, MONTREAL, BOSTON, TORONTO, SAN FRANCISCO, KANSAS CITY.

RETAIL MERCHANTS' CONVENTION.

SECRETARY TROWERN, of the Retail Merchants' Association of Canada, is busy preparing for the convention of the Association to be held next week in the Temple Building, Toronto, on September 9 and 10. Arrangements have been made for the reception of a large number of delegates and a number of able speakers and business men will deliver addresses on the following subjects :

1. The best plan of organization as laid out by the Association so that direct communication can be obtained between all sections of the hardware trade throughout the Province.

2. The best plan to adopt to bring about better conditions for the retailing of hardware.

3. What proportion of expense should be added to hardware merchandise so as to ascertain the actual cost ?

4. What should the general profit be on goods sold in everyday business, such as nails and heavy hardware, granite and tin ware, paints, oils and glass, poultry netting, stoves, spades and shovels, harvest tools, etc.

5. The injurious effect department store methods have on the retail hardware trade, and the best way to remedy it.

6. The effect on the retail trade caused by wholesalers and manufacturers selling direct to consumers.

7. The advisability of holding joint conferences with wholesalers and manufacturers, so as to exchange suggestions for trade improvement.

8. The advisability of having a mark placed upon first and second quality granite ware, so that the public will be able to discriminate between them.

9. What steps should we take toward advocating the sale of Canadian-made goods ?

PROPOSED NEW NAIL FACTORY.

Geo. W. Angell, representing the Angell Wire Nail Machine Co., Cleveland, Ohio, was in Toronto for a few days this week. He is interested in a proposal to start a factory in Canada for the manufacture of wire and wire nails, and his visit was largely for the purpose of looking up a site for the same.

PERSONAL MENTION.

Mr. W. A. Burke, representing the American Metal Polish Co., Boston, is spending a few days in Toronto this week.

Mr. Charles Tucker, travelling representative of The Sherwin-Williams Paint Co., left Peterboro', August 26 for New York, from which place he will go to South America on a business tour in the interests of the company. Mr. Tucker's itinerary will include Brazil and the Argentine Republic.

Cyrille Wilbrod Parent has registered for A. D. M. Bertrand & Cie, St. Raymond, Que., traders and match makers.

SIMPLE SAFE SURE STRONG

are characteristic points of excellence, that have made for the

IVER JOHNSON SINGLE GUN

a permanent reputation.

Top Snap—Automatic Ejector or Non-Ejector. 12 and 16 Gauge—28, 30, 32 and 34-in. Barrel.

THE TRADE PREFER THEM; THE PUBLIC DEMAND THEM.

Send for Catalogue just published.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Salesroom: 99 Chambers St. FITCHBURG, MASS.

MANTELS, GRATES and TILE.

Are any of your customers building a new house? If so, why not try and sell them a mantel as well as hardware? They will want one, and it will pay you. Write us for catalogue and price.

THE BATTY STOVE & HARDWARE CO.

76 York St., TORONTO.

Page Metal Ornamental Fence. We now make fence that is ornamental, very showy and surprisingly cheap. It is just what is wanted for door yards, division fences in town lots, grave yards, orchards, etc. It is painted and retails at only **20 cts. PER RUNNING FOOT.** Just think of it. Let us send you full particulars. We also make farm fence, poultry netting, nails and staples.

The Page Wire Fence Co., Limited, Walkerville, Ont. 8

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels.
Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made.

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

KNOX HENRY

Heavy Hardware and Metal Broker
Room 32 Canada Life Bldg., MONTREAL.

Samples sent free on application.

HORSE NAILS—"C" Brand Horse-Nails Canada Horse Nail Co.

"**BRASSITE**" **GOODS** — Gunn Castor Co. Limited, Birmingham, Eng.

LAMB FENCE Efficient as well as Handsome.

H. R. LAMB FENCE CO., London, Ont.

PAINTS We manufacture these brands:— "LION," "PEERLESS," "OWL," "RAVEN" also Ready-mixed House and Floor Paints, Roof, Barn, Bridge and Brick Paints, Coach Colors, Varnishes, Japans, etc. Our prices will interest you. Write us,

The Ottawa Paint Works, Ottawa, Ont.

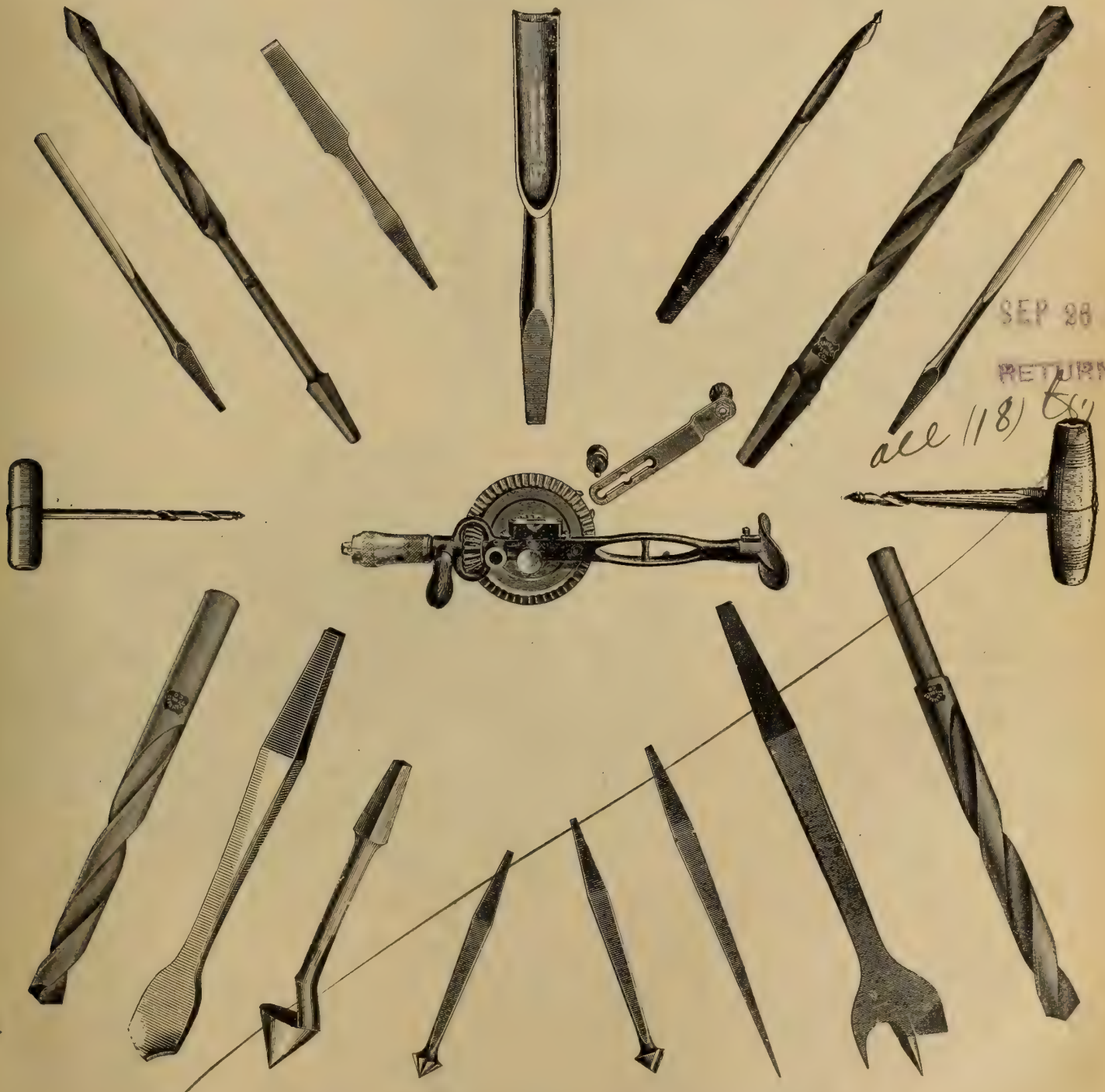
H. S. HOWLAND, SONS & CO., LIMITED.

WHOLESALE ONLY

37-39 Front Street West, **Toronto.**

ONLY WHOLESALE

BITS, COUNTERSINKS and REAMERS.



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FOR FULLER PARTICULARS SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO., LIMITED, Toronto.

OUR PRICES ARE RIGHT

Graham Nails are the Best.

WE SHIP PROMPTLY

Factory: Dufferin Street, Toronto.

MACHINERY AND ELECTRICAL SUPPLY DEPARTMENT

COMMERCIAL POSSIBILITIES OF THE ELECTRIC AUTOMOBILE.

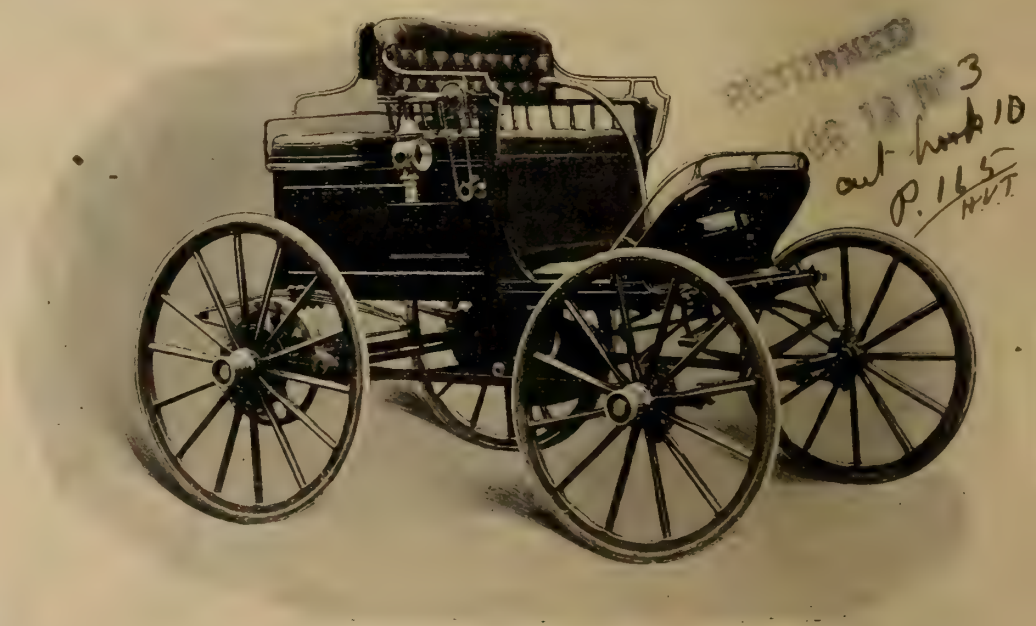
IF anyone should ask the layman wherein the great future for the automobiles lies he would undoubtedly receive the answer, in the majority of cases, in the line of industrial wagons, meaning trucks, delivery wagons, busses, cabs, and, in fact, all cases where motor vehicles are used for purposes other than pleasure. It would be well before entering into details in regard to apparatus to answer this question: Has the horse suddenly become objectionable? ceased to serve its usefulness, or have we progressed so far that as humanitariams we pity our old friend?

The fundamental value of any proposition is its commercial aspect, and in connection with the automobile it is the condition which the present state of the market presents for its manufacture. The passing of the horse has not been brought about suddenly with the introduction of the automobile; it began when mechanics were first introduced into commercial and industrial life. The steam locomotive serves its purpose, and the horse has passed for this sphere of service. The electric trolley serves its purpose, and the horse has been abandoned. Both of these have brought about such an immense improvement in their respective fields over former modes of transportation that we are looking for the automobile to bring about the same improvement in industrial vehicles during our lifetime. I say "industrial" because there are too many lovers of the horse to bring about a complete change in pleasure vehicles in this generation; and I say this in spite of the fact that most of my friends and myself find more pleasure in driving a motor than a horse.

With this in view and to no small extent as an advertisement, business houses have been induced to purchase delivery wagons, which, although in many cases they have been a failure, have amply demonstrated to automobile engineers that there is enough good in them to warrant a greater expenditure of time and money to bring about their perfection. In the majority of cases the vehicles first used for delivery, bus and cab service in America were electrics. The electric vehicle appeared ideal. The motors and transmission were efficient and flexible, the combination simple, and the vehicles easily controlled. There is less danger, no heat, odor nor vibration, and with all these possibilities and the apparent advantages over steam and gasoline, it is no wonder that we find that the majority of pioneers in this line were electrics.

In regard to their general equipment, they were modelled after street railway practice; the motors were hung on the axles and reaches with some springs suspended on one end, other rigid. The control was also modelled after this precedent, comprising series parallel connection of batteries of motors, or both. Storage batteries were heavy, and as soon as there was a large demand for a lighter battery, manufacturers began to make thinner electrodes in order to get more surface, and in that way more capacity for a given weight.

The problem to solve in regard to service conditions in an automobile, while similar to those of railway engineering, present traction in its worst phase. For railway cars have trucks to run on, thus reducing shocks and the consequent wear and tear to a minimum, while with motor vehicles, our best asphalt pavements brought about an enormous depreciation of the apparatus. Many have learned, as has the writer, by having experience bumped into them, that to hang motors on the axles, or any place below the vehicle springs, was a fatal mistake. Motors had a very large rate of depreciation, gears were thrown out of mesh very easily, and necessitated the introduction of a more expensive element—rubber tires—to absorb shocks. Of course, traction and slippage enter here, many will say, but this part of the problem could have been solved in a cheaper manner if motors were either hung on the body or mounted on springs supported by the frames, and if chain transmission had been used in place of gear, the wear and tear of motors could be reduced to a great extent. The arrangement of the controller is, in most cases, a matter of individual choice. Many vehicles are built which vary their speed by means of grouping of the batteries only, but where they must be occasionally and quickly handled, it seems best to group all the batteries in series and depend upon series-parellel connection.



In regard to batteries, much can be said. The battery, in spite of all its faults, has been the subject of much more abuse than it deserves, especially among those using them, and they help materially to injure the rapid introduction of the electric vehicle. When batteries were first used for traction purposes they

FENCES and GATES

IN WIRE AND IRON.

We can furnish anything required, from a plain wire fence for the farm to an ornate iron fence for residence or public building. Special prices to hardware trade. **Send for catalogues.**

The Dennis Wire and Iron Co.,

LONDON, ONT.

BARGAINS IN WOOD-WORKING MACHINERY

CIRCULAR AND BAND SAW TOOLS.

No. 10359—Filing Machine.
No. 14315—Automatic Saw Grinder.

WOOD SHAPERS.

No. 13886—2 Spindle Shaper.
No. 11145—1 " "

SAW MANDRELS OR ARBORS.

No. 15707—New No. 1 Saw Mandrel.
No. 16364—New No. 2 " "

SAW TABLES—CROSS AND RIP.

No. 16251—Swing Cut-Off Machine.
No. 16221—New Clark & Demill Variety Saw Table.

SCROLL SAW MACHINES.

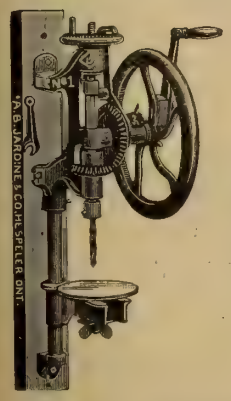
No. 15950—Scroll Saw, 3 -in. Table.
No. 16254— " " 36-in. "

BAND SAW MACHINES.

No. 14528—30-in. Bracket Band Saw.
No. 14367—26-in. Pedestal " "

My monthly stock list will give data of machinery carried in sto. k, and will be mailed to your address on request.

H. W. PETRIE, 141-145 Front St. W., Toronto

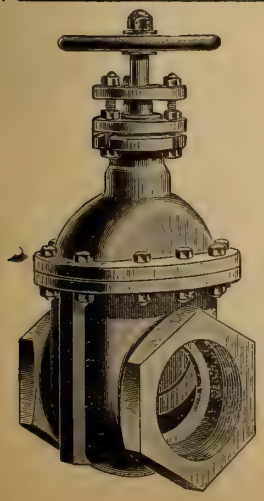


TRADE MARK J REGISTERED

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.



We Make Good

VALVES

Write for Catalogue. It tells all about them.

The Kerr Engine Co.

LIMITED

Walkerville, Ont.

THE ADAMS STOVE PIPE REGISTER.

Design Patented June 29, 1897.

Design Patented August 31, 1897.

Made by

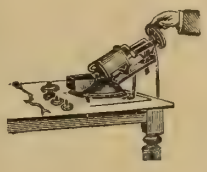
The Adams Company

Dubuque, Iowa, U.S.A.

"The Peerless"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices

James Warnock & Co. = Galt, Ont.



G. A. Crosby & Co. of Ontario,

SARNIA, ONT. LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

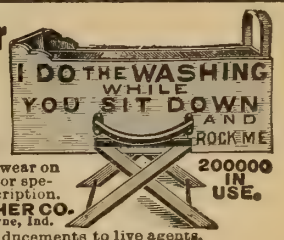
"THE GEM"

A FOOD CUTTER WHICH DOES ITS WORK WELL.

IT HAS NO RIVAL.

THE CANADA HARDWARE CO., MONTREAL.

The Rocker Washer



WARRANTED to do the family washing **100 PIECES IN 1 HOUR.** No need for washboard; no wear on clothing. Write for special prices and description.

ROCKER WASHER CO.
Clinton St., Ft. Wayne, Ind.

Liberal inducements to live agents.

"Build to-day then, strong and sure
With a firm and ample base."
—Longfellow.

DO YOU?

WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors

weighed two or three times what they do to-day, for the same capacity and life.

The accompanying cut represents a carriage built by The Kay Electric Dynamo and Motor Co., of Toronto, and with the exception of a few trifling details, has proven very satisfactory. The batteries, in particular, have been put to the most severe tests and have proven beyond a doubt to be strictly first class in every respect. The above firm intend to manufacture automobiles extensively for all purposes.

I might say that the real mission of the motor vehicle is to lighten human labor by facilitating transportation in the field now occupied by the horse. Expensive, high-speed showy vehicles, which it has become the fashion to patronize, are of little aid towards the development of the industry along the lines that are to prove enduring and of benefit to the general public.

NIAGARA POWER FOR BERLIN.

The committee of Galt and Berlin men who have been handling the matter of the Niagara electric power project are now securing the names of manufacturers and other users of mechanical power who consider that it would be to their interest to instal electrical power provided it can be obtained for a cost of not more than $15 per horse power per annum. Nearly every manufacturer in Berlin has signed, and papers are now being circulated in Galt and Preston.

TENDERS FOR ELECTRIC LIGHTING.

At a committee meeting of the Newcastle town council the tenders for the installation of a complete electric lighting system and also for engine, were awarded as follows: Canadian General Electric Co., for electric light plant complete, $8,750; E. Leonard & Son, 125 H.-P. automatic cut-off engine and fixtures, $1,730.

ELECTRICAL NOTES.

The Gee Electrical Company, of Colborne street, Toronto, has sold a 50 light dynamo, to H. W. Petrie, of Toronto.

Parke, Davis & Co., Detroit, Mich., the well-known manufacturers of drugs and chemicals, are making extensive improvements and additions to their electrical, steam and power plant, the work being done under the direction of George W. Scott, consulting engineer, The Rookery, Chicago.

A. McKillop & Sons, lumber merchants, and The West Lorne Electric Light Co., Limited, West Lorne, Ont., have sustained loss by fire; both were partially insured.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

WILLIAM TAYLOR, cutler, etc., Brantford, Ont., has assigned to W. Watt, jr.

The estate of W. J. Bailey, builder, Toronto, is to be wound up.

Henry Plante, painter, Kincardine, Ont., has assigned to James M. Stewart.

Salvas & Lambert, general merchants, St. Francois du Lac, are offering 40c. on the dollar.

D. McLeod, general merchant, Blind River, Ont., is offering to compromise at 40c. on the dollar.

A statement of the affairs of Adolphe Lafontaine, general merchant, Drummondville, Que., is being prepared.

A statement of the affairs of J. Pineau & Co., general merchants, Bic, Que., is being prepared by V. E. Paradis.

P. Gagnon, general merchant, St. Flavie Station, Que., is offering to compromise at 70c. on the dollar cash.

F. Lablond, general merchant, St. Cecile de Whitton, Que., is offering to compromise at 40c. on the dollar cash.

John Milne & Co., dealers in stoves, awnings, etc., Toronto, have assigned to George Clay, Toronto, and their creditors held a meeting on September 5.

PARTNERSHIPS FORMED AND DISSOLVED.

Campbell & Co., tanners, Port Hope, Ont., have dissolved.

Lovell & McIntosh, dealers in agricultural implements, Saskatoon, N.W.T., have dissolved.

G. W. White & Son, general merchants, Centreville, N.B., have advertised a dissolution of partnership. G. L. White continues.

SALES MADE AND PENDING.

W. McCausland, hardware merchant, Regina, N.W.T., has sold out.

The assets of D. Mignac, hardware merchant, Montreal, have been sold.

John Veitch, harnessmaker, Clarksburg, Ont., is advertising his business for sale.

William Brown, blacksmith, Arnaud, Man., is advertising his business for sale.

James Cornett, harnessmaker, Wapella, N.W.T., is advertising his business for sale.

The business of A. McBean & Co., hardware merchants, Galt, Ont., is advertised for sale by tender.

CHANGES.

Frigon & Lavoie, contractors, Montreal, have registered.

Jean Naud, Fils & Co., hydrant couplings, Montreal, have registered.

Richey, Brown & Donald, ironworkers, Montreal, have registered.

W. Johnston, blacksmith, Morden, Man., is succeeded by Johnston & Moore.

Robert Campbell, hardware merchant, Mitchell, Ont., has sold out to Field Bros.

James Shaw, dealer in agricultural implements, Morden, Man., is out of business.

Burkell & Co., carriagemakers, of Neepawa, Man., are succeeded by Burkell & Betts.

FIRES.

The Mackey Stained Glass Co., Toronto, has sustained damage by fire.

D. Turner, blacksmith, West Lorne, Ont., was burned out; partially insured.

William Fitzpatrick, dealer in agricultural implements, Alvinston, Ont., has sustained loss by fire.

H. H. Coleman & Co., importers of hardware, London, Ont., have suffered loss by fire; insured.

DEATHS.

Thomas Heffernan, contractor, Montreal, is dead.

PLEASE WOMEN BUYERS.

RETAILERS, of course, realize the fact that the majority of their customers are women, remarks Trade. It is likely that due pains is generally taken to please these buyers. With many and no doubt most of the dealers in the small towns the farmers' wives are an important factor. Their trade once secured means more to the merchant than that of her city sister.

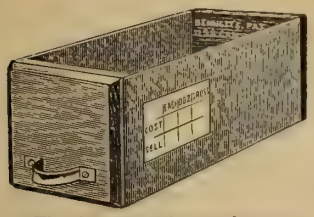
The farmer's wife is, as a rule, the purchasing agent for the entire family. She selects the goods for the sons and daughters of the household and for the husband, too, as well as for her own personal necessities. She should be the subject of much thought and attention in any plans devised for securing trade. Her tastes should be consulted and gratified and great respect extended to her in all possible ways.

When the merchant prepares his advertising matter for the local paper he should be particular to make his proclamation attractive to his best customers. A good many merchants make use of typewriting machines in their offices. It would be a good idea to employ them extensively in giving information to the housekeepers in the immediate vicinity, making special mention of the newest goods and all the many utilities the merchant has for sale.

City merchants do this among their many lines and classes of customers, making the newspaper advertisements the medium of inviting buyers and also circular letters are extensively used. This policy is found successful in the larger places and it can be made so in the smaller ones.

Every merchant desires to sell all the goods he can, and if he will adopt this policy and industriously pursue it he will find his trade growing under its inspiration.

More Bennett's Patent Shelf Boxes.



The best testimonals are second orders.

"Chicoutimi, P.Q., May 24th, 1902—Please send us 212 more shelf boxes like the last.—Cote, Boivin & Co."

Write for prices to **J. S. BENNETT, TORONTO**

The Oshawa Wire Fence Co.

OSHAWA, ONT. Limited

Manufacturers of...

Woven Wire Fencing, Gates, Etc.
Also Dealers in Galvanized Fence Wire

Agents wanted Send for catalogue and prices.

Wrapping Papers.

Whether Brown or Manilla our Wrapping Papers are superior. Once tried—always used. Full count—full weight.

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"BEAVER" BRAND and **"T. L. & C. CO." BRAND** } **PURE PREPARED PAINTS**

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ARE THE BEST.

For interior and exterior use. Most economical, because they cover the greatest surface Cheapest, because they wear longest. Most satisfactory, because they look best.

EVERY TIN GUARANTEED.

As for our New Century Catalogue and Color Cards

Announcement

We find it impossible to make an Exhibit at Toronto this year, and solicit enquiries from our customers and the Trade.

Our sales for first seven months of this year show an increase of seventy-five per cent. over 1901, which reflects the quality of our goods and the treatment extended to our customers.

Have you seen our new ceiling classification? It's a work of art.

The Metal Shingle & Siding Co.

LIMITED

PRESTON, ONT.

RICHARD JOHNSON, CLAPHAM & MORRIS, Ld., Manchester AND LIVERPOOL, ENG.

CABLE ADDRESS—"Metallicus," Manchester.
CODES USED—ABC, A1, Liebers and Private Code.

Manufacturers and Metal Merchants

GALV'D SHEETS
GALV'D CANADAS
BLACK SHEET IRON
BLACK CANADAS
Range & Furnace SHEETS

TINPLATES, TERNES
TINNED SHEETS
PIG TIN, PIG LEAD
WIRE NETTING
GALV'D BARB WIRE

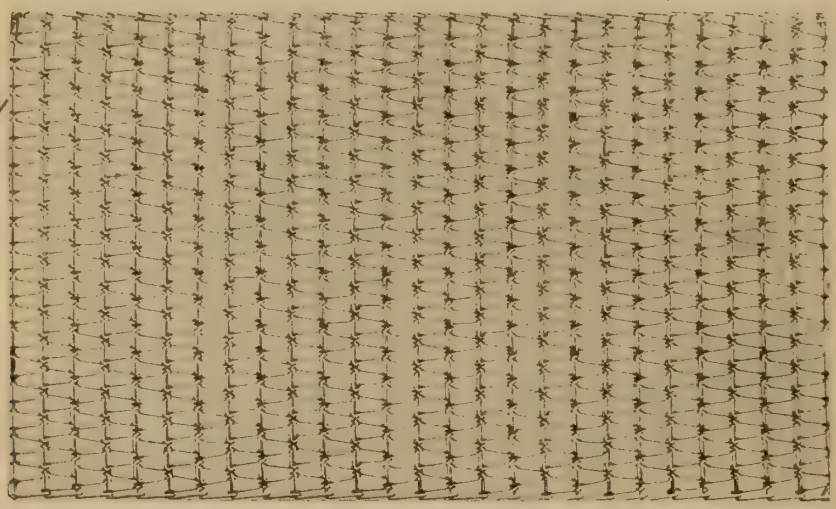
WAREHOUSE LEVER STREET

MONTREAL OFFICE:
Messrs. Copland & Co., Imperial Buildings.

HALIFAX OFFICE:
Messrs. Grant, Oxley & Co., 68 Bedford Row.

WIRE MATS.

THE United States Wire Mat Co., is situated at Decatur, Ill., U. S. A. The success attendant upon their efforts for the past 11 years, the constant and increasing demand for the U.S. wire mats and matting is evidence that quality counts and that the same is easily traced to the superiority of their product. Closest attention has been given to the requirements of the trade, and their line embodies a greater number of original ideas than heretofore have been incorporated in a product of a similar nature. They have gone into the hands of the dealers with most satisfactory results and unquestionably the most popular.



WIRE DOOR MAT.

There are three kinds of mats —fibre, rubber and wire.

The fibre mat makes, rather than does away with, dirt; it wears out quickly and becomes very dirty after short usage.

The rubber mat just half cleans the feet, continually fills up with dirt and you never get full value of one as it soon wears out and is very expensive. Large rubber mats are hard to handle and soon break when folded.

A wire mat—the right kind—does just what is desired. It cleans the feet as no other mat does, lasts longer than either fibre or rubber and feels better.

There are different kinds of wire mats. While all are better than either fibre or rubber, some wire mats are better than others.

With one exception, all wire mats are double sided. They are made so either side can be used, which seems a slight advantage, but it is not. The space between the two sides holds the dirt because the wires on the lower side prevent its falling through to the floor. The U.S. mat does not accumulate deposits, nor require to be shaken; every particle of dirt falls through to the floor and collects on the outside all dirt, snow, mud, etc., which would otherwise be carried in.

Some mats are constructed to roll either way; these kind are dangerous. A slight kick will cause them to curl up at the ends and not infrequently in the centre, inviting personal injury by tripping. The U. S. will roll but the one way, always lies flat and is as rigid as any flexible mat can be.

In presenting the U. S. mats and matting it is their sole aim to give the best value on the market. They are manufactured of the very best galvanized steel wire, especially tempered and galvanized for their use; are handsome, ornamental and neat in appearance, durable, weather proof, do not warp or curl at the sides or edges, adapts itself to uneven surfaces, convenient in handling (rolis up like carpet) and economical. The mats are made in any size and shape and the roll matting in any length and width, which is so woven that it can be cut any length desired, permitting of no waste. Every remnant is a ready-made mat. The meshes are small, permitting of the use of more springy wire, with much neater appearance, effective scraping qualities and greater elasticity, strength and durability. They remove all dirt from the shoes by scraping in any direction; the ridges run crosswise to the feet no matter which way you walk on it; it loosens the dirt as quickly as it gathers it, scrappings disappear and you have only to turn the mat over to cleanse it thoroughly.

CANADIAN CUTLERY.

An increased demand for good cutlery has been one of the direct results of the widespread prosperity of the country. The remarkable success of The Bailey Cutlery Co., of Brantford, well illustrates the fact that this Canadian-made article is gradually securing a larger share of the home market.

IS MOLTEN METAL PIG IRON?

THE suit of The Dominion Iron and Steel Co. vs. the Dominion Government, an action to recover the sum of $196,967, alleged to be due the company for bounties, was commenced in the Exchequer Court at Sydney on August 26 before Judge Burbidge. Mr. Chrysler, for the company, stated that the contention of the Government was that the material out of which the steel was manufactured consisted not of pig iron, but of hot metal in a liquid state, but he maintained that metal in a molten state is pig iron, and the product of blast furnaces is all known as pig iron, whether cast in pigs or not.

Mr. Aylesworth, who spoke for the Government, said that had there been a claim for bounty on steel ingots alone, the bounty might have been payable, even though the statute did not cover the case, but the suppliants were not content with a single bounty, but put in a double claim. By refraining from solidifying molten metal into pigs, the suppliants effected a considerable saving in the manufacture of steel, as compared with the manufacturer who bought pigs. The Government intended the applicants to receive the same bounty as manufacturers of pig iron or steel. The process of transforming the metal in a molten state was not in use or contemplated in Canada when the statute on the question passed. The whole question at issue was whether metal in a molten state was pig iron or not within the meaning of the statute. To prove this, the plaintiffs proposed to give expert testimony, and they called as their first witness Mr. Baker, general manager of the D. I. and S. Co.

Graham Fraser, of the N. S. S. and Coal Co., and C. A. Meissner, of the steel company, also gave evidence. The company will rest their case to-morrow with the evidence of Mr. Means, manager of the blast furnace, and the case will be continued at Ottawa.

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Right Prices
Quick Shipments
Quality Guaranteed
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STAPLES
Write, Telegraph or Telephone
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Limited
Walkerville, Ontario

John Bowman

HARDWARE & COAL CO.

LONDON, ONT.

Our stock of goods for the spring trade is now complete, and we can fill all orders promptly on the following lines :

Wire, Nails, Cordage, Window Glass, White Lead, Paints, Whiting, Churns, Linseed Oil, Spades and Shovels, Screen Doors, Wove Wire, Poultry Netting, Builders' Hardware, Guns and Sporting Goods. Finest stock in the Province of Cutlery.

Prompt Shipment. Prices Right.

Wire

Copper Wire

— FOR —

Telegraph, Telephone, Trolley and Transmission Lines.

Round, Square and Rectangular for Electrical Machines.

Brass Wire

of all kinds and for all purposes.

Plain Wire

Annealed, Annealed and Oiled, Tinned, Coppered, Wire Nails, Bright Goods, Wood Screws, Jack Chain, "Crescent" Hat and Coat Hooks, Poultry Netting, Barrel, Blind and Bed Staples.

Galvanized Wire

Barb Wire, Plain Twist, Galv'd Fence Staples.

Manufactured by

The Dominion Wire Manufacturing Co., Limited

MONTREAL AND TORONTO.

HEAD OFFICE New Coristine Building, St. Nicholas Street, **MONTREAL.**

Long Distance Phones to all Departments.

THE JAS. MORRISON BRASS MFG. COMPANY LIMITED TORONTO, ONT.

The Greatest Pleasure

TRADE MARK. J.M.T

of a bath comes from the daintiness and completeness of the bathroom equipment.

Our line of accessories for the bath makes possible the highest enjoyment in ablutions. It includes every useful, necessary and desirable bathroom accessory.

Wise dealers giving this line a display will find that, like other Morrison products, it always meets the readiest sale.

Information concerning this branch of our business will prove interesting and profitable. **WRITE FOR IT.**

THE "**GLOBE**" POLISH HAS COME TO **STAY** AND ALL **DEALERS** CAN STOCK IT WITHOUT HESITATION.

TRY "GLOBE" AND YOU WILL USE NO OTHER. IT IS THE BEST.

"GLOBE" METAL POLISH

Write for a supply o
Show cards and Advertising Novelties

—WE SHALL BE PLEASED TO ANSWER ALL ENQUIRIES.—

RAIMES & CO., 164 DUANE ST., NEW YORK CITY.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, September 5, 1902.

HARDWARE.

ALTHOUGH the holiday on Monday seems to have disturbed business to some extent, yet the movement in hardware has been active, according to jobbers. Orders for fall goods have been arriving freely, and in shelf goods the demand has been very good. Quotable changes are few, indeed, this week. Among them are horseshoe nails, "M" brand, which have been advanced. Cutlery is reported as unusually active, and in guns and ammunition a good trade has been done.

BARB WIRE.—The demand for barb wire is very light at present, and no change in the price has been made, this article selling at $3 per 100-lb. keg f.o.b. Montreal.

GALVANIZED WIRE.—Only a small amount of business is reported in this wire. Quotations are as follows: Nos. 6, 7 and 8 gauge, $3.45; No. 9, $2.80; No. 10, $3.55; No. 11, $3.65; No. 12, $2.95; No. 13, $3.05; No. 14, $4.05; No. 15, $4.55; No. 16, $4.80; No. 17, $5.20; No. 18, $5.45.

SMOOTH STEEL WIRE.—Trade is fairly good this week. In hay-baling wire there is still a brisk movement. Prices have not been changed, and our quotations are as follows: Bright and annealed, $2.60 per 100 lb. f. o. b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—This moves slowly and the market is without feature. The discount remains at 25 per cent. Net extras as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c.; ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—There is no new feature to report. Trade is quiet and the discount is 62½ per cent. on both wires.

FENCE STAPLES.—There is but very little inquiry for staples at the present time, and the market is consequently dull. Galvanized staples are quoted at $3.25 per 100-lb. keg and bright at $2.90 per 100-lb. keg. For 25 and 50-lb. packages an extra of 25c. is charged.

WIRE NAILS.—The usual business in wire nails is doing, there being no feature worthy of special mention in the market. Prices are: In small lots, $2.55 and carlots, $2.50 f.o.b. Montreal, London, Hamilton, Toronto, Gananoque, Brantford, Windsor, Ont., St. John and Halifax.

CUT NAILS.—A steady demand keeps up for cut nails. The price in carlots is $2.37½ and in small lots, $2.45 per keg.

HORSE NAILS.—"New Countersunk" nails have again been changed to 66 2-3 per cent. off. "New City" heads are now 57½ per cent. off. Trade is improving. Our quotations are now as follows: "C" brand, 40, 10 and 7½ per cent. off; on "M" brand, "Oval," 57½ per cent.; "New City," 57½ per cent.; "New Countersunk," 66 2-3 per cent.; "Monarch" horse nails are discounted at 70 per cent.

HORSESHOES.—As the fall season approaches the movement in horseshoes becomes more active. This week mills and jobbers report an improved demand and a good business at unchanged prices. We quote: Iron shoes, light and medium, pattern, No. 2 and larger, $3.35; No. 1 and smaller, $3.60; snow pattern, No. 2 and larger, $3.60; No. 1 and smaller, $3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; featherweight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra. F.o.b. Montreal only.

SCREWS.—A moderate inquiry is re-

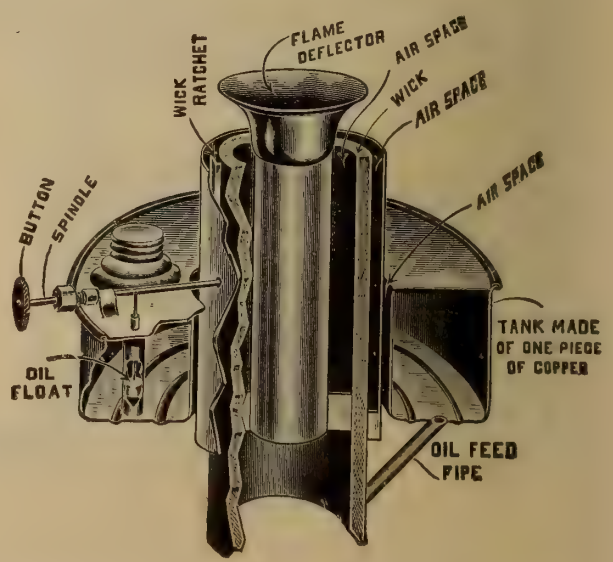
An **ideal heater** for **early Fall** before lighting **furnace** or **base burner.**

Easily carried from room to room. A **child** can **operate** it.

Burns with a **clear white flame,** perfectly **odorless** and throws an **intense heat.**

Costs about **one cent** per **hour** to run.

Body made of Russia iron, legs, rims and top heavily nickel plated.



Cold air drawn from off the **floor** and **discharged thoroughly heated** from **top** of heater. See cut.

Seamless copper tank, no leaks.

Flame deflector spreads heat to side, where most needed.

Oil Float showing exactly the amount of oil in tank.

Write for circulars and full information to

The McClary Manufacturing Co.,

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B

"Everything for the Tinshop"

ENGLISH
GERMAN
BELGIAN
CANADIAN
AMERICAN
} PORTLAND CEMENTS.

FIRE
BUILDING
ENAMELLED
SILICA
MAGNESIA
} BRICKS.

DRAIN
CULVERT
} PIPES.

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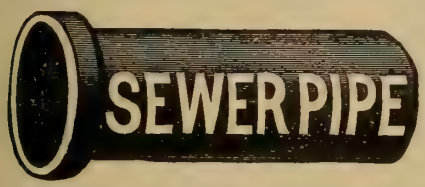
31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents

Drummond, McCall & Co.
or to MONTREAL, QUE.
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

ported for screws. Prices are steady, and we quote the discounts as follows: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—The market for cordage is quiet and featureless. Our quotations are as follows: Manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, 11c. Prices on binder twine are as follows: Blue Ribbon, 650 feet to the pound, 15c.; Redcat, 600 feet to the pound, 14c.; Tiger, 550 feet to the pound, 13c.; Standard, 500 feet to the pound, 11½c.; sisal, 500 feet to the pound. 11½c. Prices are subject to a rebate of ¼c. in carload lots.

RIVETS AND BURRS.—Some good lots are reported to have been sold this week at unchanged prices. The discounts are: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off, and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

BOLTS.—There is still a brisk movement in bolts and nuts, but no new feature is reported. The discounts are as follows: Norway carriage bolts, 55 per cent.; common, 50 per cent.; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 per cent.; coach screws 66 2-3 per cent.; sleigh shoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼ per lb. off list; hexagon nuts, 3⅜c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

BUILDING PAPER.—There is not much doing in this line. Prices are unchanged, and our quotations are as follows: Tarred felt, $1.70 per 100 lb.; 2-ply, ready roofing, 85c. per roll; 3-ply, $1.10 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O K and I X L, 65c. per roll; heavy straw sheathing, $30 per ton; slaters' felt, 60c. per roll

SCREEN WIRE CLOTH.—Trade continues quiet. The price is $1.37½ per 100 square feet.

POULTRY NETTING.—This is moving slowly at present and there is nothing special to report. Discounts on Canadian or English netting are: 50 and 10 per cent off on 2 x 2 mesh, 19 wire, and 50 per cent. off on 2 x 2 mesh, heavier. Canadian list used. For delivery in 1903 the discounts are 60 per cent. off for 19 wire and 55 per cent. off for heavier.

HARVEST TOOLS.—This market is dull and featureless. The discount is 60 per cent.

FIREBRICKS.—There is no change and trade is quiet. English firebricks are quoted at $16 to $22 and Scotch, $17 to $22 per 1,000.

CEMENT.—The market is still quiet and no change in price is reported. We quote: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per barrel ex-wharf, and American, $2.10 to $2.20 ex-cars.

A. C. LESLIE & CO.

HEADQUARTERS FOR

IRON, STEEL and METALS

BEST BRANDS AT LOW PRICES TO WHOLESALE BUYERS.

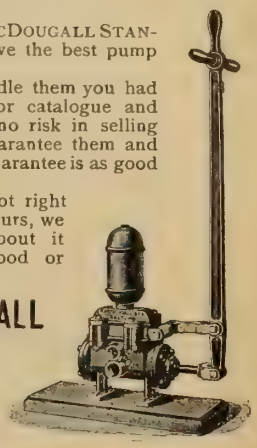
SANDERSON'S STEEL IN STOCK.

509-512 Merchants Bank Building,
MONTREAL.

If you handle the McDOUGALL STANDARD PUMPS you have the best pump made.

If you do not handle them you had better write to-day for catalogue and price list. There is no risk in selling our Pumps. We guarantee them and THE McDOUGALL guarantee is as good as the money.

If the pumps are not right through any fault of ours, we want to know all about it and will make it good or refund the money.



THE R. McDOUGALL CO., LIMITED,
GALT, ONT.

Quality Best.
Prices Right.

Pig Tin.

"Boustead & Co's" Penang
"Straits"
"Lamb and Flag"

Copper —"Lake"
—"MA"
Galvanized Sheets.

ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN
OPEN HEARTH STEEL.

Do you carry a stock of

GRANATINE . . FLOOR FINISH

FOR NATURAL WOOD FLOORS, OIL CLOTH, LINOLEUMS, ETC.?

If not, you should, as it is a finish you can always **highly recommend,** knowing it will not only **please the purchaser,** but give the impression that **you always handle reliable and up-to-date goods.**

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED

Toronto, Ont., Canada.

The shelves of the paint trade of Canada must eventually become filled with **The Choice of The People—**

"Ark Brand"

The experience of our customers is that "Ark Brand" is daily becoming more popu lar, and, consequently, more profitable.

If we are not represented in your town drop us a card and we will make arrangements with you. Don't delay. New agencies are being established everywhere, and your town may be the next.

THE FRANCIS-FROST Co. Limited

TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler.

SPORTING GOODS.—The market is characterized by a brisk movement in all lines. There are no changes in the discounts, which are as follows: Empty, Canadian, 25 per cent.; American, 10 per cent. advance on list. Loaded, "Trap," 30 per cent.; American, 30 per cent. "Leader" and "Ideal," smokeless brands, 37½ per cent. Brass shot shells, Dominion, 55 per cent.; American, 40 per cent. Primers, Dominion, 30 per cent.; American, $1.60 per 1,000.

SNOW SHOVELS.—Jobbers report having received a good number of orders this week, and trade is improving. Quotations are as follows: "Habitant," $2.25 to $2.40; "Victor," 30 per cent. off; steel railroad shovels, 40 and 5 per cent. off.

FIRE SHOVELS.—The demand for these is improving rapidly. The market was fairly active this week at steady prices. Our quotations are now as follows: No. 70, 38½ to 40c. per dozen; No. 55 55 to 60c.; No. 57, 82½ to 90c.; No. 60 82½ to 90c.; No. 65, $1.37½ to $1.45; No. 80, 50 to 55c.; "Duplex," No. 7, $1.21; No. 9, $1.52; No. 11, $1.82.

METALS.

With the exception of one or two lines the metal market has been firm and steady during the week. One of the exceptions is tinplates, which have again weakened on the foreign market; and there is an easier feeling locally, though no reduction in price is reported. Sleighshoe steel has been reduced in price. No doubt there is still some shortage in one or two metals, but the situation is not such as to cause any uneasiness whatever.

PIG IRON.—The scarcity of this metal continues and the market is as firm as ever. No new feature has developed, except, possibly, a slight falling off in orders for future delivery. We quote as follows: Canadian, $18.50 to $19 and Summerlee, $21.50 to $22.

BAR IRON.—In this there is a fairly good trade doing at unchanged prices. Merchants' bar is worth $1.95 to $2 and horseshoe iron, $2.20.

BLACK SHEETS.—There is nothing new to report in this line. The movement is fair. We quote: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50 and 8 to 20 gauge, $2.50.

GALVANIZED IRON.—There is still a brisk movement in this iron, but the market is steady and prices are unchanged. We quote: No. 28, Queen's Head, $4.40; Apollo, 10¾-oz., $4.40; Fleur de Lis, $4.15; Comet, $4.25; "Bell" brand, $4.30. For less than case lots 10c. extra is charged.

INGOT COPPER.—The market has weakened considerably, but dealers are still quoting 14c.

INGOT TIN.—The price of Straits remains at 33½c. The market has not improved and only a fair trade is doing.

PIG LEAD.—Business in pig lead is not of an active nature at present. We quote $3.25.

LEAD PIPE.—Trade continues rather quiet and the market shows no new feature. Composition and waste are now quoted at 8c. and ordinary, 7c. The discount is 37½ per cent.

IRON PIPE.—Prices are unchanged and the demand keeps up very well. Our quotations are now as follows: Standard pipe per 100 feet, in lengths under 19 feet: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1-in., $5.20; 1¼, $7.35; 1½, $8.95; 2-in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $3.85; ¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.20; 2-in., $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½, $4.20; ¾, $5.25; 1-in., $7.55; 1¼, $10.55; 1½, $12.75; 2-in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1-in., $9.55; 1¼, $13.25; 1½, $16; 2-in., $21.90. For threads and couplings 5 per cent. is added.

TINPLATES.—These have declined on the English market 1½d. Locally, no change in price is reported. We quote: Charcoal tinplates, $4.75 to $5.25 and cokes, $4.25.

CANADA PLATES.—We hear no more of a shortage in Canada plates, though in some cases supplies are not too plentiful. Our quotations are as follows: 52's, $2.70 to $2.80; 60's, $2.85 to $2.90; 75's, $2.80 to $2.85; full polished, $3.75, and galvanized, $4.25 to $4.35; galvanized, 60's, $4.45 to $4.55.

STEEL.—The feature in this market is the reduction in price of sleighshoe steel by 5c. Other lines are unchanged in price and the market remains quiet, but with some improvement in the demand. We quote: Sleighshoe, $2.05; tire, $2.20; bar, $2.05; spring, $2.85; reeled machinery, $2.75; toecalk, $2.70.

SHEET STEEL.—The inquiry for this metal has not improved and the market continues quiet. We quote: Nos. 10 to 20, $2.50; 3-16, $2.50; ¼, 5-16 and ⅜, $2.40.

TOOL STEEL.—This moves along as usual and no change is reported in prices. Our quotations follow: Black

Diamond, 8c.; Sanderson's, 8 to 12c., according to grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 8 to 15c.; "Air Hardening," 30 to 50c.

TERNE PLATES.—A few orders have been received this week, but the demand, as a whole, is light. The price is $7.50.

COIL CHAIN.—Chain is not in very great demand at present and the market is rather uninteresting. We quote: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼ in., 7¼c. per lb.; 5-16, $5; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4.05; ½, $3.95; 9-16, $3.85; ⅝, $3.55; ¾, $3.50; ⅞, $3.45; 1-in., $3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC.—This metal is moving about as usual. The volume of business is small. The price is $5.85 to $6.25.

ANTIMONY.—There is little doing. We quote 10c.

ZINC SPELTER.—No change has occurred. The price is 5c.

SOLDER.—Business in solder is fairly active, and the following prices are still maintained: Bar solder, 18c. and wire solder, 20c.

PAINTS AND OILS.

The only new feature that has developed in the paint and oil market has been the easier feeling in linseed oil. The market is weaker than at our last report, and under present circumstances we might reasonably look for lower prices before long; but it is impossible to foretell how long the present figures can be maintained in spite of the large crop of seed in the United States. In turpentine, the Southern market appears to maintain its strength. No quotable change is reported. Business in the general list of paints, oils, varnishes, etc., while it has fallen off considerably during the past month or so, is nevertheless of satisfactory proportions, considering the season of the year. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, $5.15 to $5.25; No. 1, $4.77½ to $4.87½; No. 2, $4.40 to $4.50; No. 3, $4.02½ to $4.12½; No. 4, $3.65 to $3.75, all f.o.b. Montreal. Terms, 4 months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5.25 in casks; kegs, $5.50.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote: Bulk, in bbls., $1.90 per 100 lb.; bulk, in less quantity, $2.05; bladders, in bbls., $2.25; bladders, in 100 or 200-lb. kegs or boxes, $2.40; in tins, $2.55 to $2.65; in less than 100-lb. lots, $3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50, and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 77c.; boiled, 80c. In 5 to 9 bbls., 1c. less. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gal. advance.

TURPENTINE.—Single barrels, 68c.; 2 to 4 barrels, 67c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.45 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PARIS GREEN.—Petroleum, bbls., 16¾c. per lb.; arsenic kegs, 17c.; 50 and 100-lb. drums, 17½c.; 25-lb. drums, 18c.; 1-lb. packages, 18½c.; ½-lb. packages, 20½c.; 1-lb. tins, 19½c.; ½-lb. tins, 21½c. f.o.b. Montreal. Terms: 3 per cent. 30 days, or four months from date of delivery.

SCRAP METALS.

Trade during the week has been of a more satisfactory nature than in the previous week. No quotable changes are reported, though there is a much easier feeling in copper, in sympathy with the prevailing weakness that exists in ingot copper. Some mills have lowered their prices on iron, but still seem to be importing. The market, in general, is in a healthy condition, and all lines are moving along nicely. We quote as follows: Heavy copper and wire, 10c. per lb.; light copper, 8c.; heavy red brass, 10½c.; heavy yellow, 9c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2¼c.; iron No. 1, wrought, $15; No. 2, $7 per ton; machinery scrap, $16; stove plate, $12; malleable and steel, $5; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6 to 6¼c. per lb.

GLASS.

The market remains very quiet and entirely featureless. Orders have practically been all placed, business at present being confined to small orders for immediate sorting purposes. Our quotations are: First break, 50 feet, $2.10; second, $2.20 for 50 feet; first break, 100 feet, $4; second break, $4.20; third break, $4.70; fourth break, $4.95.

HIDES.

There have been no changes in prices during the week. Not much business has been effected, though tanners have shown greater willingness to buy. We quote: No. 1 hides, 10c.; No. 2, 9c.; No. 3, 8c. Calfskins, 10 to 12c.; lambskins, 45 to 50c.

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MARKET NOTES.

Sleighshoe steel is 5c. lower.

"M" brand horse nails "New Countersunk" heads are now discounted at 66 2-3 per cent. instead of 67½ per cent.

ONTARIO MARKETS.

Toronto, September 5, 1902.

HARDWARE.

THE condition of the hardware market is unchanged from last week. Trade is fairly well sustained in horse nails and horseshoes, and the demand for screws, nuts and bolts is still in excess of the supply, and the manufacturers of these seem to be greatly handicapped by the slow deliveries to them of raw material. The sporting goods season is opening up well and from all parts of the country, particularly the North and Northwest, the demand is becoming heavy for guns, rifles and loaded shells. The fall trade in stoves promises to be large, and manufacturers fear a shortage in supplies before the end of the season. Business in spades and shovels is recovering from its slackness and they are now quite active. Quite a few visitors are in on account of the Exhibition, but this has not done much to improve sales in general. No changes in prices have occurred. The prices of horseshoes are no longer being controlled by an association, but quotations are nominally unchanged.

BARB WIRE.—There is a fair demand for barb wire. We quote $2.65 in carlots and in less than carlots, $2.77½ f. o. b. Cleveland. From stock, Toronto, $3.

GALVANIZED WIRE.—A little business continues doing in galvanized wire. We

Hope to see you at the Toronto Exhibition.

You will find us in the centre of the Main Building—where we will be happy to welcome you, and pleased to give all practical information that interests you about our

Unrivalled Sheet Metal Building Materials

Now don't miss our part of the show—it's well worth seeing and hearing about.

THE METALLIC ROOFING CO., Limited,
TORONTO, MONTREAL, WINNIPEG.

now quote the base price: Nos. 6, 7 and 8, $3.50 to $3.85 per 100 lb., according to quantity; No. 9, $2.85 to $3.15; No. 10, $3.60 to $3.95; No. 11, $3.70 to $4.10; No. 12, $3 to $3.30; No. 13, $3.10 to $3.40; No. 14, $4.10 to $4.50; No. 15, $4.60 to $5.50; No. 16, $4.85 to $5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at $2.52½ in less than carlots and 12c. less for carlots of 15 tons.

FINE STEEL WIRE.—There is still some call for stove pipe wire and hay-baling wire. The discount is 25 per cent.

SMOOTH STEEL WIRE.—The market for this line is lifeless, and we now quote the base price: $2.60 per 100 lb. Oiling, 10c.; coppering, 60c., and tinning, $2 per 100 lb. extra. Delivery points Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS.—Jobbers and manufacturers are experiencing a good trade in these at unchanged prices. We quote as follows: Wire nails, in carlots, $2.50 and in less quantities, $2.55. The delivery points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—Trade in these is quiet The base price is quoted at $2.45 per keg and $2.50½ for carlots.

HORSE NAILS.—These are in active demand and the prices are firm. Our quotations are as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "M" brand, 50, 10 and 5 per cent.; "Monarch," 60 2-3 per cent. "Countersunk" head, 60 per cent.

HORSESHOES.—These are in good demand and stocks in the hands of retailers all over the country are light. The manufacturers are slow in their deliveries, and the market is in an unsettled condition owing to the disagreement among the manufacturers regarding the prices. Quotations are now open, but the heavy demand keeps prices up, and our quotations are now as follows: Iron shoes, No. 2 and larger, light, medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—The volume of business in these continues to be limited to the ability of manufacturers to make deliveries. The inquiry is very active, but not many orders are being taken by jobbers. We now quote: Flat head bright, 87½ and 10 per cent. discount; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze, 70 per cent.

RIVETS AND BURRS.—The condition of the market for these is similar to that for screws. The inquiry is large and the supply is small, and the discounts are now as follows: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—The market for these continues bare of supplies, and we quote: Carriage bolts, common ($1.00 list), 50 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3.00 list), 55 and 10 per cent.; machine bolts, all sizes, 50 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—These are in good demand. The stocks are becoming light owing to the fact that the manufacturers are unable to supply the demand. The manufacturers claim this is because they are unable to obtain raw material. The discount is 40 and 5 per cent.

ROPE.—A fair amount of business continues doing in all sizes of rope, and our quotations are as follows: Pure manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, single, 11c., double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per dozen.

BINDER TWINE.—The situation is unchanged from last week. We now quote: "Blue Ribbon," 650 ft., 15c.; "Red Cap," 600 ft., 14c.; "Tiger," 580 ft., 13c.; sisal, 500 ft., 11½c.

HARVEST TOOLS.—The demand for these continues to be of a sorting-up nature. The discount is 60 per cent.

EAVETROUGH, ETC.—A good business keeps up in eavetroughing and conductor pipe. The market is unchanged. We quote: Eavetrough, $3.10 per 100 square feet for 10-in., and conductor pipe, $4 for 3-in. and $5.25 for 4-in.

BUILDING PAPER.—A fair amount of orders keep coming forward for building paper, and our quotations are now as follows: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll.

POULTRY NETTING.—Some business continues for delivery next year.

SPORTING GOODS.—The season for sporting goods is opening up well and many orders have come forward from all parts of the country, particularly from the North and Northwest, for guns, rifles and loaded shells.

CEMENT.—The manufacturers continue much behind in their deliveries of cement, and are unable to cope with the heavy inquiry from all over the country. The market is very firm. We quote: Canadian Portland, $2.40 to $3 and Canadian hydraulic, $1.35 up per bbl.

METALS.

The situation in metals generally is about the same as last week. Trade in some lines is showing signs of improvement, and the import orders of Canada plates are now coming forward. The stocks of zinc sheets in the hands of jobbers are becoming small. No changes in prices have been made during the week. The outside tin market continues weak in tone and the copper market is in a somewhat similar condition. The outside iron market is quiet, but the lull is thought to be only temporary, as a number of heavy buyers, it is understood, have not bought beyond the current year and all consumers are short of current supplies through delayed deliveries.

PIG IRON.—The local market continues strong and active. The outside market is dull. We quote f.o.b. furnaces: No. 1 foundry, $20.50 to $21.

STEEL BOILER PLATES.—A moderate amount of business keeps up in this line. We quote $1.80 for carload lots on track, Toronto.

STEEL RAILS.—These are unchanged. Electric railway rails are quoted at $36

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL

COVERT MFG. CO.
West Troy, N.Y
Steel Carriage and Wagon Jacks,
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS
BALL BEARINGS

Largest Variety Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St., - - BIRMINGHAM.

Oneida Community Goods
HALTERS, COW TIES SNAPS, etc., etc.,
In all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT

..A..
STANDARD.
The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.

Dundas Axe Works, Dundas, Ont.
W. L. Haldimand, Jr., Eastern Agent, Montreal.

per ton and those for steam railways at $30 per ton.

TOOL STEEL.—The market for tool steel continues unchanged and the demand is fair. We quote as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 8 to 15c.; ditto, "Air Hardening," 30 to 50c.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's Special, 15 to 20c.

MILD STEEL.—A fair demand is reported for mild steel.

SPRING STEEL.—The market is in an active condition.

BOILER TUBES.—The market is unchanged from last week.

BAR IRON.—This market continues active. No changes have occurred, and quotations are as follows: $1.95 to $2.05 base. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb., 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS.—There has been a slight improvement in the demand for black sheets. We quote: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—These are in good demand and import orders are now arriving. Quotations are as follows: All dull, $2.90 to $3; half-polished, $3 to $3.10, and all-bright, $3.75 to $3.85.

GALVANIZED SHEETS.—No change has occurred in these during the week and the market continues active. Prices are now as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 29 gauge; Bell brand, $4.30 for 28 gauge.

TIN.—There has been a small demand for tin in small lots during the week. We quote $32 to $33 per 100 lb.

TINPLATES.—The amount of business doing in these continues fair. We quote charcoal, $4.75 to $5 per box and cokes $4.25 per box.

COPPER.—Both ingot and sheet copper are in fair demand. We quote: Ingot copper, $13.50 per 100 lb and sheet copper, $22 to $23.

BRASS.—A fair trade is reported in brass. The discount is 15 per cent.

PIG LEAD.—Trade in this line is quiet. We quote: Pig lead, $3.50 and bar, $3.75.

IRON PIPE.—A fair demand for iron pipe continues. Quotations now are per 100 ft.: ¼-in., $2.40; ⅜-in., $2.65; ½-in., $2.85; ¾-in., $3.65; 1-in., $5.20; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; galvanized, 1-inch, $7.20. Trade discount is 4 per cent. for carlots.

ZINC SPELTER.—Stocks of zinc spelter are very light. The article is in good demand. We quote 5 to 6c. per lb.

ZINC SHEETS.—The market for these is unchanged. We quote, zinc sheets: Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER.—Business in solder remains steady.

ANTIMONY.—This article is meeting with a good demand. We quote $9.50 per 100 lb.

PAINTS AND OILS.

Business in paints and oils, generally, keeps fairly brisk. The principal feature of the week is a decline of 2c. per gallon in raw and boiled linseed oils. This reduction was made mostly by the jobbers who anticipate that the trade is looking for lower prices for September delivery in view of the fact that oil from the new crop of linseed will be on the market in a little over a month. A fair sorting-up business is reported in ready-mixed paints, and white leads by reason of the low prices at present prevalent are active at the prices quoted below, although a number of goods are offered at lower quotations. Advices from Calcutta do not hold out any hope that there will be a reduction in shellac this season, but it is difficult yet to estimate how large the new crop will be as the season is yet too early for the making of an accurate forecast. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $5 to $5.25; No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. pkgs.; genuine dry white lead in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $5 to $5.12½; ditto, in kegs of 100 lb, $5.50: No. 1, in casks of 560 lb., $4; ditto, kegs of 100 lb., $4.50.

LITHARGE.—Genuine, 6 to 6½c.

ORANGE MINERAL.—Genuine, 7½ to 8c.

WHITE ZINC.—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6.00.

SHINGLE STAIN.—In 5-gal. lots, 60c. to $1.20 per gal.

BENZINE AND GASOLINE.—Benzine, in barrel lots, 18¾c. per gal.; gasoline, ordinary, 21¼c., and engine, 22¼c. f.o.b. Toronto.

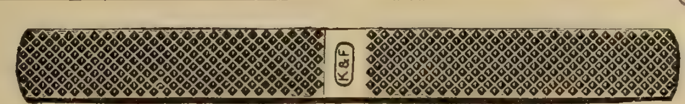
PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35c.; in less than cases, 40c. per lb.

Celebrated **KEARNEY & FOOT** Brand

FILES and RASPS—Warranted



Files of the above brand are standard, and are well known for their excellence of cut, temper and finish, and the K. & F. HORSE RASP is one of the leaders in this line, and is in demand in all parts of the Dominion. These goods are stocked by the following wholesale hardware merchants, and may be procured from either of them at bottom prices:

THE JAMES ROBERTSON CO., Winnipeg, Man.
H. S. HOWLAND, SONS & CO., Toronto, Ont.
THE SEYBOLD & SONS CO., Montreal, Que.
HOWDEN, STARKE & CO., Montreal, Que.
H. H. FULLER & CO., Halifax, N.S.
CROWELL BROS., Halifax, N.S.
DUNLAP BROS. & CO., Amherst, N.S.
DODD & ROGERS, Charlottetown, P.E.I.

THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

THE CELEBRATED

NATIONAL CUTLERY CO. SHEARS

Acknowledged the best and fully warranted.
Not connected with any Shear Combination.

Tailors' Shears,
Trimmers,
Ladies' Scissors,
Barbers' Shears,
Tinners' Snips.

DECATUR, BULL & CO., Sales Agents, MONTREAL

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35 ; white, $2.35 to $2.45 per gal.; in less quantities 10c. extra.

PUTTY.—Bladders, in bbls., $2.25; bladders, in 100-lb. kegs, $2.40 ; bulk in bbls., $1.90 ; bulk, less than bbls. and up to 100 lb., $2.05 ; bladders, bulk or tins, less than 100 lb., $2.90.

PLASTER PARIS.—New Brunswick, $2 per bbl.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity ; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gal.; No. 1, $1.10 per gal.

CASTOR OIL.—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 barrels, 77c.; boiled, 80c.; 3 to 5 barrels, raw, 76c.; boiled, 79c.; 6 to 9 barrels, raw, 74c.; ; boiled, 77c., delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 69c.; 2 to 4 bbls., 68c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

Trade in glass is fairly active and a heavy demand is anticipated during the fall. Quite a number of import orders have been received, but some jobbers report that all their orders have not yet arrived, and our quotations are now as follows : Under 26 inch, $4.45 ; 26 to 40 in., $4.65 ; 41 to 50 in., $5.10 ; 51 to 60 in., $5.35 ; 61 to 70 in., $5.75 ; 71 to 80 in., $6.25 ; 81 to 85 in., $7 ; 86 to 90 in., $7.75. Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days. Discount off pane price list, 40 per cent.

OLD MATERIAL.

Trade in all lines of old material is a little quiet owing to the Exhibition. No changes have been made in prices this week. Quotations are : Heavy copper and wire, 10 to 10¼c. per lb.; light copper, 8 to 8½c. per lb.; heavy red brass, 10c. ; heavy yellow brass, 8 to 8½c.; light brass, 5c to 5½c.; lead, 2¼ to 2½c.; scrap zinc, 2¼ to 2¾c.; iron, No. 1 wrought, $12 per net ton ; No. 2 wrought, $6 ; machinery cast scrap, $13 to $14 ; stove plate, $10 ; malleable and steel, $6 to $6.50 ; old rubbers, 5 to 5½c. per lb., and country mixed rags, 50 to 60c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES.—The market for hides is steady and fairly active, and prices are unchanged. Our quotations are : No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 9c.; No. 2 green, steers, 8c.; cured, 8½ to 9c. per lb.

SKINS.—There is a fair amount of business doing in skins. We now quote : Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each ; shearlings and lambskins, 45c.

WOOL.—The wool market continues weak and quotations are unchanged at 13½c. for fleece wool and 7½c. per lb. for unwashed.

TALLOW.—The market is weak and prices are likely to be lower. We quote 6¾ to 7c.

SEEDS.

Some alsike and timothy are offering at outside points. We quote $5 to $7 per bushel for alsike and $1.75 to $2 for timothy.

COAL.

Nothing new has come to light regarding the hard coal situation. The miners have not returned to work, and show as yet no inclinations to do so. The mine owners claim that they are mining some coal, but none has yet been delivered here. The prices in New York, Cleveland and other United States cities are being advanced by stages, until they now are very high. Soft coal at the international bridges is quoted at $3 to $4.50 per ton.

PETROLEUM.

Trade in this line is steadily improving, and the market is unchanged. We quote : Pratt's Astral, 17 to 17½c. in bulk (barrels extra) ; American water white, 17½ to 18c. in barrels ; Photogene, 17 to 17½c.; Sarnia water white, 16 to 17c. in barrels ; Sarnia prime white, 15 to 15½c. in barrels.

MARKET NOTES.

Raw and boiled linseed oils have declined 2c. per gal.

C. M. Irwin, hardware merchant, of Arthur, Ont., is in Toronto.

NOVA SCOTIA MARKETS.

Halifax, September 1, 1902.

BUSINESS in the hardware line has continued remarkably regular through the summer season, and neither wholesaler or retailer has anything to complain of, either as to the amount of business done or the general tone prevailing throughout the Province. Orders came in very freely during the opening months of spring, and continued so far into the summer. Within the last month or two orders have not been so large or so frequent, but a good business is being done. Payments have been met fairly well, and in this respect there is less to complain of than in former years. The prospects for a good fall trade are excellent.

* * *

In refined oil, the situation at present is very firm, and the prospect is that higher prices may shortly prevail and affect the fall trade. This is accounted for by reports of shortages in the various oil-producing districts, which have yielded much less quantities than was anticipated. The season is coming on when there is a greater demand, and the stocks in the hands of the dealers are only sufficient to meet current demands.

The price of linseed oil has fluctuated considerably of late and is still open to change. The present price is about the same as it was a month ago. The local demand is not so great as in the earlier part of the season and prices, locally, may be expected easier. Turpentine is firm and the local price has advanced two cents. The general tone of the market is not encouraging and dealers do not look for lower prices in the near future.

* * *

Naphthas, and gasoline and benzine have all advanced in the United States, where they are in heavy demand, but the local market has not been materially affected as yet. Seal and cod oil continue steady at the old quotations. Lubricating oils remain firm but unchanged.

* * *

The export business, which may be called the general trade barometer, has been slightly less for the last week than for the corresponding week last year, being $143,677 as against $151,241. The exports are apportioned as follows : Britain, $50,321 ; other European ports, $32,269 ; Newfoundland, $25,260 ; United States, $17,048 ; West Indies, $7,991 ; France, $7,538 ; Denmark, $3,250. The total exports of Halifax for the year ending June 30, amounted to $7,589,957 ; the imports were $6,956,983, an aggregate trade of $14,546,940.

R. C. H.

RENDEZVOUS FOR VISITORS.

Stewart & Wood, York street, Toronto, are busy welcoming their friends who are in town during the Exhibition.

Sanderson Pearcy & Co., Toronto, have fitted up a cosy corner in their headquarters on Adelaide street for the accommodation of their friends who call on them while the Fair is in progress.

The Canada Paint Co.'s sales office, 90 Bay street, Toronto, has been a busy place this week and is likely to be more so during the coming week, as Harry Clucas has an inspiring influence in imparting to western customers the benefits of using the company's standard brands of paints and varnishes which invariably speak for themselves.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

EXCEPTIONAL CHANCE.

HARDWARE, STOVE AND TINWARE BUSINESS for sale in a Western town. Apply quick. Box 544, Port Arthur, Ont. (36-2)

SALESMEN WANTED.

WANTED—TWO EXPERIENCED PAINT and varnish salesmen. Address The Globe Paint Co., Limited, Toronto. (36)

IRON AND WIRE WORKERS.

WE MAKE FIRE ESCAPES AND WIRE fencing—write for prices. National Fence Company, Merrickville, Ont. (36)

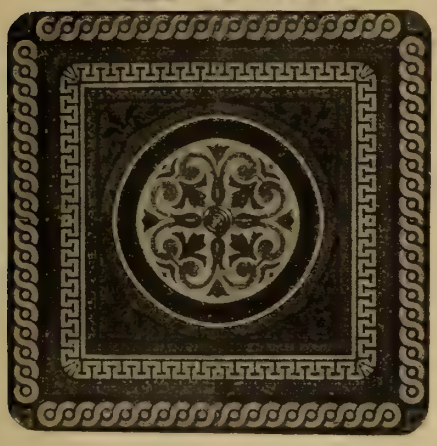
SITUATION WANTED.

AD-WRITER AND MANAGER seeks position with manufacturing or retail firm in Eastern Canada. Fluent French, Accountant and Typewriter. For full particulars, address "Ad-writer," at offices of this paper, Montreal or Toronto. (36-4)

ACETYLENE BURNERS.

ACETYLENE BURNERS — NON-CARBONizing : absolutely perfect. Sample, 30 cents. ECONOMIC BURNER CO., TORONTO. (35-2)

RETURNED SEP 30 1902



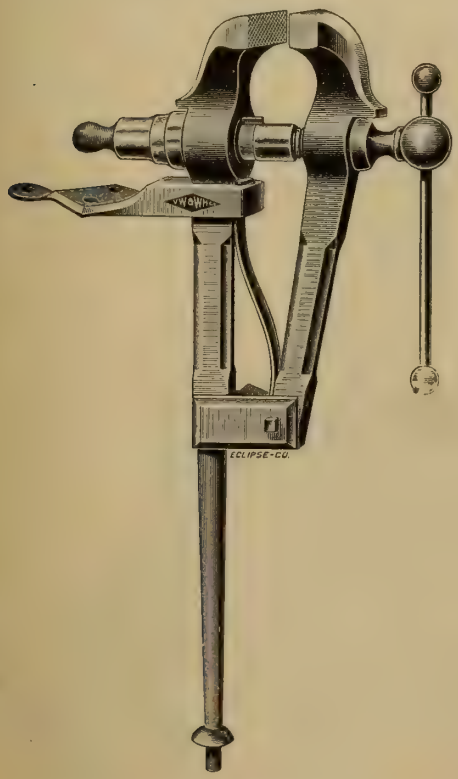
STOVE BOARDS

Lithographed in 3 different colors and Crystallized Decorated **Artistic Designs.**

Made in 6 sizes square and 5 sizes oblong.

Coal Hods Fire Shovels Stove Pipes
Elbows Lanterns, etc.

THE THOS. DAVIDSON MFG. CO., Limited
MONTREAL.



Winning Favor in Australia

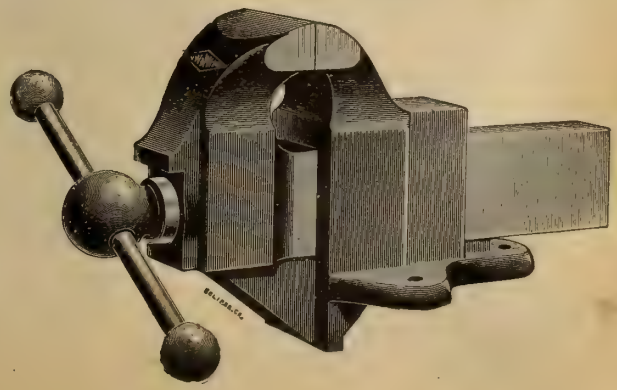
"The engineering merchants here consider your Solid Box Blacksmiths' Vises superior in quality and workmanship to any they have ever handled. They say they are remarkably suitable, and give perfect satisfaction."
[Extract from letter received from our Australian Agents located in Melbourne.]

Our facilities are unexcelled for making

Blacksmiths' and Machinists' Vises

Modern equipment and methods, high-grade material and workmanship are combined in our plant, producing

THE BEST VISES MADE



Lamplough & McNaughton
CANADIAN SALES AGENTS
19 De Bresoles St., Montreal

Manufactured by

THE COLUMBIAN HARDWARE COMPANY
CLEVELAND, OHIO.

NEW CATALOGUE JUST ISSUED—WRITE FOR IT.

HEATING AND PLUMBING

PLUMBERS' SHOPS AND WINDOWS.

"LUX" in The Australasian Hardware and Machinery proposes the following conundrum for plumbers: Why is it that so many plumbers' shops, the proprietors of which claim to be gasfitters, are so dismally dark and uninviting? A gasfitter is surely suggestive of someone who is able to make things bright and cheerful for other people—at any rate, till the bill comes in—and it would not be amiss for some of them to do for themselves as they would do unto others, especially in that part of the shop set apart for customers.

"Well done! Lux." Why it is so I can't tell, but it is a fact all the same. I guess it is because it is easier for the plumbers to show people how to do things than resort to the prosaic matter of fact doing them for themselves. It's the old case of "It's easier to preach than practice," don't you know.

But there are boys and boys, and I am sure there are plumbers and plumbers. Some might aspire to ideals sufficiently Imperalistic to fall under the same category as our Australian plumbers who have "shops so dismally dark and uninviting"; but, then, again, I know plumbers who deservedly pride themselves on the neatness of their "shops."

I saw a very neat, bright and clean display room the other day. A typical bathroom with all the bath accessories, of tub, shower, towels, basin. Everything shining and polished convinced me that the owner of the establishment was up-to-date. "My, isn't that nice," I overheard a lady say. "I notice that these people have everything so nice." Ten to one that that lady makes her husband buy there.

There doesn't seem to be a proper regard for window display. I know it's hard to make displays attractive and inviting, but occasionally I see it done, and an inquiry tells me that it pays. Some of the plumbers have no window displays at all; others have a window two feet deep. That is not what a really modern establishment should be like.

I saw a window with three posters in last week. Now, I don't mind when a plumber inserts posters for excursions for journeymen plumbers or patriotic or charitable purposes. These will promote good feeling with employes and show a proper appreciation of the interests of others. I think it would pay the plumber to decline theatre or circus posters. It gives your business a cheap appearance.

Plumbers seem to forget that the general public, who are the people upon whom they are dependent for business, are quite ignorant of things which are quite familar to the trade. I saw a lot of valves in a plumber's window. People, I suppose, would believe in a vague way that they were meant for plumbing; but why don't plumbers use a few display cards, or something to draw the attention of the people?

Plumbers won't, and often can't give prices off-hand, but a display card in a window would be productive of much good. Why not put in a neat card, thus "Quotations cheerfully furnished."

In that part of the "shop" set apart for customers, taste evidently is deemed superfluous or luxurious. Conglomeration reigns like that often-quoted "confusion worse confounded."

A few palms in your display room are very pretty, and I have seen them used with great effect.

PLUMBING NOTES

Harry Mahoney, master plumber, of Guelph, passed through Toronto on Wednesday, from the Halifax Convention.

At Brock street Methodist Church, Kingston, John O'Neil, a prosperous plumber of Picton, was married on August 25 to Miss Ida Larue, of Detroit.

BUILDING IN MONTREAL.

New buildings to the number of 54 were given permits. These included 45 dwellings, 3 stores, 3 factories, 1 warehouse and 2 sheds. The value of the new buildings amounts to $177,350.

According to the report of the building inspector of Montreal, during the month of August 29 permits were issued for alterations to buildings, of which 16 were for dwellings, 7 for stores, 1 for a factory and 5 for sheds, the total cost of alterations amounting to $22,817.

BUILDING NOTES

Sherbrooke, Que., is to have a city hall, costing $40,000, in Strathcona Square.

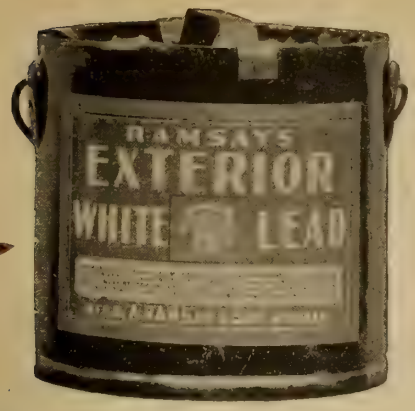
The new block of the McKeough estate, built for Northway & Co., of Chatham, Ont., was built by Robertson & McKie, Blight & Fielder doing the brick work, Westman Bros., the plumbing, Palmer the painting and inside furnishings, and John Piggott & Sons, the inside fixtures, all of which are of oak.

L. C. Wideman, architect, has let the contracts for the livery barn to be erected for E. Palmer, on Carden street, Guelph. The contractors are as follows: T. Mat thews, stone work; H. A. Clemens & Co., carpenter work; Builders' Supply Co., roofing; H. O'Connor, galvanized iron work; A. McKinnon, painting and glazing.

BUILDING PERMITS IN TORONTO.

DURING the week the following building permits were awarded in the office of Building Inspector Copping:

R. Anderson, frame and roughcast cottage, Pears ave., for $350; R. L. Orde, two-storey and attic detached brick and stone dwelling, South Drive, for $4,500; Miss E. Booth, three-storey brick training home, 135 Sherbourne street, for $19,000; B. E. Walker, two-storey and attic brick addition to dwelling, 99 St. George street, for $2,000; Bank of Nova Scotia, six-storey brick, cement and steel branch building, 39-41 King street west, for $70,000; A. V. De Laporte, two-storey brick and wood addition, 402 Church street, for $600; Robert Watson, two-storey and attic brick dwelling, St. George street, for $12,000; W. B. Raymond, two-storey brick dwelling, Empress Crescent, for $3,000; H. E. Sheppard, six pairs semi-detached two-storey and attic brick dwellings, corner of Bloor street and Preston ave., for $16,800; S. Mishaw, three-storey brick addition to store, 141 Simcoe street, for $900; J. J. Walsh, for pair 2½-storey semi-detached brick and stone dwellings, 1241-1243 King street west, for $8,000; Samuel Beeken, two-storey frame and roughcast dwelling, 39 Essex street, for $450; Erskine Smith, two-storey brick addition to 130 Bond street, for $800; S. R. Hughes, two-storey brick factory, Portland street, for $2,000; W. Murray, two detached brick and stone dwellings, Crescent Road, for $8,000; S. Young, two-storey alterations (brick) to Central Methodist Church, corner of Bloor and Park Road, for $500; Boeckh, alterations to building, 80 York street, for $200; J. Meyers, Son & Co., one-storey wood storage building, 80-82 Saulter street, for $300; W. Whalen, 2½-storey roughcast dwelling, Burnfield ave., for $500; John Wood, roughcast dwelling on Hogarth ave., for $500; Mrs. Margaret McDowell, two-storey frame and roughcast dwelling, North Crawford street, for $600; Nonsuch Manufacturing Co., third additional storey to factory, corner of Duncan and Adelaide streets, for $500; Thomas Dickens, two-storey and attic brick dwelling, Shaw street, for $1,500.



Many Men Make Money

They do it by watching the money-makers, and when they see one they buy it. Many men saw money in **RAMSAYS EXTERIOR WHITE LEAD** when it first appeared, and they have gone on making money out of it, because it is the greatest money-maker in the lead business. Architects, painters, householders, and users in general want it. It is ground finer, goes further, lasts longer, remains whiter than any pure lead made, and costs less, though it sells for more. We assist you with booklets proving its superiorty. Remember, **RAMSAYS EXTERIOR LEAD** is in a class by itself. It must not be confounded with any other make, whether sold under the name of exterior or some other imitation. Get **RAMSAYS.**

A. RAMSAY & SON, MONTREAL. ESTD. 1842. LEAD GRINDERS and PAINT MAKERS.

What do you require in the way of

CANS?

We manufacture the very best quality of

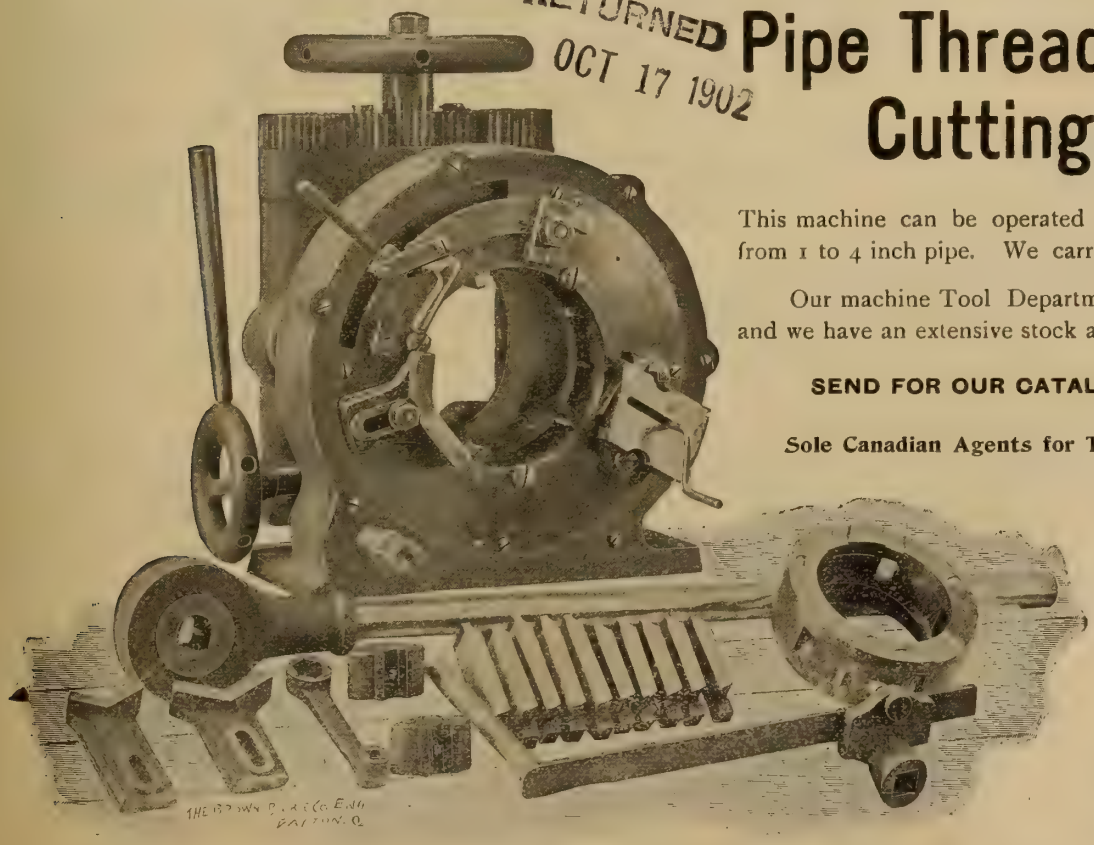
Paint and Color Cans, round and square.
Varnish and Oil Cans. Paint Irons
Paint Packages. Lye Tins.

and every description of Tin or Can required by the trade. We shall be pleased to send you quotations for anything you need in our line.

The Acme Can Works,

OFFICE AND FACTORY:
Ontario St. and Jeanne D'Arc Ave.,
MONTREAL.
JAS. B. CAMPBELL. WILLIAM PRATT.

RETURNED OCT 17 1902



Pipe Threading and Cutting Machines.

This machine can be operated by hand or power, and cuts from 1 to 4 inch pipe. We carry a full line of **these goods.**

Our machine Tool Department has been much enlarged, and we have an extensive stock at our warerooms.

SEND FOR OUR CATALOGUES AND PRICES.

Sole Canadian Agents for The Merrell Pipe Machines

The Fairbanks Company

MONTREAL - VANCOUVER

BUILDING OPERATIONS IN VANCOUVER.

BUILDING operations in Vancouver, B.C., are steadily progressing. In all parts of the city, and particularly in the district lying west of Granville, many dwellings are being erected, and in the down-town portion a number of large buildings are in contemplation. Recently there have been blocks of large dimensions completed, and on Water street, the four-storey structure being constructed by J. McLuckie, contractor, is assuming shape. This adjoins the large block built last year for Kelly, Douglas & Co., and Greenshields & Co. It will cost about $20,000, and will be occupied by W. H. Malkin & Co., wholesale merchants.

Further down Water street will be the new warehouse of McLennan & McFeely, on the corner of Water and Abbott. This will be in course of erection shortly, and will be ready for next year's business. The two new hotels to be built will be commenced soon. A handsome three-storey brick and stone structure will be erected on the southwest corner of Pender and Howe streets by F. Foubert. This hotel will face on both streets, will be 52 by 120 feet, contain 52 rooms, and when in position will be readily seen from Granville. The new hotel and Turkish bath resort, to be erected on Hastings street, near the C.P.R. telegraph building, is being arranged for. This structure will probably be begun this fall, and at the latest next spring.

It is noticeable that the majority of permits taken out at the office of the building inspector at the city hall are for dwellings in the west end. During the past week or two a large number of permits have been issued, the value of the houses ranging from $1,000 to $3,000. Some of these are: C. R. Gilbert, Haro street, for $3,000; H. Cowan, $1,700, Haro; H. W. Vanderwater, $1,000, corner of Fifth avenue and Quebec street; Mrs. Willis, $1,400, Eighth avenue; Mrs. J. McQueen, two of $1,000 each, Cordova street east; Mrs. Dermid, $1,000, Victoria; Mr. Hinic, $3,000, Burnaby street; G. Caspell, $2,000, Nelson street; Lyon & Call, four of $1,000 each, corner of Davie and Thurlow; A. McIntyre, $1,000, Alberni; Mrs. Bayne, $1,000, Cordova east; Mr. Carlson, $1,000, Prior; G. H. Smith, $1,400, Keefer; John Clendenning, $2,000, Keeler. This list comprises only those to whom permits have been issued during the past three weeks.

It may be interesting to know that one of the permits was given to the agents of Lord Elphinstone, who owns a portion of the block of buildings on Hastings street, between Richards and Seymour streets. About $1,000 is to be expended in an improvement.

THE REVENGE OF THE SUPPLY MEN.

The ball game between the plumbers and the supply men of Toronto on Saturday last resulted disastrously to the plumbers. The plumbers, themselves, admit a score of 8—13, but the supply men claim a result far more uneven. Last year the plumbers won by a score of 35 to 5. The supply men now feel that they have obtained revenge.

ACETYLENE VS. COAL OIL.

Under the direction of Hon. James Sutherland, a test of acetylene gas has been made at Father Point on the Lower St. Lawrence, with apparently successful results. The tests will be continued at other lighthouses, and should equally good results be obtained acetylene gas may replace coal oil as an illuminant. The experiment will probably also be tried in the case of gas buoys on the St. Lawrence.

BUILDING OPERATIONS IN TORONTO.

The value of building operations in Toronto this year to date, as compared with that of the same period of last year, has advanced nearly a million dollars. For this year the total is $2,581,314 and for last year $1,595,300, an increase of $986,014. During August the permits issued aggregated in value $276,700 and in August, 1901, $175,635.

PLUMBING AND HEATING CONTRACTS.

Guest & Co., 86 Church street, Toronto, have sold a 2-in. water motor to James Morrison, Adelaide street west.

Brown & Semple, of Brockville, Ont., have secured a contract of plumbing and acetylene gas fixing from George Reid, a large general merchant of Portage du Fort, in the Province of Quebec, northeast of Ottawa.

BUILDING ACTIVITY IN THE STATES.

Building operations for the month of July in 23 of the leading cities of the United States, as compiled by The Construction News, of Chicago, show the greatest percentage of gain for any month this year, being an increase of 40 per cent, as compared with the corresponding month a year ago. During the month permits were taken out in 23 cities for 6,507 building improvements, involving a cost of $29,657,253, against 5,230 buildings, costing $1,879,185, for the same month a year ago, an increase of 1,277 in the number of buildings and $9,778,068 in cost.

"My Foot is on
"My Native Heath
"And My Name
"Is Macgregor!"

(*Macbeth.*)

If you place your foot upon some brands of so-called floor paints, your boot will probably stay there **forever.** Not so with the **CANADA PAINT COMPANY'S** hard-drying Floor Paints.

During the process of grinding and mixing, a hard, quick-drying varnish is incorporated with the color and a beautiful wear-resisting paint is the result; suitable for Floors, Verandahs, Steps and a variety of purposes where a first-class paint is required.

Our paints cannot be duplicated by any other firm as we make them from the first processes. It is conceded that they are the best, hence the feeble imitations which abound.

For Fall Trade avoid imitations and specify the Floor Paints of the

CANADA PAINT COMPANY

LIMITED.

Montreal and Toronto.

Shaking hands with Yourself

is one way of expressing satisfaction with something that pleases you. Our way when anything in our line pleases us is to tell dealers about it, so we want to say that the extraordinary increase in the sales of

Lucas Imperial French Green

more than pleases. It confirms our belief that it pays to make a green that is the painters' stand-by. Lucas Imperial French Green is durable and practically unfading, is positively non-poisonous, brilliant in color and has great covering qualities. It has been analyzed by almost all the painters' associations in the United States and Canada and has come out of the test always with great credit.

It can be used wherever a green is needed. **Dry and in Oil.**

Write us for sample cards showing the shades and our reasonable prices.

JOHN LUCAS & CO.

Paint, Varnish and Color Manufacturers

NEW YORK ***PHILADELPHIA*** *CHICAGO*

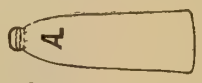
DRY COLORS—The Lucas line is the largest in the country. Originators of the famous Lucas Greens.

OUR TRADE A MARK — AUER LIGHT MANTLES LONGEST LIFE & BRIGHTEST — OUR TRADE A MARK

The Value of Annealing.

Annealing is the most costly step of mantle making—consequently a cheap mantle cannot be properly annealed—That is the reason a cheap mantle caves in like this if you lay it on its side, after burning off the coating—Try one—They injure your trade.

Mantles branded A are thoroughly annealed over pressure gas—They fit the burner—They don't shrink—They stand up this way—They are reliable—They help your trade.



—We are the sole manufacturers of A mantles.
—Write us if you are interested.

Lowest prices on Mantles, Shades, Chimneys, Globes and Sundries.

AUER LIGHT CO., MONTREAL.

ATKINS

HIGH-GRADE, SILVER STEEL SAWS

Are the FINEST that Money, Experience and Skill can Produce.

No dealer's Stock is complete without them. They are easy to sell. Every saw warranted.

Write for Catalogue and Prices.

E. C. ATKINS & CO.

Factories and Home Office: INDIANAPOLIS, IND.

American Steel & Wire Co.

New York: Empire Building.
Montreal: New York Life Building.
Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

PENNOLINE !

We want to interest you in selling Pennoline this season. You will find it absolutely . . .

THE BEST ILLUMINATING OIL

imported into Canada. Hundreds of other dealers are selling Pennoline, and besides pleasing their customers are realizing a good profit.

Sample barrel will convince. Try it.

ALL KINDS OF LUBRICATING OILS.

Union Petroleum Co. of Canada,
...Limited

Successors to THE ATLANTIC REFINING CO.

BRANCH OFFICES:
St. John, N.B.
Winnipeg, Man.
Vancouver, B.C.

TORONTO

Australasian Hardware and Machinery.

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

SUBSCRIPTION $1.25 PER ANNUM,

post free to any part of the world.

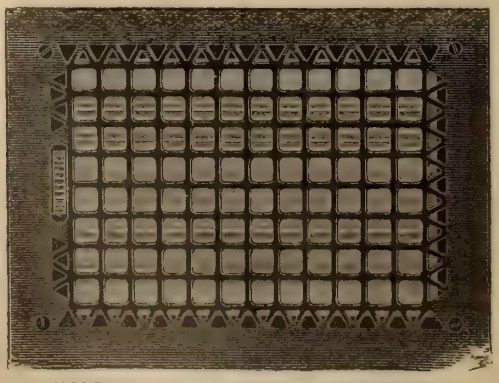
PUBLISHING OFFICES:
Melbourne - Fink's Buildings.
Sydney, - - - Post Office Chambers.
AMERICAN OFFICES:
New York, - Park Row Building.
BRITISH OFFICES:
London, - - - 42 Cannon St., E.C.

Specimen Copies on application.

Jump on it, old man ! You can't break it

Here we have a register made altogether of steel—absolutely non-breakable, and just what is wanted to stimulate furnace trade.

Sold at same prices as cast iron Registers.



"NOVELTY" STEEL REGISTER

They are lighter and stronger than other Registers and save freight.

Made in regular sizes, with steel borders or face plates.

Order a trial lot for your next furnace job and if not entirely satisfactory return at our expense.

THE METAL SHINGLE & SIDING CO.,

PRESTON, ONT. LIMITED

THAT OLD RUSTED STOCK

Why don't you get it together and have it made like new?

WE REPLATE, REPOLISH

all kinds of Metal Goods in Gold, Silver, Copper, Brass and Nickel.

Don't put it off any longer. Get the old stock fixed up for your trade.

WRITE US FOR PRICES.

MOORE & ORR, Electro Platers

81 Adelaide St. W., - - **TORONTO.**

CHAMPION Stoves and Ranges

RIGHT PRICES
QUICK SHIPMENTS
QUALITY GUARANTEED
FIRST-CLASS NICKLE PLATE
CORRESPONDENCE SOLICITED

Made by

D. J. BARKER & CO.
PICTON, ONT.

—Toronto Agents—
THE BATTY HARDWARE & STOVE CO.

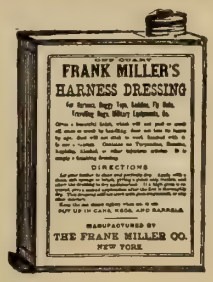
FRANK MILLER'S

HARNESS PREPARATIONS.

FRANK MILLER'S
HARNESS DRESSING

Recognized as
"THE STANDARD."

Produces a brilliant jet-black gloss which will not peel or smut and to which dirt will not stick.



Frank Miller's
Harness Soap

Unrivaled for cleaning and softening Harness
Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S
Harness Oil.

Preserves and softens the leather, thus adding life.

The highest quality of oil on the market.

The Grey and Bruce Portland Cement Company of Shallow Lake, Limited,

Manufacturers of
"HERCULES" BRAND OF

Portland Cement

Unsurpassed for Sidewalks, Floors, and all work requiring the Highest Grade of Portland Cement.

HEAD OFFICE: OWEN SOUND.

The Best Ready Roofing on Earth.

TRINIDAD ASPHALT MFG. CO.

Asphalt and Asbestine Gravelled

READY ROOFING

WITH INTERLOCKING LAP.

Fire, water, acid or gas proof.
Shipped with cement and nails for laying.

ASPHALT PAINT, CEMENT, COATING, ROOFING, DEADENING and SLATERS' FELT. BUILDING and INSULATING PAPER of all kinds. The trade supplied. Prices and samples from the

Canada Supply Co., Agents, Windsor, Ont.

The P. R. Cumming Manufacturing Co., Limited

CLARKSBURG and TORONTO.

Above we illustrate the manner in which the

"Cumming" Corkscrew Can Opener

(PATENTED)
is boxed for counter display.

No other Can Opener has a blade like this, and none other works so quickly, cleanly and safely. We also make the **"SPRAGUE"** style. Send for catalogue.

Address—
The P. R. Cumming Manufacturing Co., Limited, 90 Richmond St. East **TORONTO**

MANITOBA MARKETS.

Winnipeg, September 1, 1902.

IT would be a clever correspondent who could find anything new to say of the hardware market these days. It is good in all lines. Everyone is busy and happy, apparently. In paints, oils and glass, the anticipated drop in linseed oil has taken place and boiled is now 85c. and raw 82c. per gallon. The drop is, of course, due to the heavy crop now coming in.

The fuel question promises to be a burning one in more senses than one this winter. American anthracite (the coal principally burned on this market) has gone up to $13 per ton, and there are practically no stocks in the city, nor is the outlook for getting any encouraging. It has always been the practice of dealers here to get in their supplies early, before the fall freight and the wheat occupied all the time and attention of transportation companies. This has been an impossibility this year. Dealers are making inquiry as to Crow's Nest Pass coal. There will be a tremendously increased demand for Galt and Souris coal. The mines of the latter are now in good shape for economical working and large production. Should the supply of anthracite continue short there is no doubt many houses will adopt grates suitable to this lignite coal and burn it. It retails in Winnipeg at $4.50 per ton.

The following is a list of prices for the week :

Barbed wire, 100 lb.	$3 30
Plain twist	3 40
Staples	3 95
Oiled annealed wire 10	3 75
" 11	3 80
" 12	3 85
" 13	4 00
" 14	4 15
" 15	4 25
Galvanized wire, 6 to 8 gauge	4 00
" 9 "	3 50
" 10 "	4 05
" 11 "	4 20
" 12 "	3 65
" 13 "	3 75
" 14 "	4 45
" 15 "	4 60
" 16 "	4 75
Wire nails, 30 to 60 dy, keg	3 25
" 16 and 20	3 35
" 10	3 35
" 8	3 45
" 6	3 50
" 4	3 65
" 3	3 90
Coil chain, 3-16 inch	10½
" ¼ inch	8¾
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Cut nails, 30 to 60 dy.	3 10
" 20 to 40	3 15
" 10 to 16	3 20
" 8	3 25
" 6	3 30
" 4	3 60
" 3	3 75
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No 1	4 30
No. 2 and larger	4 05
Snow shoes, No. 0 to No. 1	4 55
No. 2 and larger	4 05
Steel, No. 0 to No. 1	4 40
No. 2 and larger	4 35
Bar iron, $2.70 basis.	
Swedish iron, $5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	2 79
18 to 22 gauge	4 75
24 gauge	5 00
26 gauge	5 25
28 gauge	5 50
Genuine Russian, lb	12
Imitation " "	8
Tinned, 24 gauge, 100 lb.	7 75
26 gauge	8 00
28 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	11 00
" IX "	13 00
" IXX "	15 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	6 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	$13 00
" ⅜	13 50
" ¼ and 5-16	13 70
Manila, 7-16 and larger	17 00
" ⅜	17 55
" ¼ and 5-16	18 00
Solder	20
Cotton Rope, all sizes, lb	17
Axes, chopping	$ 7 50 to 12 00
" double bitts	12 00 to 18 00
Poultry netting, 24 in	1 35
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	57½ p.c.
Bolts, carriage	50 p.c.
Machine	50 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Bluestone, cask lots	$5 50
Spades and shovels	40 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells :	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2½ p.c.
" " plain	70 and 15 p.c.

PETROLEUM.

Water white American	24½c.
Prime white American	22½c.
Water white Canadian	22c.
Prime white Canadian	20½c.

BINDER TWINE.

Sisal and Standard f.o.b. Winnipeg	$ 12
Manila, 550 feet	13
Manila, 600 feet	13¾
Pure Manila	15½

Five-ton lots ⅛c. less per lb., and car-lots ¼c. less.

SCRAP.

No. 1 cast iron	$13 to $14 per ton
No. 2 "	5 to 6 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 75
Less than barrel lots	80
Linseed oil, raw	82
Boiled	85
Lubricating oils, Eldorado castor	27½
Eldorado engine	26½
Atlantic red	29½
Renown engine	41
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 50
26 to 40 per 50 ft.	2 75
41 to 50 " 100 ft.	6 00
51 to 60 " " "	6 50
61 to 70 per 100-ft. boxes	7 00
Putty, in bladders, barrel lots per lb.	2½
kegs "	2¾
White lead, pure per cwt.	6 00
No. 1 "	5 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1.30 to $1.90

Don't waste good work on poor galvanized iron —unless you want to be taught by experience.

Apollo is good.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

YOU NATURALLY EXPECT THAT THE GOODS **YOU** BUY WILL GIVE ENTIRE SATISFACTION TO **THOSE** WHO BUY FROM YOU. WHEN YOU PURCHASE

2 AND 3 PLY READY ROOFING,
BUILDING PAPERS,
SHEATHING AND CARPET FELT,
COAL TAR PRODUCTS,
HANGING AND PRINT PAPER,
BROWN AND MANILLA WRAPPING

from us your expectations will be realized. Our lines are all guaranteed to give entire satisfaction. Quality, the best.

ALEX. McARTHUR & CO., 82 McGill Street, MONTREAL.

PAPER MILLS: JOLIETTE, QUE. FELT FACTORY: HARBOR AND LOGAN STREETS, MONTREAL.

CURRENT MARKET QUOTATIONS

September 5, 1902.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—		
56 and 28 lb. ingots, 100 lb.	$32 00	$33 00

TINPLATES.

Charcoal Plates Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$6 75
I.X. "	....	8 25
I.X.X. "	....	9 75
Famous, equal to Bradley—		
I.C.	....	6 75
I.X.	....	8 25
I.X.X.	....	9 75
Raven and Vulture Grades—		
I.C., usual sizes	....	5 00
I.X. "	....	6 00
I.X.X. "	....	7 00
I.X.X.X. "	....	8 00
D.C., 12½x17	....	4 50
D.X	....	5 25
D.X.X.	....	6 00

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	4 25
I.C., special sizes, base	....	4 75
20 x 28	....	9 00

Charcoal Plates - Terne.

Dean or J.G. Grade		
I.C., 20x28, 112 sheets	....	8 50
I.X., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X.X., 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	....	0 06½

Tinned Sheets.

72x30 up to 24 gauge	....	8 00
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	1 95	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3 in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth & Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "silver" tool steel	0 12	0 14
" "special"	0 15	0 20
Jonas & Colver's tool steel	0 08	0 15
" "air hardening"	0 30	0 50
Drill steel, per lb.	0 08	0 10

BOILER TUBES.

		Per foot.
1½, 1¾ and 4 inch	....	0 09
2½ in.	....	0 16
3 in.	....	0 13
3½ in.	....	0 16
4 in.	....	0 31

STEEL BOILER PLATE.

¼ in.	2 50	2 60
3-16 in.	2 60	2 70
⅝ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	....

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

		Per 100 feet.
Black pipe—		
⅛ inch	....	2 90
¼ "	....	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	20 00
3 "	....	24 00
3½ "	....	30 00
4 "	....	37 50
4½ "	....	42 00
5 "	....	47 00
6 "	....	60 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Discount on pipe up to 2 in. 4 p.c. Larger sizes nett.

Malleable Fittings—Discount 30 p.c.

Cast Iron Fittings—

On all cast iron fitting, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis. All others—discount 60 p.c.

GALVANIZED SHEETS.

	G.C.	Comet.	Bell.	Queen's Head.
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	4 00	4 05
26 "	4 25	4 00	4 15	4 25
28 "	4 50	4 25	4 35	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....	....
" ¼ "	7 85	8 10
" 5-16 "	5 25	5 50
" ⅜ "	4 50	4 75
" 7-16 "	4 25	4 50
" ½ "	4 20	4 50
" 9-16 "	4 05	4 50
" ⅝ "	4 00	4 50
" ¾ "	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 p.c.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.

		Per 100 lb.
English B.S., ton lots	....	13 50
Lake Superior	....	....

Bars.

Cut lengths, round, ½ to ⅞ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00

Sheet.

Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

Boiler and T.K. Pitts.

Plain tinned, per lb.	....	0 28
Spun per lb.	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 .3
Tubing, base, per lb.	0 23½

ZINC SPELTER.

Foreign, per lb.	5 50	6 00
Domestic "	....	....

ZINC SHEET.

5-cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD.

Imported Pig, per 100 lb.	....	3 50
Bar, per lb.	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe, 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.: chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Discount, 60 p.c. on medium and extra heavy, and 55 p.c. on light soil pipe and fittings.

SOLDER.

	Per lb.	Per lb.
Bar half-and-half, guarant'd	....	0 20
Bar, half and-half, commer'l	....	0 19½
Refined	....	0 19
Wiping	....	0 18½

ANTIMONY.

Cookson's, per lb.	....	9 50

WHITE LEAD.

	Per 100 lb.	
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White	....	6 37½
Elephant and Decorators' Pure	....	6 12½
Brandram's B.B. Genuine	....	7 00
" " No. 1	....	6 00
"Monarch" brand	....	6 12½
Decorator's Pure	....	5 87½
Essex Genuine	....	5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt.	$4 75
Genuine, 100 lb. kegs, per cwt.	5 00
No. 1, 560 lb. casks, per cwt.	4 25
No. 1, 100 lb. kegs, per cwt.	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 50
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 25
Second qualities, per gallon	....	1 10
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co's pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Stewart & Wood's Champion pure	....	1 10
Standard Paint Co.'s "New Era"	....	1 30

COLORS IN OIL.

25 lb. tins, standard Quality.

Venetian red, per lb.	0 04½	0 06
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "	....	0 06
Marine black	....	0 09
Chrome green	....	0 10
French imperial green	....	0 12
Signwriters' black	....	0 16

Burnt umber	....	0 11
" sienna	....	0 11
Raw umber	....	0 11
" sienna	....	0 11

COLORS, DRY.

Common ochre, bbls	1 20	1 30
Yellow ochre (J.F.L.S.), bbls.	....	2 00
Yellow ochre (La Belle)	1 15	1 25
Brussels ochre	...	2 00
Venetian red (best), bbl.	1 75	2 00
English oxides, per cwt.	3 00	3 25
American oxides, bbls.	1 25	2 00
Canadian oxides, bbls.	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb.	....	0 0
" umber, " "	....	1 10
Raw do	..	0 09
Drop black, pure	....	0 09
Chrome yellows, pure	....	0 18
Chrome greens, pure per lb.	0 09	0 10
Golden ochre	0 04	0 05
Ultramarine blue, in 28-lb. boxes, per lb.	0 06	0 18
Fire proof mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb.	....	0 07
Mortar color, per 100 lb.	1 25	1 50
Pure Indian red, No. 45, lb.	0 08	0 10
Whiting, bbl.	0 55	0 60
English vermillion in 30-lb. bags.		0 95

PARIS GREEN.

		Per lb
Petroleum, casks	0 16½	0 18
Arsenic kegs	0 17	0 19
50 lb. and 100-lb. drums	0 18½	0 19½
25-lb. drums	0 19	0 20
1-lb. packages	0 20	0 20½
½-lb. do	0 22	0 22½

BLUESTONE.

Casks, for spraying, per lb.	0 07
100-lb. lots, do per lb.	0 08

PUTTY.

Bulk in bbls.	1 90
Bulk in less quantity	2 05
Bladders in bbls.	2 25
Bladders in kegs, boxes or loose	2 40
Bladders in 25-lb. tins	2 35
Bladders in 12½ lb. tins	2 65
Bladders in bulk or tins less than 100 lb	2 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak	...	1 50
Furniture, extra	....	1 25
" No. 1	....	1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine, brown japan	1 25	1 30
" black japan	0 85	1 20
" " No. 1	0 50	0 75
Elastilite varnish, 1 gal. can, each,		2 00
Granitine floor finish, per gal.		2 75

Maple Leaf coach enamels: Size 1, $1.20; size 2, 70c.: size 3, 40c. each.

Sherwin-Williams' copal varnish, assorted case, from ½-pts. to 1 gal. $2.50.

CASTOR OIL.

East India, in cases, per lb.	0 09½	0 10
" small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal.	0 50	0 55
Pure olive	....	1 20
" neatsfoot	....	0 90

GLUE

Common	0 08	0 09
French medal	0 10	0 14
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16

JOSEPH RODGERS & SONS
Limited
SHEFFIELD, ENGLAND.
Each blade of our Goods bears the exact mark here represented.
REGISTERED TRADE MARK. GRANTED 1682
JAMES HUTTON & CO., MONTREAL SOLE AGENTS IN CANADA.

HARDWARE.

Ammunition.

Cartridges.

B. B Caps Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 40 p. c., Amer
Rim Fire Cartridges, Dom., 5 (and 5 p. o
Central Fire Pistol and Rifle 10 p.c. Amer.
Central Fire Cartridges, pistol sizes Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.
Central Fire, Military and Sporting, Amer. add 5 p.c. to list. B.B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads	per lb
Best thick white felt wadding, in ¾-lb bags	1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads in boxes of 1,000 each, 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Adzes.

Discount, 20 per cent.

Anvils.

Wright's, 80-lb. and over	....	0 10¾
Hay Budden, 80-lb. and over	....	0 09¼
Brook's, " " "	....	0 11¼

Augers.

Gilmour's discount 65 and 5 p.c. off list.

Axes.

Chopping Axes		
Single bit, per doz	5 50	10 00
Double bit, "	11 00	18 00
Bench Axes, 40 p.c.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 00	10 00

Axle Grease.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

Bath Tubs.

Zinc	....	6 00

Copper, discount 15 p.c. off revised list

Baths.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
" " " 2nd "	20 00

Anti-Friction Metal.

Tandem" A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Magnolia Anti-Friction Metal, per lb		0 25
Frictionless metal, per lb		0 23
Hercules, per lb		0 15
SYRACUSE SMELTING WORKS.		
Aluminum, genuine		0 41
Dynamo		0 27
Special		0 22
Aluminum, 99 p.c. pure "Syracuse"		0 45

Bells.

Hand

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 45 per cent		

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 40 per cent.

Belting.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 p.c.

Bits.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen. net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind and Bed Staples.

All sizes, per lb	0 07¾	0 12

Bolts and Nuts. Per cent.

Carriage Bolts, common ($1 list)	55 and 10
" " full square ($2.40 list)	55 and 10
" " Norway iron ($3 list)	50 and 10
Machine Bolts, all sizes	50 and 10
Plough Bolts	50 and 10
Blank Bolts	50 and 10
Bolt Ends	50 and 10
Sleigh Shoe Bolts	65 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3¾c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove rods, per lb.........5½ to 6c.
Nuts, in 50 lb. lots ¼c. per lb extra. in less than 50 lb. lots, ½c etxra.

Boot Calks.

Small and medium, ball, per M	4 25
Small heel, per M	4 50

Bright Wire Goods.

Discount .... 62½ per cent

Broilers.

Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8. "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

German, per doz	6 00	11 00
American, per doz	12 00	20 00

Butcher Knives.

Bailey's, per doz	0 60	6 30

Building Paper, Etc.

Tarred felt, per 100 lb				1 70
Ready roofing, 2-ply, not under 45 lb. per rol				85
Ready roofing, 3-ply, not under 65 lb. per roll				1 10
Carpet felt, per ton				45 00
Dry sheathing, per roll, 400 sq ft.				35
Tar sheathing,	"	"	"	45
Dry fibre	"	"	"	50
Tarred fibre,	"	"	"	60
O.K. & I.X L.,	"	"	"	65
Resin-sized,	"	"	"	40
Oiled sheathing,	"	600	"	1 10
" "	"	400	"	70
Roof coating in barrels, per gal				17
" " small packages				25
Refined tar, per barrel				4 50
Coal tar, "				4 00
Coal tar, less than barrels, per gal				15
Roofing pitch, per 100 lb				85

Bull Rings.

Copper, $2.00 for 2½ in. and $1.90 for 2 in.

Butts.

Wrought Brass net revised list.

Cast Iron.

Loose Pin, dis., 60 per cent.

Wrought Steel

Fast Joint, dis. 65, 10 and 2½ per cent.
Loose Pin, dis. 65, 10 and 2½ per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Carpet Stretchers

American, per doz	1 00	1 50
Bullard's, per doz	....	6 50

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian Portland	2 25	3 00
English "	3 00	3 15
Belgian "	2 50	2 75
Canadian hydraulic	1 25	1 50
Arrow	....	2 25
Buffalo	....	2 00

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. S. & W. Extra 60, 10 and 5 p.c.

Churns.

Revolving Churns, metal frames—No. 0, $8—No. 1, $8.50—No. 2, $9.00—No. 3, $10.00—No. 4, $12.00—No. 5, $16.00 each. Ditto, wood frames—20c. each less than above. Discounts: Delivered from factories, 53 p.c.; from stock in Montreal, 51 p.c. Terms, 4 months or 3 p.c. cash in 30 days.
Churn frames, including bearings. levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2 65. Metal frames 25c. extra. Discount 15 p.c., net 30 days.

Clips.

Axle dis. 65 per cent.

Closets.

	Net.
Plain York or Ontario Syphon Jet.	$9 60
Emb. York or Ontario Syphon Jet.	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. Elgin or Teu. Syphon Washout	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
" " " " emb.	10 20
Plain Richelieu	3 75
Emb. Richelieu	4 00
Connections	1 25
Low Down Ont. Sy. Jet, plain	11 70
" " " " " emb'd.	12 30
Closet connection	1 25
Basins P.O., 14 in	0 70
" oval 17 x 14 in	1 50
" " 19 x 15 in	2 25

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Conductor Pipe.

Plain or Corrugated.

2-inch, per 100 feet	3 00
3 " " "	4 00
4 " " "	5 25
5 " " "	6 75
6 " " "	9 00

Cradles, Grain.

Canadian, dis. 25 to 33⅓ per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair	17½
" " 5, "	22½
" 6, "	15
Boynto pattern "	20

Door Springs.

Torrey's Rod, per doz......(15 p.c.		2 00
Coil, per doz	0 88	1 60
English, per doz	2 00	4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.

Hand and Breast

Millar's Falls, per doz. net list.

DRILL BITS.

Morse, dis., 37½ to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.

EAVE TROUGH.

10-inch, per 100 ft	$3 10

ELBOWS. (Stovepipe.) per doz.

5 and 6-inch, common	1 20
7-inch	1 35

Polished, 15c. per doz. extra.

ESCUTCHEONS.

Discount, 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 p.c.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co's "Simplicity" file handle, per gross 85c. to $1.50.

GLASS—Window—Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 20	4 25	....	6 25
26 to 40	2 40	4 65	....	6 75
41 to 50	....	5 10	....	7 50
51 to 60	....	5 35	....	8 50
61 to 70	....	5 75	....	9 75
71 to 80	....	6 25	....	11 00
81 to 85	....	7 00	....	12 55
86 to 90	....	7 75	..	15 00
91 to 95	..	....	...	17 50
96 to 100	...	....	...	20 50

GAUGES

Marking, Mortise, Etc.

Stanley's dis. 50 to 55 per cent.

Wire Gauges.

Winn's Nos. 26 to 33, each	1 65	2 40

HALTERS.

Rope, ⅜ per gross	....	....
" ½ "	....	9 00
" ⅝ to ¾	....	14 00
Leather, 1 in., per doz	3 87½	4 00
" 1¼ in., "	5 15	5 20
Web, —per doz	1 87	2 45

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent Can. dis. 25 to 27½ per cent.

Tack.

Magnetic per doz	1 10	1 20

Sledge.

Canadian per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz. net	1 50	3 00
Store door, per doz	1 00	1 50

Fork.

C. & B., dis. 40 per cent. rev list.

Hoe.

C. & B., dis. 40 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair	13½

HANGERS. doz. pairs.

Steel barn door	5 85	[illegible]
Stearns, 4 inch	....	5 00
" 5 inch	....	6 50
Lane's covered—		
No. 11, 5-ft. run	....	[illegible]
No. 11½, 10-ft. run	....	10 80
No. 12, 10-ft. run	....	12 60
No. 14, 15-ft. run	....	21 00
Lane's O.N.T. track, per foot.	....	4½

HARVEST TOOLS

Discount, 60 per cent.

HATCHETS

Canadian, dis 40 to 42½ per cent.

You Don't Need to Worry

IF YOU HANDLE OUR

Building Papers, Roofing Felts and Wire Edged Ready Roofing.

All our goods please the consumer, and that means increased trade both for you and us.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

HINGES.

Blind, Parker's, dis. 1.2½ per cent.

Heavy T and strap, 4-in., per lb	0 06½
" 5-in., "	0 06¼
" 6-in., "	0 06
" 8-in., "	0 05¾
" 10-in., "	0 05½

Light T and strap, dis. 65 and 5 per cent.
Screw hook and hinge—

6 to 10 in., per 100 lbs	4 50
12 in. up, per 100 lbs	3 25

Per gro. pairs

Spring	9 00

HOES.

Garden, Mortar, etc., dis. 60 p.c.

Planter, per doz	4 00	4 50

HOLLOW WARE

Discount, 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 47½ per cent.

Wire.

Hat and Coat, discount 45 per cent.

Belt, per 1,000	60

Screw, bright, dis. 55 per cent.

HORSE NAILS

"C" brand 40, 10 and 7½ p.c. off list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk. 66⅔ and 5 per cent.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1. and smaller.
Light, medium and heavy.	3 35	3 60
Snow shoes	3 60	3 85
Steel Shoes.		
Light	3 45	3 70
Featherweight (all sizes)	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.

Toe weight steel shoes	6 70

JAPANNED WARE.

Discount, 45 and 5 p.c. off list, June 1899.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	30	0 50

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis., 45 p.c.
Cabinet, trunk, and padlock, Am. per gross 60

KNOBS.

Door, japanned and N.P., per doz	1 50	2 50
Bronze, Berlin, per doz	2 75	3 25
Bronze Genuine, per doz	6 00	9 00
Shutter, porcelain, F. & L screw, per gross	1 30	4 00
White door knobs—per doz.	95	1 00

HAY KNIVES.

Discount, 60 per cent.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz	7 00
No. 3 "Wright's"	8 50
Ordinary, with O burner	4 00
Dashboard, cold blast	9 00
No. 0	5 75

Japanning, 50c. per doz. extra

LEMON SQUEEZERS.

Porcelain lined, per doz.	2 20	5 60
Galvanized	1 87	3 85
King, wood	2 75	2 90
King, glass	4 00	4 50
All glass	0 50	0 90

LINES.

Fish per gross	1 05	2 50
Chalk "	1 90	7 40

LOCKS

Canadian, dis 40 p.c.

Russel & Erwin, per doz	3 00	3 25

Cabinet
Eagle dis. 30 p.c.

Padlocks

English and Am. per doz	50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.

Flat head discount 25 p.c.
Round Head discount 20 p.c.

MALLETS.

Tinsmiths' per doz	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.	3 85	5 00
Caulking each	60	2 00

MATTOCKS.

Canadian, per doz	5 50	6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.
German, 15 per cent.
Gem, each, $1.15.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Quotations are :	Cut.	Wire.
2 d and 3d	$3 45	$3 55
3 d	3 10	3 22
4 and 5d	2 85	3 05
6 and 7d	2 75	2 90
8 and 9d	2 60	2 70
10 and 12d	2 55	2 65
16 and 20d	2 50	2 60
30, 40, 50 and 60d. (base)	2 45	2 55

Wire nails in carlots are $2.50
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 75 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.

NAIL PULLERS.

German and American	1 85	3 50

NAIL SETS.

Square, round, and octagon per gross	3 38	4 00
Diamond	12 00	15 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 50 and 5 to 50 and 10 p.c.
2-in. Mesh, 18 w.g. and heavier, 50 p.c.

OAKUM.

	Per 100 lb
Navy	6 00
U.S. Navy	7 25

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal. per doz 10 00
Zinc and tin, dis. 50, 50 and 10

Copper, per doz	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

GALVANIZED PAILS.

Dufferin pattern pails, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
6, 10 and 14-qt. flaring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.

Per doz	6 00	9 00

PICTURE NAILS.

Porcelain head, per gross	1 35	1 50
Brass head "	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 p.c.

PINE TAR.

½ pint in tins, per gross	7 80
1 " " "	9 60

PLANES.

Wood bench, Canadian dis. 40 per cent. American dis. 50.
Wood, fancy Canadian or American 7½ to 40 per cent.

PLANE IRONS.

English per doz	2 00	5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37½ 40 p.c.

Button's Imitation, per doz	5 00	9 00
German, per doz	0 60	2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 p.c.
"J.M.T." Cushion work, dis. 50 p.c.
Fuller work, dis. 65 p.c.
6 doz. lots and over of the above extra dis. 10 p.c.
Lever Handle Stops and Waste, discount 60 p.c. With, in lots of 2 doz. and over, an extra dis. of 10 p.c.
"J.M.T." Globe, Angle and Check Valves, dis 55 p.c.
Standard Globe, Angle and Check Valves, dis. 65 p.c.
"J.M.T." Radiator Valves, dis. 55 p.c.
Standard " " dis., 65 p.c.

Patent Quick Opening Valves, dis.	70 p.c.
No. 1 compression bath cock, net	2 00
No. 4 " "	2 00
No. 7, Fuller's	2 90
No. 4½, "	2 35
Patent Compression Cushion, basin cock, hot and cold, per doz	15 00
Patent Compression Cushion, bath cock No. 2208	2 25

Square head brass cocks, 60 p.c.
" " iron " 60 p.c.
Competition Globe, Angle and Check Valves discount, 70 p.c.
Competition Quick Opening Radiator Valves, discount, 70 p.c.

PRESSED SPIKES.

Discount 22½ per cent.

PULLEYS.

Hothouse, per doz	0 55	00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS.

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES.

Saddlers', per doz	1 00	1 85
Conductors' "	9 00	15 00
Tinners', solid per set	0 00	0 72
" hollow per inch	0 00	1 00

RANGE BOILERS.

	Net.
Dominion, 30 gal.	5 75
Dominion, 35 "	6 75
" 40 "	7 75
Ronald's Galvanized, 30 gallons	6 50
" " 35 "	7 50
" " 40 "	8 50
Copper, 30 gallons	20 00
" 35 "	23 20
" 40 "	26 40

RAKES.

Wood, per doz. net	110

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler & Co.'s	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Carbo Magnetic Razor		15 00
Griffon Barbers' Favorite		10 75
Griffon No. 65		13 0
Griffon Safety Razors		13 50
" Stropping Machines.		13 50
Klean Kutter		10 00

All other razors 50 p.c. off catalogue price.

REGISTERS.

Discount 40 per cent

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c. per lb.
Copper Rivets with usual proportion burrs 45 p. c. dis. cartons, 1c. per lb. extra, net.
Copper Burrs only, 30 and 10 p.c.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE, ETC.

Sisal	12½
Pure Manilla	15
"British" Manilla	13
Cotton, 3-16 inch and larger	16
" 5-32 inch	21
" ⅛ inch	22
Russia Deep Sea	15
Jute	8
Lath Yarn	11
Sisal bed cord, 48 ft. per doz.	65
" " 60 ft. "	80
" " 72 ft. "	95

RULES.

Boxwood, dis. 55 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS. per set.

Mrs. Potts, No. 55, polished	70
" No. 50, nickle-plated	75

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.
B & A. sand, 40 and 5 per cent.
Emery, 40 per cent.
Garnet (Rurton's), 5 to 10 p.c. advance on list

SAP SPOUTS.

Bronzed iron with hooks, per doz.	9 50

SAWS.

Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.

Crosscut, Disston's, per ft.	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3

Hack, complete, each	0 75	2 75
" frame only		0 75

SASH WEIGHTS.

Sectional, per 100 lbs	2 25	2 50
Solid, "	1 75	2 00

SASH CORD.

Per lb	0 23	0

SAW SETS.

Lincoln and Whiting, per doz.	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25
X-cut Sets, No. 3 Woodyatt (Morrill)	9 50

SCALES

Burrow, Stewart & Milne—
Imperial Standard, 40 per cent.
Weigh Beams, 35 per cent.
Champion Scales, 55 per cent
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.
Warren's new Standard 40 p.c.
" " Champion 55 p.c.
" Weighbeams, 35 per cent.

SCREW DRIVERS.

Sargent's per doz	0 65	1 00

SCREWS.

Wood, F.H., bright and steel, 87½ and 10 p.c
Wood R. H., " dis. 82½ and 10 p.c.
" F. H., brass dis. 80 and 10 p.c.
Wood, R. H., " dis. 75 and 10 p.c.
" F.H., bronze, dis. 75 p.c.
" R.H. " 70 p.c.

Drive Screws, 87½ and 10 per cent.		
Bench, wood, per doz.	3 25	4 00
" iron, "	4 25	5 00

Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.

Per doz., net	5 00	8 00

SCYTHE SNATHS.

Canadian, dis. 45 p.c.

SHEARS.

Bailey Cutlery Co., full nickeled, dis. 60 and 2½ p.c.
Bailey Cutlery Japan handles, 67½ p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.

SINKS.

Steel and galvanized, discount 45 per cent

SNAPS.

Harness, German, dis. 25 p.c.		
Lock, Andrews'	4 50	11 50

SOLDERING IRONS.

1, 1½ lb., per lb	0 37
2 lb. or over, per lb	0 34

SQUARES.

Iron, No. 493, per doz	2 40	2 55
" No. 494, "	3 25	3 40

Steel, dis. 60 10 and 5 p.c.
Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.

Plair, dis., 75 and 12½ p.c. off revised list.
Retinned, dis., 75 p.c. off revised list.

STAPLES.

Galvanized	3 25	3 50
Plain	2 90	3 15

Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

WINDOW GLASS —TO IMPORT.

Prompt Deliveries

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BEST GLASS of all kinds, our own manufacture. **Closest Prices.**

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

STOCKS AND DIES.

American dis. 25 p.c.

STONE.	Per lb.	
Washita	0 28	0 60
Hindostan	0 06	0 07
" slip,	0 09	0 09
Labrador	....	0 13
" Axe	....	0 15
Turkey	....	0 50
Arkansas	0 00	1 50
Water-of-Ayr	0 00	0 10
Scythe, per gross	3 50	5 00
Grind, 2 in, 40 to 200 lb, per ton	....	25 00
" under 40 lb. "	....	28 00
Grind. under 2 in. thick "	....	29 00

STOVE PIPES.

5 and 6 inch Per 100 lengths	....	7 00
7 inch " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4—3 dozen in case, net cash	$4 80
No. 6—3 dozen in case, "	8 40

TACKS, BRADS, ETC.

Cheese-box tacks, blued ..... 80 & 12½
Trunk tacks, black and tinned 85
Carpet tacks, blued ..... 80 & 15
" " tinned ..... 80 & 20
" " (in kegs) 40
Cut tacks, blued, in dozens only .. 80
" ¼ weights 60
Swedes cut tacks, blued and tinned—
In bulk ..... 80 & 10
In dozens 75
Swedes, upholsterers', bulk .... 85, 12½ & 12½
" brush, blued & tinned, bulk .. 70
" gimp, blued, tinned and japanned ..... 75 & 12½
Zinc tacks 35
Leather carpet tacks 55
Copper tacks 50
Copper nails ..... 5 ½
Trunk nails, black ..... 65 and 5
Trunk nails, tinned ..... 65 and 10
Clout nails, blued ..... 65 and 5

Chair nails		35
Patent brads		40
Fine finishing		40
Lining tacks, in papers		10
Lining tacks, in bulk		15
" " solid heads, in bulk		75
Saddle nails in papers		10
" " in bulk		15
Tufting buttons, 22 line, in dozens only		60
Tin capped trunk nails		25
Zinc glazier's points		5
Double pointed tacks, papers	90 and	10
" " " bulk		40
Shoe nails		60
Clinch and duck rivets		45

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel, each	0 80	8 00

TINNERS' SNIPS.

Bailey's, dis. 25 p.c.

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.

Disston's discount 10 per cent.

German, per doz	4 75	6 00
S. & D., discount 35 per cent.		

TWINES.

Bag, Russian, per lb	....	0 27
Wrapping, cotton, 3-ply	....	0 19
" 4-ply	....	0 23
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12¾
Pipe Vise, Hinge, No. 1	....	3 50
" " No. 2	....	5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blueand White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

WIRE.

SMOOTH STEEL WIRE.

No. 0-9 gauge		$2 60
10 "		6c. extra.
11 "		12c. "
12 "		20c. "
13 "		30c. "
14 "		40c. "
15 "		55c. "
16 "		70c. "

Add 60c. for coppering and $2 for tinning

Extras net per 100 lb. — Oiled wire 10c.' spring wire $1.25, special hay baling wire 30c. best steel wire 75c., bright spft drawn 15c. charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, dis. 25 per cent· List of extras : In 100-lb. lots : No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, 7.65—No. 24, $8—No. 25, $9—No. 26 $9.50—No. 27, $10—No. 28, $11 No. 29. $12—No. 30, $13—No. 31, $14—No. 32 $15, No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31 $4—Nos. 32-34, $6. Coppered, 5c.—oil, ing, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles. 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 33c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c

Brass wire, 62½ per cent. off the list.
Copper wire, 62½ per cent. net cash 30 days, f.o.b. factory.
Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, $3.50 to $3 85—No. 9, $2.85 to $3.15—No. 10, $3.60 to $3.95—No. 11, $3.70 to $4.10—No. 12, $3 to $3.30—No. 13, $3.10 to $3.40—No. 14, $4.10 to $4.50—No. 15, $4.60 to $5.05—No. 16. $4.85 to $5.35. Base sizes, Nos. 6 to 9 $2.52½ f.o.b. Cleveland.
Clothes Line Wire, regular 7 strand. No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70, No. 19, $2.35; No 20, $2.30, f.o.b. Hamilton, Toronto Montreal

WIRE FENCING

Galvanized barb	3 00
Galvanized, plain twist	3 00
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Painted Screen, per 100 sq. ft., net. 1 37½
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Colored	6
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Agricultural, 60 p.c.
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" S., per doz	5 80	6 00
G. & K.'s Pipe, per doz	....	3 40
Burrell's Pipe, each	....	3 00
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Leader, per doz.	$30 00	33 00
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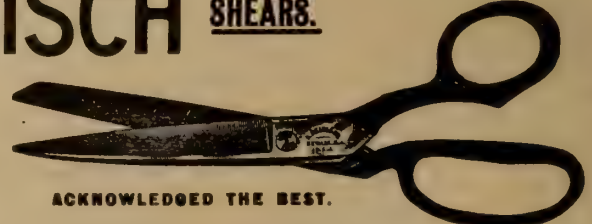

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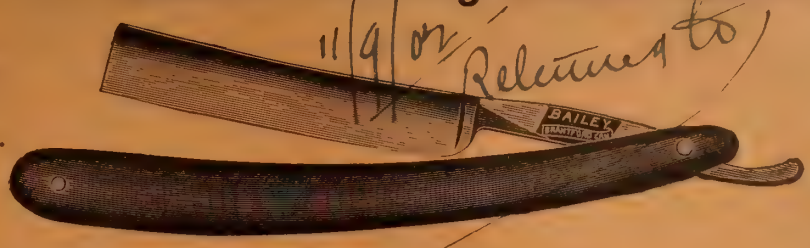

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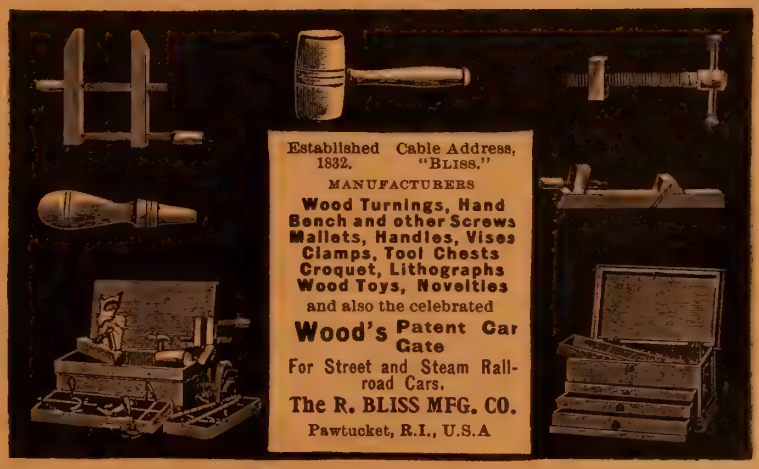
THOS. C. IRVING. Gen. Man. Western Canada, Toronto.



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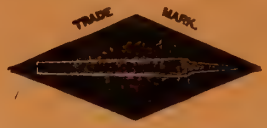

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The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XIV. MONTREAL AND TORONTO, SEPTEMBER 13, 1902 NO. 37.

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More popular than ever—why?
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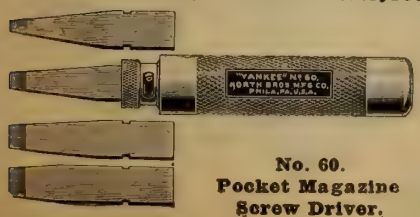

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Fluting Machines, Hand Fluters.

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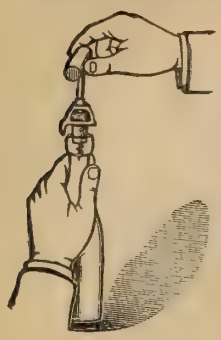

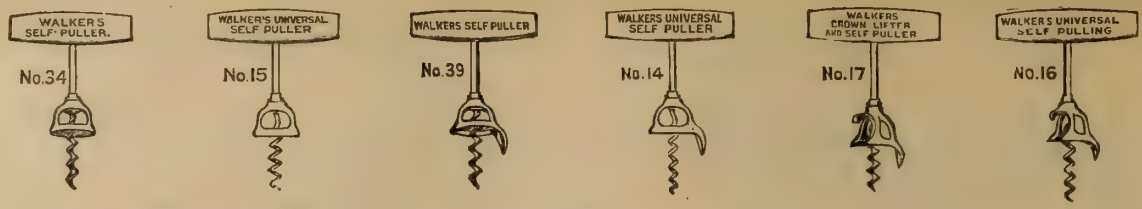

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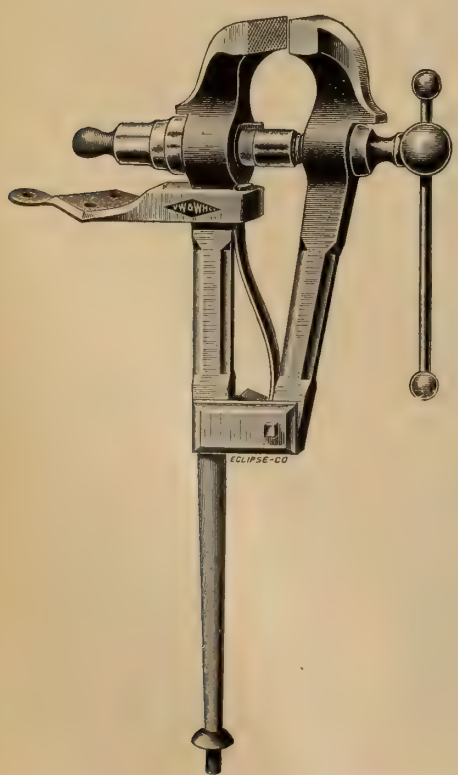

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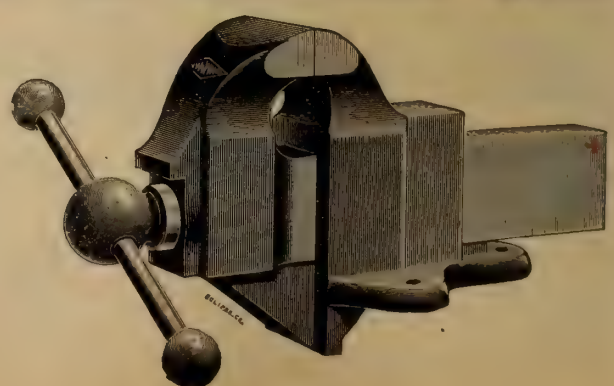

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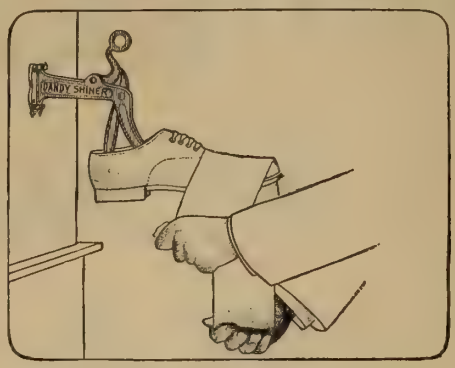

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Brass, German Silver, Bronze and Copper in Sheets, Wire Rods, Brazed and Seamless Tubing. Metallic Eyelets Shells, Ferrules and small brass wares of every description.

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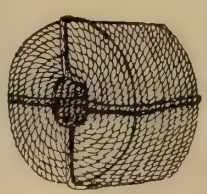

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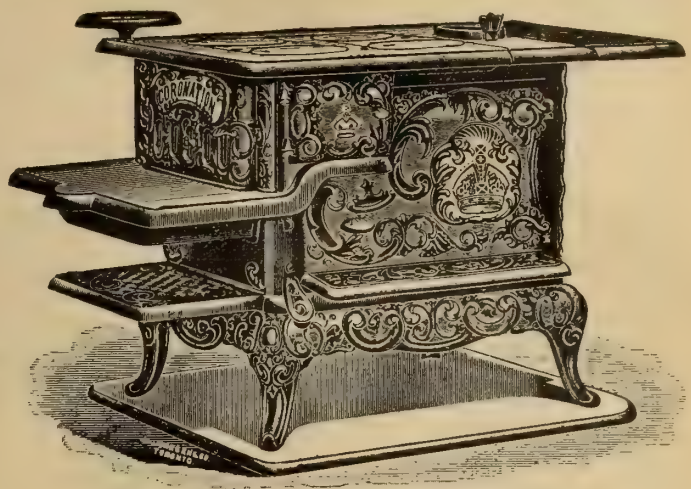

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No. 9-21	4 holes	27 inches	21 x 21 x 13
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HOT WATER BOILERS
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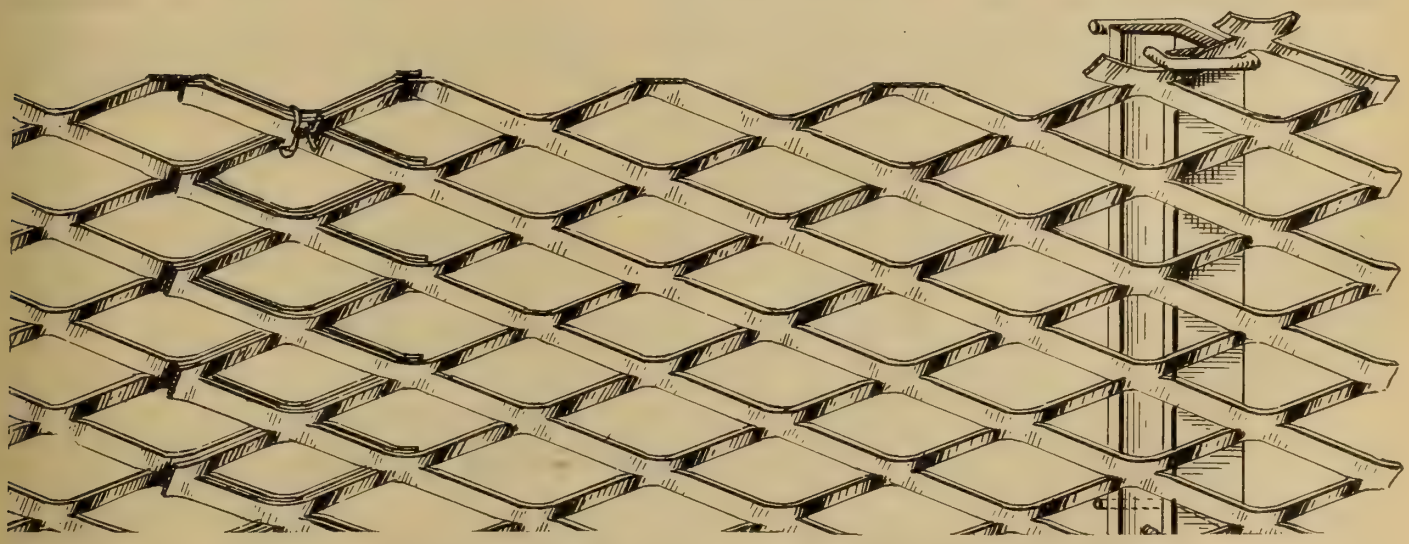

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Cheapest and Best in the Market

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The Best Selling Range Ever Made.

Popular with dealers in every part of the country because it is so enthusiastically praised by every buyer.

Our Imperial Oxford

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Every dealer handling . .

INDELIBLO
Cold Water Paint,

and every consumer who has used it is **pleased** with the results and success obtained with this up-to-date product.

At **one-third** the first cost, at one-fourth the expense of application, and results of actual tests show this paint, made in a dry powder in white and various colors, readily soluble in Cold Water, is a money-saver and a profit-maker.

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McLENNAN, McFEELY & CO., - - - VANCOUVER

or direct on application to
THE MURALO COMPANY, New Brighton, Borough of Richmond, New York.

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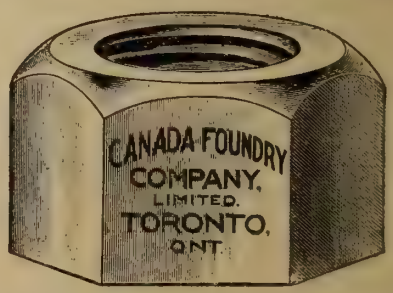

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Finished **Semi-Finished**
Case-Hardened
Chamfered, Trimmed and Reamed.

CHECK, JAM and JOINT NUTS.
SPECIAL MILLED WORK, Etc.

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You can improve your Christmas trade vastly if you have a neat assortment of these goods for sale. They sell better and give better satisfaction than any other kind.

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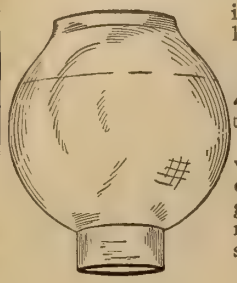

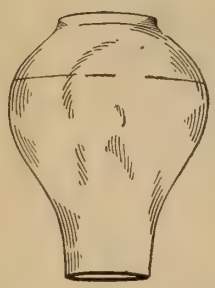

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A COMMERCIAL EVOLUTION.

A MOVEMENT of an unique nature is at present on foot in Germany, the result of a conference of the leading citizens of Baden. It takes shape in the foundation of a national school to be opened during the coming fall, in which a practical type of German patriotism is to be taught.

If we are to believe the report of the United States consular agent, the promoters of this school have come to the conclusion that, if Germany is to take a place in the race for the world's commercial supremacy, she must make an effort to keep all expatriated natives in touch and in sympathy with the Motherland. Millions of Germans have crossed the seas, have settled in foreign countries and have eventually become citizens of those countries. As it is too late now for Germans to think of establishing a colonial empire of their own, they intend to do the next best thing and to establish relations with the people of German birth or German descent across the seas.

The promotion of this connection with the Old Country is to be made through the young Germans who are hereafter to pass through the national school. They are to go forth to all parts of the world, where Germans live or may yet live, and set to work to promote a German spirit and a German trade.

No one can deny but that this is a bold step. If, as it is predicted, the wars of the future are to be commercial wars, then mayhap this movement is one of the evolutions of the future method of warfare. But it is questionable if a foreign nation will submit to any such movement. Canada for the Canadians is a kind of motto which is not peculiar to this country alone, and other nations are just as jealous for their own national identity. So long, of course, as there is no interference with the industries of a country, any preference for German-made goods will not be objected to, but the minute rulers begin to find their German population favoring the goods of a foreign nation in preference to their own goods, then a sudden stop will be put to the matter.

The question of commercial supremacy is one of vital importance to an over-populated country like Germany, with but small hope now of securing colonies in which her surplus population can be provided for. The home population cannot live without a demand for their manufactured articles, and, if by reason of the successful countries this demand be diminished, the problem for statesmen to meet is next thing to insoluble.

THE BICYCLE INDUSTRY.

ANOTHER industrial combination has come to grief and will be subjected to a process of reorganization. According to the bill of complaint the American Bicycle Co. has obligations of more than $10,000,000, while its estimated marketable assets are placed at $7,751,523.

There has been a peculiarity about the bicycle industry which has not been known in other industries. While the usual trend of manufacturing has been slowly progressive, with the bicycle business there was a rapid development to most abnormal proportions. Those who were possessed of a keen insight into possibilities perceived that the demand was by no means likely to remain stable. There was too much of the popular fad behind it.

Others, however, seemed to take it for granted that the huge demand, which called for new wheels annually, would continue. That was why the amalgamation of the various companies making bicycles was brought about.

But bicycle-riding as a fad, or even for pleasure, has gone out and the wheel has assumed its proper place in the economic world. The demand has become stable and no longer does the rider ask for a new mount every year. These amalgamations with huge capitals have, with few exceptions, gone to the ground, and have been rebuilt on a proper business basis. That is what has been done in Canada and that is what is being done in this instance in the United States.

THE INTERESTS OF THE RETAIL MERCHANT.

WHILE the attendance at the convention of the Retail Merchants' Association of Canada in Toronto this week was not as large as it should be, it was sufficiently large to prove that the retail merchants of the country are becoming alive to the importance of the organization. But numbers at best are not always indicative of the utility of an organization of the kind. In commercial bodies as well as in all others it is usually upon the few workers that life and energy depend.

That the Retail Merchants' Association is developing strength and influence must be apparent to everyone who has perused the annual reports of the president and secretary.

This is an age of organization. And, while none need organization more than the retail merchants of the country, no class has been so slow to take advantage of it.

It is not in getting together and attempting to fix prices that lies the centre of usefulness in commercial organizations. That is the most difficult of all aims to accomplish; and is the rock upon which more than one organization has been wrecked.

The first aim when forming associations among business men, be they manufacturers, wholesalers or retailers, should be the dissipation of jealousies and prejudices, which can only be accomplished by those engaged in particular branches of trade being brought into contact with each other. It is only when these prejudices and jealousies have been dissipated that unity of purpose can be obtained.

It is in the wake of unity that follow the reform of all such abuses as price cutting, long credits, iniquitous devices to catch trade, trading stamps and unfair and unjust business methods generally. Victory is not possible where disruption is prevalent.

The members of the Retail Merchants' Association have contented themselves in getting together and concentrating their forces against evils which elicited their common co-operation. In other words, they have trained their guns upon common foes. Discriminating laws, trading stamps, departmental stores, have all been foes of this type. Had they undertaken to grapple with certain other questions which might appear to more directly concern them, there would possibly have been disruption and not unity and its accompanying strength.

There are many evils against which organizations of business men can turn their hands without trying to meddle in each others method of doing business. There are not enough business men in town and city councils and in Provincial and Dominion Parliaments. And when questions of commercial importance are being discussed by parliamentary or municipal bodies it seems to seldom occur to the mind of anyone that there is a great retail commercial class whose wide interests are entitled to consideration.

It is evident the Retail Merchants' Association of Canada is gradually bringing about a reform in this respect. Retail merchants are not being ignored as they once were by political or any other interests. And just as their organization becomes more perfected will their influence in matters relative to the commercial welfare of the country become more potent.

LINSEED OIL SITUATION.

LINSEED oil producers in Canada report that the percentage of oil obtained from the seed is smaller than usual. The cause of this is attributed to the wet season. The effect of this has been to impart a rather better tone to the home market, and it is now thought by the wholesale trade that the anticipated reduction will possibly be averted.

Meanwhile, the market in the United States continues weak and unsettled, and raw oil sold last week in Chicago all the way from 50 to 60c. a gal. Buyers there are taking small quantities only. They are reported to be waiting for new crop and settled markets, and are expecting to get their supply at 40c. or less.

After a temporary show of strength, the foreign seed market in the United States has become stagnant. One advice says that "as crushers are well supplied with domestic, and with the prospects of a very good crop in the Northwest, there is little chance of any radical change in the situation this season."

Recent advices from Kustendje, Roumania, say that the crop in that country promises to be a very fine one, being expected to yield 27,000 tons. Kustendje is a new factor in flaxseed, and the seed from there is shipped before American flax begins to move.

THE GENTLEMAN-MERCHANT.

MERCHANTS now-a-days are so liable to become engrossed in the mere mechanism of business that they become indifferent to the many smaller qualities besides business ability which go to make their business successful. Business ability is the main essential, but, if it is not supplemented by attention to the lesser details, it is not of much avail.

All the lesser attributes may be summed up in the word gentlemanliness. This word includes everything and excludes nothing. By a gentleman is not meant the individual who is dubbed a gentleman by society, and who in many cases is no more a gentleman than the seediest looking tramp on the road, but it is the man who sums up in his nature those qualities which make him respected and honored by all who meet him, that is the true gentleman.

With this basis of division, no retail merchant, however small his shop or however shabby his appearance, may be a gentleman-merchant. There are merchants who always show the utmost courtesy to customers but whose clerks lead dogs' lives. These cannot belong to the gentleman class, nor can their discourtesy to their employes remain long without its reward. Courtesy always pays well, and courtesy does good to good clerks and can do little harm to poor ones.

Then, many merchants have a way and a most discourteous way of receiving commercial travellers and other agents who are not customers. If it involves the payment of money or the spending of half a minute in conversation, they believe in making the unfortunate client feel as miserable as possible. They fail to realize that the agent's time is, mayhap, as valuable as their own, and they go on laughing and joking with cronies or working at their books till the unfortunate agent is so worked up that he swears to get even with the merchant some time.

Of course, many agents are undeserving of attention and the merchant may act thus in self-defence, but it is a pity that the worthy should suffer with the unworthy. Let the gentlemanly spirit predominate in every action and it will be found that undeserving agents can be turned down in a gentlemanly manner much more severely than in an ungentlemanly manner.

THE RETAIL MERCHANTS OF CANADA.

THIRD ANNUAL MEETING IN TORONTO.

THE Retail Merchants' Association of Canada held their third general convention in the fine Temple Building at Toronto, on Tuesday and Wednesday, September 9 and 10. The opening session took place on Tuesday afternoon. John Hargreaves, the president of the Association, was in the chair, and Secretary E. M. Trowern was on hand in charge of his department. The hall was tastefully decorated with flags and mottoes, such as "Organized to protect the commercial interests of all classes of the retail trade of Canada"; We want the golden rule on every counter."

President Hargreaves welcomed the visitors with a few words and introduced to the assemblage Mayor Howland, whom he said had always been a friend of the retail merchants.

The Mayor was pleased at having an opportunity of greeting those men who had come in from parts of the country far and near. He recognized that it was of great advantage to them to meet periodically in convention together, such as this, to discuss public affairs of importance to them. There was much to hope for from such meetings. One of the

DUTIES OF THE ASSOCIATION

was to prevent any tradesman from obtaining any advantage over the other. Their condition was subject to change, sometimes for the worse, often for the better. It would be much to the advantage of some corporations if the retailer were abolished. But the retail merchant was helpful to the general public in more ways than one. He was a constant source of credit to his friends, and while the credit system had its disadvantages it had also its advantages. In times of distress and trouble the retail merchant would supply all that was necessary for the sustenance of his friends. He was

A SMALL RESERVOIR

in his section of the country, supplying nourishment to its surrounding populace. The bank would not do as he did, neither would the departmental stores, for if they did they would have to change their system and this would place them on an equal footing with the retailer and they would not be to him such a serious competitor. The retail store was always a centre of enterprise and development, and so was entitled to a fair share of the public interest in struggling for its rights.

Alderman J. J. Ward, Chairman of the Reception Committee, was then introduced. Himself, a retail merchant, he was pleased to welcome the retailers of the Province of Ontario assembled in convention. They were the

MEN WHO HAD FOUGHT

and effected the abolition of trading stamps. They had done excellent work in combatting fake schemes and false business methods. Forty per cent. of the taxes in Toronto were paid by the retail merchants, and so they were entitled to some influence in its affairs. The same held true about the retail merchants all over the Province.

DISAPPOINTED WITH ATTENDANCE

Rev. A. L. Geen, president of the Belleville section, was disappointed in one way with the attendance, the smallness of which he attributed to the selfishness of those who stayed at home. They,

Mr. John Hargreaves, Toronto, Retired President.

down in Belleville, had been struggling along for some time when they were visited by Secretary Trowern, who came at an opportune moment. They found the merchants of Belleville had no faith in such an organization and were lukewarm. They successfully fought the trading-stamp people, who were very bitter opponents. In other respects they had not succeeded as well as he thought they should. They would have a good meeting and things would go along swimmingly for a time. Then the interest of the members of the Association would weaken. When he went back he hoped to be able to arouse their interest again during the fall. The merchants of Belleville paid a large proportion of the taxes there, he concluded.

Mr. Geen is a druggist as well as a clergyman.

APPRECIATION OF MAYOR HOWLAND.

J. G. St. Leger, in a few words, expressed his gratitude to the Mayor and Alderman Ward for their warm welcome to the delegates. The Mayor, he said, had shown himself to be a large man in every way. He had placed himself in the position of a country merchant and spoken from that standpoint. The city council, as the Mayor, was always willing to assist people who desired and needed assistance. He concluded by moving a vote of thanks, which was seconded by Samuel Corrigan, and carried with loud applause.

EXPERIENCES IN THE WEST.

B. G. Davis, president of the Windsor branch, took the floor and gave their experience in the west. They had formed a local association 12 years ago, which had lasted for a short time and then died a natural death. No attempts were made to revive the association till a short time ago, when they began organizing again. Secretary Trowern had then come along and rendered them valuable assistance, so that from then out things progressed satisfactorily and the membership had increased until it now embraced 45 merchants engaged in the retail trade. They were taking steps to bring into the organization merchants from the surrounding towns and villages and from now on looked for much prosperity to attend their labors. They had had a hard fight in getting The Trading Stamp Company put out of business. It had taken six months for them to effect this reform. At last they had gotten the members of the city council on their side and the anti-trading stamp measure was placed on the statute book of Windsor after they had aroused the interest of nearly all the merchants in their favor. They hoped to have successful meetings in the long evenings of the fall and were determined to keep up and expand the organization.

BELIEVED IN ORGANIZING.

Ex-Mayor Bond, of Toronto Junction, believed in organizing. He had found that it was co-operation which had made the British army so powerful and had seen that every other body were binding themselves together in corporations, keeping in mind this principle. The trade unions organized under a central executive, and he believed that it was advantageous for the retail merchants so to do. They thus could more effectively further their own projects. He had heard

that all the wise men came from the East. That is why there are so many in the west. They, in Toronto Junction, had found that some merchants had kept open nearly all night and were at business again sometimes at daybreak. He had tried this method of doing business and found that he became thinner and thinner until he had to quit it entirely. The Junction Association was now trying to have enacted a law enforcing early closing. There were about 40 merchants in the town. The rest tapered down until you could not tell what line of business they were in. He was a grocer, and the best he could say was "Grow, Sir."

LETTERS OF REGRET.

Letters of regret were read from a number of wholesale merchants, who, on account of the Exhibition rush, were unable to be present.

PRESIDENT HARGREAVE'S ADDRESS.

President John Hargreaves addressed the meeting as follows :

Fellow merchants and Members of the Retail Merchants' Association of Canada, allow me to draw your attention to the fact that the origin of our Association dates from 1897. Previous to that time the Retail Merchants' Association of Toronto had been energetically engaged in an endeavor to lay before the merchants of Toronto the advantages that can only result from a thorough combination of our scattered forces, and the necessity for an organized effort to protect the interests of honest and fair trading in the commercial community of Toronto.

We quickly decided that Toronto was not the commercial world, but that retail merchants outside of Toronto were similarly situated, and were just as influential and equally as needy, and that complete success must come only with the co-operation of merchants in all the towns and cities and villages in Canada. In 1899 canvassers started to work to establish the organization of an association of merchants for the Dominion, and, in November, 1899, the first convention of the Association assembled in this building. The work since then has progressed and improved, until to-day we have an Association that with wise and judicious control should wield greater influence than any other organization in Canada and secure a just and equitable recognition of the rights and interests of all those engaged in retail trading in the Dominion of Canada.

We admit that Toronto does not possess all the intelligence and power of retail merchants, but we also hold that for many reasons evident to you all Toronto is destined to be the core or centre from which must spring the channels or forces necessary to effectively and successfully secure a just recognition of our rights and objects.

This Association is largely indebted therefore for the success that has been achieved, to the Toronto branch, and the very efficient and energetic executive officials that have composed that branch. They have labored in season and out, have eschewed politics in any form from all meetings and discussions, and have piously refrained from any religious controversy ; but to my mind it occurs that the Association, if it has any orthodox religious creed, leans strongly to the Church of England, from the fact that in thinking on its past life we may truly say that we have left undone many things that we ought to have done, and because we have been very slow in passing the collection plate around.

The general working methods and plans by which we have endeavored to promote and advance the various interests of our members will be fully outlined in the report of our secretary, but I may be pardoned for stating this opinion, that our organization is unapproached by any similar commercial organization in America. We want a branch in every city, town and village in Canada. We wish every merchant to be a member of our Association, and to aid us in our efforts to elevate and educate higher commercial aims and objects. We require the brightest intellects, the most forceful energy, and the enormous influence, possessed only by the merchants of Canada, to unite in one solid body, to enable us to demonstrate our aims, and to enable us to demand from any power a just and fair recognition and our desire only for fair play and no favor. Fellow merchants, this means you must be ready and willing with your time and money. You must give freely of both. Can I convince you of this fact ? The time and money that you devote to this work is just that much capital in an investment that will surely realize you greater profits than you require on any merchandise you retail over your counters ; you therefore require to zealously watch and guard the investment ; it is thoroughly secure ; if you don't receive the returns this year, they must come, and the more loyal you are to the cause, the larger and quicker will be the returns that are required. Our duty should be for each to resolve to do all that we can and to leave as little as possible for the other fellow to do.

Our Association has done some vigorous work. We have had great expectations, and have put forth efforts in which we have not succeeded, but I may truly say that the results, when calmly considered, are very satisfactory, and should stimulate us to expend more energy and more influence at our work.

A very full outline of our plans and objects was laid down by the able chairman of our last convention. I may say that we have endeavored to assist in carrying out those plans, and to keep the same objects continually before us. We stated then that our plan was to unite all classes of merchants in our organization with one common object, the protection of the individual merchant against common enemies, such as capitalists, corporations, departmental stores, misrepresentation, adulteration, false weights, unfair taxation, false advertising, and any and all systems that are injurious to the retail merchant. Every one of such enemies can be reduced and placed upon their proper level only by a perfect organization, and by the same organization and co-operation only can we expect to accomplish reforms and improvements in fair and honest methods of retail trading.

We have petitioned the Legislature of Ontario on different occasions, and have requested amendments to the Assessment Act, an Act asking that corporations or incorporated companies be not allowed to perform acts and escape punishment for which an individual can be summarily punished under the Criminal Code.

To prohibit and make illegal the carrying on of departmental stores, to tax departmental stores on an increasing scale, to abolish trading stamps, coupons, and such. To place a law on the statutes making it a criminal offence to fraudulently advertise goods, to compel departmental stores to pay their fair share of the taxation.

We have not succeeded to the extent that we desire in all our attempts, but we have abolished the trading stamp iniquity, we have showed the Government that personal property of retail merchants is most unfairly taxed, we have had the Transient Trading Act and the Pedlars' License Act improved. I believe we have convinced the Government that departmental stores are a curse to the country.

Let me ask the hearty and energetic assistance of merchants outside the city where a departmental store is thriving, for "Canada has only one greatest store," let me request your assistance and co-operation in a struggle for self-preservation against these departmental stores for the following reasons :

Their methods have destroyed that confidence which should exist in a business community of the entire Province, and have educated the public to believe that all kinds of deception are necessary to successfully retail merchandise over a counter. They have reduced the value of labor, and have destroyed the purchasing powers of many classes, thereby affecting all other classes.

They have lowered the moral standard of commercial life ; they have concentrated the business into one small circle, and the power into the hands of very few. They are practically endeavoring to concentrate the business of the Province into one city or centre. Now, I ask the merchants of Toronto, Is it in the interests of the city of Toronto that there should be one huge prosperous financial concern in one small circle, and a large portion of the outside business surroundings at a standstill, or in almost a condition of decay ? I ask merchants from outside towns. Is it in the interests of the Province of Ontario that there should be one city in it in which there are a few huge prosperous corporations, thriving and fattening at the expense of all the out side towns and villages ?

Pardon me for devoting so much time and space to departmental stores, but they are the root and factor of the most of the injurious conditions that surround us to-day, and if they prosper in the city they will be imitated in the country. Then the disaster will spread like smallpox, and honest and fair trading merchants will be considerd unprogressive, behind the times, old fogy, etc. Our Association aims at building up, not destroying, at elevating, not degrading. We do not desire to have every business man considered a small retailer, nor do we wish to discourage manufacturers, but we do object to manufacturers and large corporations and companies receiving unfair advantage over other citizens, by their system of pulling down and killing out the small business so that they may grow larger and prosper. Our contention is that a thorough organization of prosperous retail merchants, doing business on fair legitimate methods, scattered throughout city, Province and Dominion, is a power that will tend to elevate the commercial and moral condition of the country, while, on the contrary, business methods as introduced and practised by

departmental stores are comparatively, in direct ratio, disastrous and degrading to the country from all stand points. We want a free and independent people, free and independent farmers, free and independent merchants, free and independent mechanics; not a few great landowners, a few merchant princes, etc. We object to a return of the old-time customs, where one man has the money, the power, the control, and the people are his tenants and hirelings.

Allow me to draw attention to one special feature of work done by our Toronto Association, and for which the drug section deserve a large measure of credit. I refer to what we call the Price Restrictive Plan, and as the plan is of vital importance to all branches of trade, I earnestly trust that every section here represented will consider the details of that plan. The plan has been tested, it is workable, and its legality is thoroughly established in Great Britain and the United States as well as Canada. Great credit is due The Ozone Company of Toronto, and The Shredded Wheat Company who have adopted the plan and are putting forth every possible effort to prove that the plan is all that we claimed for it. Let me urge every retailer to assist to his utmost any article honestly put on the market under this plan.

There is a necessity at this juncture for defining or classifying the different lines of business so that we can legally define what is a wholesaler, who is a grocer, etc. This is a question that interests merchants to-day, and the time may come when success to our hopes and plans will depend on a proper legal classification of retail and wholesale merchandising. Our Association has outspread our calculations, and is now at a stage in which it is important to revise the by-laws and constitution governing our work. I hope a competent committee will be appointed who will devote due consideration and endeavor to improve and perfect our organization.

A finance committee should be appointed, composed of members who can and will devise ways and means by which our Association may hereafter be in that happy financial condition that the question of money need never be a consideration that will deter us from undertaking any work deemed advisable and advantageous to our Association.

I would recommend that active committees be appointed on organization, its extension—legislative committee and committee on resolutions—and that the result of the deliberations of these various committees may so facilitate and perfect the carrying on of our good work that our successors may convene here next year with a record of greater achievements, greater and brighter prospects and a very large surplus, so that our most serious undertaking will be a consideration of properly and wisely investing the surplus funds of the Association.

I beg to thank the members of the Executive for the work done during the year, and in which they most faithfully and earnestly assisted. I must specially mention the consistent, persevering and energetic work done by our secretary, Mr. Trowern. We are largely indebted to him for the proud position we occupy to-day; indeed, were it not for him, I doubt if there would be a Retail Merchants' Association of Canada. I will not say that he is perfection, nor that our Association is perfection, but I believe that both he and the Association only require more encouragement and assistance to bring them to a state of perfection.

Gentlemen,—I thank you for the honor conferred on me nearly three years ago. If I have not been a very profitable officer, I trust I have always been faithful and earnest, and I hope my successor may be more worthy and competent, that he may be able to grace and honor the position as I have not been able to do, and if he is as sincere as I have endeavored to be our organization will prosper and the high position of excellency at which we aim will surely be attained.

SECRETARY TROWERN'S ADDRESS.

Secretary E. M. Trowern followed with his report. Mr. Trowern dealt chiefly with the doings of the Toronto branch of the Association. He was proud to say that they had at their back men who felt that the retail trade should be placed on a higher level. He traced the history of the Retail Merchants' Association of

Mr. W. B. Rogers, Toronto, Treasurer.

Canada from its commencement in 1897 until the present time. The first work to which the organization had set itself about to do was to see that the streets of Toronto were properly cleaned. Before that time these streets were in a filthy condition, but some of the merchants appeared before the city council and caused that body to take measures for the proper cleaning of the streets. They found that the departmental stores were not sufficiently taxed and that the smaller merchants bore an unequal and unfair share of the taxation of the city. They had set themselves about to remedy this state of affairs, and now the large corporations had to pay their share of the taxes as well. They had got the Provincial Government to appoint a Royal Commission to investigate into their charges as to the taxation of the same departmental stores. But the report of this commission had not been brought down yet. They had also caused to be passed the Exhibition by-law and had obtained representation on the Toronto Exhibition Board for two of their members. They had inspected the books of the Board and found that everything was conducted in a businesslike way. They had supported the appeals of the Yonge street merchants against their taxation and had opposed the election of the Board of Control from the whole city. Through their efforts, mainly, the present Mayor and several of the aldermen were elected. Ald. J. J. Ward had been by them placed on the Exhibition Board. They had appealed against the Merchants' Exchange, a campany which was working in Hamilton, and had the appeal carried to the courts. When the magistrate had decided adversely against them (in this matter), they had appealed against his judgment. They had considered the merits of the metric system and were urging its adoption. They had appealed against the Italians being allowed certain privileges around the Customs house, which other merchants were not accorded. They were at present making every effort to have the assessment commissioner's department thoroughly investigated. Instead of having "one commissioner, who did not understand his duties at all," they would try and get an assessment committee of their own that would be alive to the business of the city. They had formed the Retail Merchants' Association into 13 sections of the trade whereby they were enabled to better transact the particular business pertaining to each trade. During the summer they had had a number of excursions to points outside the city, picnics, and a moonlight excursion.

TOOK THEIR CUE FROM THE UNIONS.

W. B. Rogers, president of the Toronto branch, made a vigorous address. He was firmly convinced of the benefits of organization among the members of the trade. It was necessary to do this to protect their interests. For a long time the retail merchants had been separate units, with no cohesion amongst them. It was the retailers of Toronto who first formed the idea of forming the Association. They drew their model from the labor unions, who had quickly perceived the benefits of co-operation, under one central head, into a compact body. The cutting of prices by the merchants was one of the evils they had to contend against, and they were now feeling their way towards a condition of affairs that would better things in general. He praised the Price Restrictive Plan, which, he said, showed that something could be done to improve their positions as merchants. Their duty was to patronize Canadian manufacturers and build up the Dominion, making it a mighty nation.

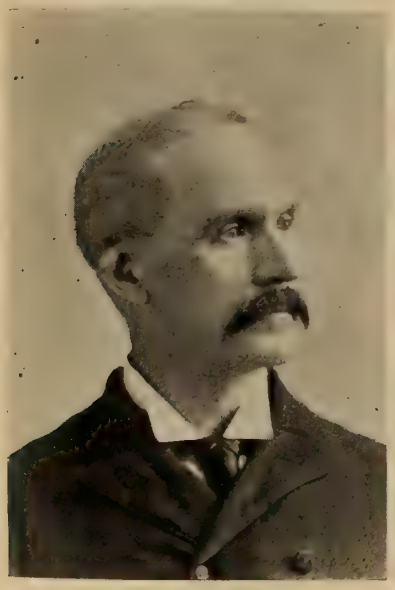
The evening and morning of the next day was taken up with the meetings of various committees and several sections

of the Association. The press was excluded from these gatherings.

The concluding session on Wednesday night of the retail merchants was held in the Temple Building, with President John Hargreaves in the chair.

DELEGATES' EXPENSES.

Mr. Hargreaves attached considerable importance to the fact that members were present from as far west as Fort William and Windsor. While the attendance was not large it was representative. The merchants should impress upon everyone with whom they come in contact that they form an Association. Provision should be made to provide the delegates with money to pay their expenses. A good many representatives were present from a distance at their own expense, which, in some cases, was considerable. He was of the opinion that some way might be thought out whereby the expenses could be supplied without



G. J. St. Leger, President.

much trouble. He was strongly in favor of the

PRICE-RESTRICTIVE PLAN.

The only man who could control the retail prices of the goods was the manufacturer. This had been demonstrated both in Great Britain and the United States, and after carefully consulting their solicitor, they found that it would be workable here and was legal in every way. Its conditions are that the manufacturers are to only sell to the retailer who agrees to dispose of his goods at a price to be fixed by the agreement. What they wanted was fair play and no favor. He was hot

AGAINST DEPARTMENTAL STORES

and was opposed to any system that was wrong. He advised outside merchants to keep their eyes on these stores, which through their mail-order system were reaching out everywhere in the country and taking away trade that rightfully belonged to the small retailer. One departmental store alone paid $17,000 duty on one order they had received through the Customs house.

THE NEW OFFICERS.

The following officers were elected :

Central President—G. J. St. Leger, Toronto.
Central Vice-President—Rev. A. L. Geen, Belleville, Ont.
Central 2nd Vice-President—B. G. Davis, Windsor, Ont.
Central Treasurer—W. B. Rogers, Toronto.
Central Secretary—E. M. Trowern, Toronto. (Accl.)

Mr. Hargreaves had declined to stand for re-election as president. Business matters and his health required that he should retire from the position that he held. So the election was proceeded with and resulted as above.

THE HAMILTON ASSOCIATION

A. M. Ballantine, Hamilton, said that the Hamilton branch of the Association was prospering well. Some merchants, it was true, were holding back, watching for results before they would join the new organization, but things looked bright for a prosperous future for the Association there. He was pleased at the election of Mr. St. Leger to the presidency. He would make a good business president, and would take much interest in the Association. Mr. Ballantine, himself, is a grocer, and he found that section prosperous at his home, and they, in Hamilton, were determined to succeed.

RESOLUTIONS RECOMMENDED.

The Committee on Resolutions recommended that resolutions be adopted as follows :

1. That the metric system be adopted and first taught in the public schools so that it should afterwards be brought into general use.
2. That the present fee system in the inspection of weights and measures be abolished.
3. That the railways should reduce their rates to the members of the Association when travelling
4. That the fees for the collection of debts in the Division Court be reduced.
5. That the Price Restrictive scheme elsewhere set forth be more widely adopted.
6. That the Government should initiate legislation to amend the Insolvency Act.
7. That the Association was in favor of a revision of the Toronto Peddling License By-Law.
8. That corporations should be made amenable to the law the same as individuals, and that all stamps and coupons should be redeemed at their face value.
9. That the false stamping of goods should be prevented.
10. That legislation should be brought about to bring the departmental stores to time.
11. That amendments should be made to the Assessment Act.
12. That Canadian merchants should be encouraged to buy and handle Canadian-made goods as far as possible.
13. That goods of Canadian manufacture should be prevented from being slaughtered on the bargain counter.
14. That the Transient Traders' Act be amended.

W. B. Rogers said that it was an act of patriotism, too, for Canadian merchants to handle only goods of Canadian make. It was in the interests of all the retail merchants to view this matter from a selfish standpoint as well, for it would greatly increase the home market if they should unite to handle only Canadian goods.

WISE WORDS FROM NEW PRESIDENT.

J. G. St. Leger, the new president, thanked the Association for his election and said that he would do his best to look after their interests. But there was a danger of their being too selfish. The interests of their customers should be the interests of the retailer. By giving a man honest measure and value for his money merchants could make their businesses prosperous. The Association need not be too selfish. They could debate on Imperial defence and other matters as well as the Board of Trade. We ought to use home-made goods, but in his opinion the proper way to do this was not to put a high tariff on things. "If we put high ideals before our workmen we can secure a proper share of trade for our home-made goods." He cited a case where he bought a consignment of shoes from the United States, which he was able to sell more rapidly and yet make a larger profit on than a consignment of the same value of shoes made in the Dominion. He believed that arbitration should be made compulsory. There were a number of other things that should be remedied. "Every man is our brother and God is our father." This, he said, should ever be borne in mind by the members of the Retail Merchants' Association of Canada.

LEGISLATION NECESSARY FOR DEFENCE

Rev. A. L. Geen believed that it was necessary to have legislation to defend their interests. The druggists, doctors of medicine, lawyers, all had legislation. "What would we have done without legislation, for, by it we secured the

E. M. Trowern, Secretary.

abolition of trading stamps ?" They had a good organizer in Mr. Trowern, and they would go home with a determination to improve their own association. They would better be able to help one another after this convention.

MISSIONARY WORK.

B. G. Davis said they would have to do some missionary work when they went home. From his short experience in Toronto, he thought there was lots of room for this same work there.

W. B. Rogers said they would be glad to receive as much help as would be forthcoming from outside.

APPRECIATION OF MR. TROWERN

E. M. Trowern, the central secretary, was thankful for their kindness in continuing him in the secretaryship. He would stay with then until he had accomplished what he started out to do. They had gained much from this convention by having many merchants present from outside the city, like Mr. Davis, from Windsor, and Mr. Geen, from Belleville, men from two points a long distance apart. He believed this was the beginning of the greatest mercantile organization in the Dominion. Their motto should be "This Association expects every man to do his duty."

The next convention of the Association will be held in Hamilton.

FOUR FIRMS AMALGAMATE.

FOUR of the leading firms of Kaslo, B.C., have consolidated. The new company is composed of H. Giegerich, Green Bros., H. Byers & Co., and A. B. Morris, and is incorporated under the name of The Byers-Giegerich-Green Co., Limited, with a capital of $100,000, making it one of the strongest corporations of its kind in the interior of British Columbia. It is understood that the business will be under the joint supervision of H. Giegerich and R. F. Green. A. B. Morris will be manager of the hardware department and Geo. Stott, of Green Bros., will be in charge of the other departments. The other branch stores of Messrs. Giegerich and Byers at Sandon, Ainsworth and Nelson are not included in the combine, but will be continued as heretofore. The idea is to make Kaslo more of a centre for wholesale business and the new firm will endeavor to supply the wants, and to create a strong commercial connection with retail stores in the surrounding neighborhood. With the capital at command, and with experienced men like the members of the new corporation, it is fully expected that not only will the firm themselves be financially benefited, but that Kaslo generally will find trade brisker.

PROMOTING TRADE WITH GREAT BRITAIN.

Mr. C. F. Strangewayes Barker, representing the Incorporated Chamber of Commerce, Liverpool, England, has been touring in Canada and calling on several manufacturers with a view to procuring agencies in England for any of the more important manufacturers who wish to extend their business with the Old Country. Those who are interested in this might find it to their advantage to communicate with Mr. Barker. His address is B10, Exchange Buildings, Liverpool, England.

A RUSH OF DEALERS.

The value of advertising has seldom been more clearly manifested than by the fact that, a few days ago, the United Factories, Limited, whose head office is located at 80 York street, Toronto, invited the dealers throughout the country who handle their splendid lines of brushes, brooms and woodenware to call on them while visiting the Industrial Exhibition. The result has been that the warerooms and offices of the company have been fairly deluged with visitors. Mr. Emil C. Boeck, the president, and his staff, are pleased to welcome Fair visitors and give them any possible information regarding their processes of manufacture, etc. The management of the United Factories more than ever see the advantage of supplying the trade with the highest class of goods. What is sacrificed in the small profits to the manufacturer is more than made up in the good-will and confidence of the trade.

GOOD VARNISH

The Sherwin-Williams Varnishes

are as good as it is possible to make.

They are manufactured with the greatest care from good materials only.

They are of uniformly good quality.

They are true to the label, work right and wear right.

They are prime favorites with the painter.

They are good sellers.

The quality of The Sherwin-Williams varnishes and the advertising back of them are the same as have made our house paint, S. W. P., so successful.

It has paid us to put such a line on the market, and it will pay any dealer anywhere to have them on his shelves.

They never go wrong where properly used and are the kind of varnishes that build up a satisfactory and ever-increasing varnish trade.

Write to-day for prices and further information.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CLEVELAND.

CHICAGO, NEW YORK, NEWARK, MONTREAL, BOSTON, TORONTO, SAN FRANCISCO. KANSAS CITY.

A STOVE FIRM'S FAILURE.

Scott & Jennings, who also traded under the style of John Milne & Co., dealers in stoves, awnings, etc., 4 Queen street east, Toronto, recently assigned to George Clay. A meeting of their creditors was held in the office of Mr. Clay on September 5, and a statement was submitted showing liabilities altogether approximating $8 200, and assets of stock amounting to between $2,000 and $3,000. The liabilities include a chattel mortgage of $3 500, but the mortgagees altogether have claims amounting to $6,590. The estate will be wound up, and Mr. Clay was appointed liquidator.

A CLOCK FOR MR. TAYLOR.

Mr. Frank J. Taylor, the senior member of The Western Foundry Co., the new stove manufacturing firm, of Wingham, Ont., left Toronto on Tuesday last to assume his new duties. A few days before his departure Mr. W. L. Helliwell, on behalf of the office and travelling staff of The Gurney Foundry Co., Limited, presented Mr. Taylor with a handsome marble clock. Mr. Taylor has entered upon his new venture with the best wishes of all his old confreres in The Gurney Foundry Co. He is succeeded as buying agent in that firm by Mr. E. Hogan, who has been with The Gurney Foundry Co. for four years, part of which he has been assistant buying agent.

AUTOMATIC SCREWDRIVER.

The angle slant of the spiral determines the relative power of the automatic screwdriver.

Goodell-Pratt Co.'s automatic screwdriver does not turn the screw around as many times for a given distance, but the process is much easier and screws of greater dimensions can be handled. Combination tools, as a rule, are neither practical nor popular, unless they embody separate and distinct mechanisms in such a way as to obviate any difficulty of interference on the part of different elements.

Decatur, Bull & Co., Montreal, are the sole agents for this automatic screwdriver.

Geo. Awde, formerly a clerk in Smith & Pethichis' hardware store, Wingham, was married at Uxbridge on Wednesday of last week to Miss Jennie R. Jones.

TRADE CHAT.

J. AND H. FIELD, of Teeswater, have purchased the hardware business of Robert Campbell, of Mitchell.

C. E. Morgan, travelling salesman of the Northey Manufacturing Co., Toronto, is dead.

J. P. Noonan, hardwareman, of Mount Forest, Ont., is making considerable addition to the rear of his hardware store on Main street.

Guelph is now after some tube works and will submit a bonus by-law. Tube or not tube, that is the question. — Brantford Courier.

Charles W. Short, with H. H. Dryden, hardware merchant, Sussex, N.B., was married recently to Miss Frances J. Smythe, of Sussex.

On September 3 Jas. P. Fennel, of J. Fennel & Son, hardware and coal merchants, Berlin, Ont., was married to Miss Grace Bowlby.

M. Henry Jones, a prominent hardware merchant of Dawson City, Y.T., was married at the Fort Range Methodist Church on September 3 to Miss J. H. Douglas.

The late Senator McMillan, of Detroit, left $250 each to all the employes of his hardware concern and $5,000 to each of his three managers. His estate was valued at $10,000,000.

Friends of H. Sapery, manager of the Syracuse Smelting Works, Montreal, will sympathize with him in the bereavement he has sustained in the death of his father, A. Sapery. Mr. Sapery, sr., went to England this summer on a pleasure trip, and whilst there he fell sick.

The Canadian Pacific Railway have awarded the contract for building four new car and locomotive shops at Hochelaga, to Lessard & Harris, of Montreal, the price being $235,000. The buildings will be of brick and will be started at once with a force of 200 men.

COULDN'T TAX OIL MERCHANTS.

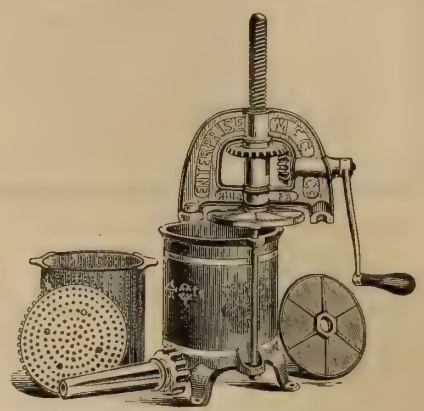
The town council of St. Henri, Que., a short time ago passed a by-law in regard to the sale and delivery of oil throughout that municipality, which has been objected to as illegal by the Recorder, Mr. La Rochelle. In the by-law it was provided that a yearly tax of $20 should be paid by every oil merchant who distributed his goods by means of a vehicle drawn by one horse. When the vehicle was drawn by two horses the fee should amount to $100, and when three horses were required $150 should be paid. The Recorder gave judgment in a case on Friday, September 5, in which he maintained that the by-law established an illegal and unjust discrimination between dealers as regards the manner in which they delivered their goods.

INCREASING IN SALES.

The rapid increase in the sales of the National Cutlery Co.'s shears with several of our wholesalers speaks well for their quality and finish. They are laid with special steel of superior quality, tempered by a patented method, which process gives uniform results. There are no soft spots, no feather edges. They are claimed to be the only shears made with a steel ride, and every shear is fully warranted. They are put up in separate pockets. The agents for Canada are Decatur, Bull & Co., Montreal.

SAUSAGE STUFFER AND LARD PRESS.

The Enterprise Manufacturing Co., of Philadelphia, Pa., having in mind at all times the improvement of the articles of their manufacture, assert that the "Enterprise" sausage stuffer and lard press as now furnished is undoubtedly the very best machine of the kind ever offered.



Each and every stuffer cylinder is bored true so that when stuffing, there being no space between the edge of the plunger plate and cylinder, the material must pass through the spout.

The lips on the tin cylinder make the handling and emptying of same very easy and prevents burning of the hands which is often the case with cylinders not so fitted.

The new patented spout furnished with each stuffer is vastly superior to the old style, in that the corrugations prevent air entering the casing while stuffing, thus obviating the necessity for puncturing the casing, which must be done when using the old style spout, and assuring the preservation of sausage. The "Enterprise" stuffer is the only one possessing these features.

A pretty wedding took place recently at Port Williams, N.S., at the home of John Masters, when Miss Hattie Masters was united in marriage to Mr. White, who is a traveller for The Sherwin-Williams Paint Co.

C.P.R. EXHIBIT.

It was an excellent idea of the Canadian Pacific Railway Co. to establish a building of their own at the Toronto Exhibition. Apart from the fact that the railway's exhibit is much more easily and comfortably inspected in a separate building than it would have been in the crowded main building, it obtains a certain distinction of its own by reason of its isolation.

This year the exhibit has been completely, or almost completely, devoted to illustrating the capabilities of the Canadian Northwest as a grain-producing country. The large, bright building of the company has been artistically decorated with the yellow grain. This has been arranged in a clever manner to cover the walls and to form arches across the ceiling, and it is done in such a way as not to appear the least monotonous. On the long western wall surrounding the C.P.R. coat of arms, grain from Sir William Van Horne's farm at Selkirk is disposed. This exhibit elicited much favorable comment. On tables along the western wing choice specimens of vegetables, pumpkins, beets, turnips and many other varieties were shown. There were also several of the company's handsomely-framed pictures on view, which added to the attractiveness of the interior. Altogether, the C.P.R. building was a decided relief from the confusion surging around other exhibits. The entire charge of the exhibit is in the hands of W. S. Dockrill, who has made an excellent disposal of the ample materials at hand.

ADVERTISING THE WEST.

The Winnipeg Free Press is evidently bound to make the wonders of the Western wheatfields known to the rest of the world. Its latest scheme has been to utilize the post office system to carry samples of Manitoba No. 1 hard wheat all over the country. The little bags containing the wheat are attached to large cards, on one side of which two pictures of the wheatfields are shown, giving a splendid idea, first of the vastness of the fields and secondly of the size of the growing grain. On the reverse side of the card, some facts about Winnipeg, the West and The Free Press itself are supplied.

WIRE NAILS
TACKS
WIRE

Prompt Shipments

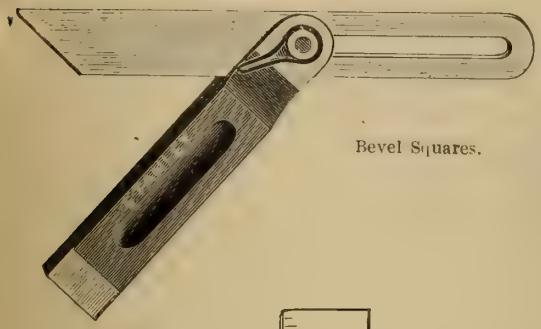
The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

H. S. HOWLAND, SONS & CO., LIMITED.

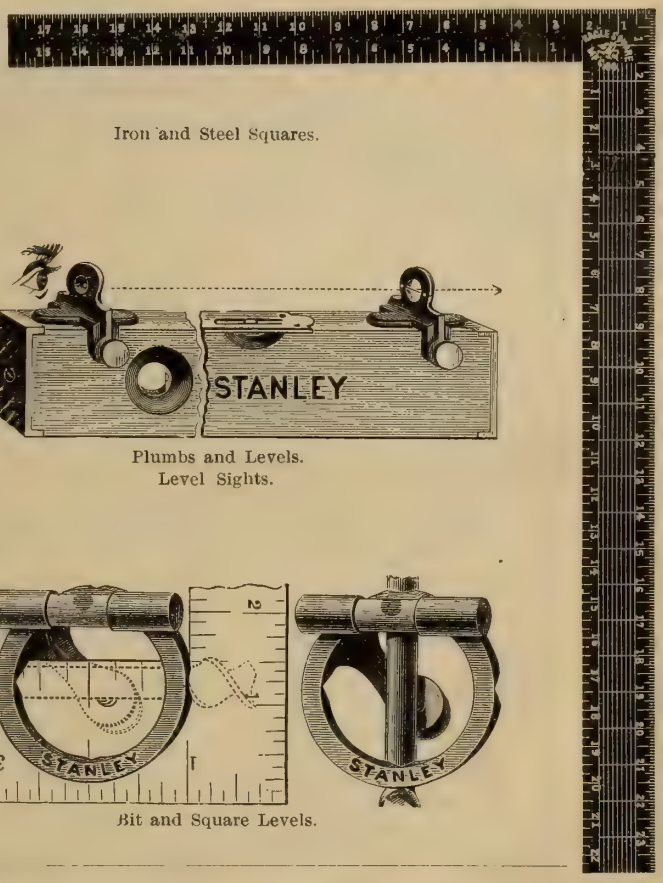
WHOLESALE ONLY

37-39 Front Street West, **Toronto.**

ONLY WHOLESALE



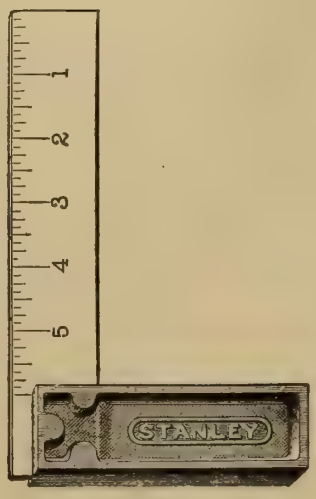
Bevel Squares.



Iron and Steel Squares.

Plumbs and Levels.
Level Sights.

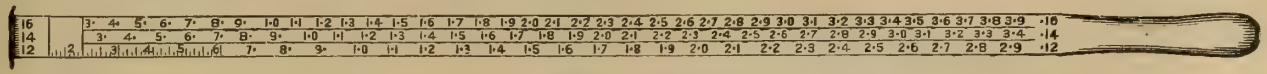
Odd Jobs.



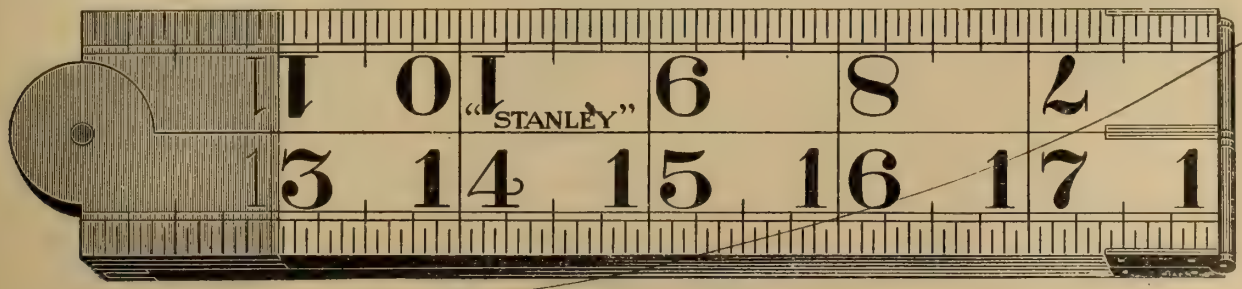
Wood and Steel Try Squares.

Bit and Square Levels.

Machinist and Blacksmith Steel Rules.



Lumber and Log Rules.



Carpenters' Boxwood Rules.

FOR FULLER PARTICULARS SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO., LIMITED, Toronto.

OUR PRICES ARE RIGHT

Graham Nails are the Best.

WE SHIP PROMPTLY

Factory: Dufferin Street, Toronto.

MANAGING THE BUSINESS.

THE GOLDEN RULE IN BUSINESS.

PHILLIP PRESENT, Rochester, N.Y.

WE learn through history and experience that men through the instinct of self-preservation formed organizations. When two or more men found something in common, the same interests to protect, the same ideals to attain, they united, knowing well that in unity there is strength. We have also learned that through selfishness and the clashing of interests the strongest organization, whether civil, political, or religious, will be wrecked. So we have this lesson; if our organization is to be a power for good we must not base our existence entirely on selfishness, although the germ that produced it, like any other production of man, usually is selfishness. It must be built on the broad principle of a great moral and ethical platform, where all good men can support it. It is true that we are supposed to be watch-dogs of our household; we bark frightfully, snap or bite according to the nature of the beast if someone attempts to steal that which it is our duty to protect. We would not be worthy of our trust if we did not strive to do so. We want our customers to meet their obligations when due so that we can meet ours. We want to impress upon them, that it is neither honest nor honorable to order goods from us, and afterwards cancel the order or return the goods; that it is plain stealing to take a discount of 10 per cent. when 6 per cent. was specified; and that 60 days does not mean six months. Too long have we allowed the tail to wag the dog. We place too little value on our goods when we sell merchandise to parties in amounts equal to ten times as much as we would be willing to loan in cash, and allow trade abuses to continue through the fear of competition. We ourselves have two kinds of ethical rules, one for those who steal money, and another for those who steal merchandise. Public opinion, therefore, is not shocked or outraged by dishonest failures in mercantile life as it is by any other transgression of morals, and for that reason the law-making bodies of our States have statutes entirely in favor of the debtor class. It is a natural consequence that we usually get no more than we deserve, considering we are the first to suffer under the present state of affairs. It follows, that the duty devolves upon us to educate the public to a higher standard of ethics in business life. It is as rare now to see a smile on the face of a credit man as a 25 per cent. dividend in a bankruptcy case; and what can we expect? In every commercial death we occupy the mourner's bench on the first row; it is our funeral and no one else's. We used to have a laugh once in awhile when in a failure we would get ahead of the other fellow, but since the National Bankruptcy Law has come into existence we are deprived even of that. I have stated to you conditions which you all know by experience. You will ask, what is the remedy? First, let us eradicate selfishness and be what we wish the other fellow to be, honest and honorable. If the creditor class, manufacturers and jobbers, agree among themselves to abolish trade abuses and have an association for that purpose, they should live up to it, even at the cost of some sacrifice; the end will justify the means. Second, let us pledge ourselves to do all we can and drive the rascals out of business life by not supplying them with goods, even for cash; it will have a greater effect than a prosecution fund and be more justifiable. Third, having set a standard of integrity among ourselves we can have the courage of our convictions and educate others, as well as compel them, to be honest.

FAILURES AND THEIR CAUSES.

J. J. DOLPHIN, Buffalo, N.Y.

The subject is a very broad one, and in competent hands would afford a great fund of instruction for credit men. I confess inability to do the subject even moderate justice; however, I will present to you some statistics taken from Bradstreet's Record, which will give you a partial idea of the wide extent of the subject, and afford a beginning for further discussion.

Failures in the United States for the last four years are as follows, as to numbers in business and numbers failed:

	Number in Business.	Number Failed.
1898	1,093,373	11,615
1899	1,125,873	9,642
1900	1,161,639	9,912
1901	1,201,862	10,648
Totals	4,582,747	41,817
	Liabilities.	**Assets.**
1898	$141,611,413	$73,161,328
1899	119,775,255	60,140,250
1900	127,177,909	60,128,006
1901	130,109 678	61,098,831
Totals	$518,674,255	$254,528,415

Showing a net loss in the four years of $264,151,840.

There are eleven causes assigned for failures, and placed under the following headings:

Incompetence, inexperience, lack of capital, unwise credits, speculation outside of business, neglect of business, extravagance, fraudulent disposition, specific conditions, failure of others, undue competition.

Under these headings we have the following percentages, first, as to members, and second, as to liabilities:

	1900. Per cent.	1901. Per cent.
Incompetence	17 9/10, 16 6/10	19, 16 6/10
Inexperience	7 7/10, 3 2/10	7 8/10, 2 8/10
Lack of Capital	32, 23 8/10	30 3 10, 22 1 10
Unwise Credits	2 9 10, 2 2 10	3 6 10, 6 4/10
Speculation	2 2/10, 8 3/10	2 3/10, 6 4/10
Neglect of Business	3 4/10, 1 4/10	1, 1 6/10
Extravagance	9/10, 1	3, 1
Fraudulent Disposit'n	11 3/10, 8	4 4/10, 2 4/10
Specific Conditions	14 4/10, 31 2/10	16 4/10, 30 1/10
Failure of Others	2 3/10, 4 6/10	1 3/10, 3 4/10
Undue Competition	6, 2 3/10	10 2/10, 7 2/10

From these last figures it would appear that there are three conspicuous causes of failures, viz.: Incompetence, lack of capital, and specific conditions; the latter covering any happening out of the normal, such as strikes, great calamities, failure of crops, etc. Fraudulent disposition takes fourth place as to number and liabilities, and seventh place as to assets. There is a noticeable feature in this cause to which I would call your attention, viz., a marked decrease in the number and liabilities in 1901 as compared with former years. In 1898 the number per cent. was 10 2-10 per cent., the liabilities, 8 per cent.; in 1901 the number per cent. was 4 4-10, and liabilities, 2 4-10, while in 1899 and 1900, the number and per cent. of both liabilities and number was almost the same, 11 3-10 number, and 8 per cent. liabilities. There is opportunity for speculation in this as to what may have been the cause which produced the result. Specific conditions leads the list as to liabilities; lack of capital, second; incompetence, third; fraudulent disposition, fourth; failures of others, fifth; speculation outside, sixth; unwise credits, seventh; undue competition, eighth; inexperience, ninth; extravagance, tenth, and neglect, eleventh.

As to assets, the relative positions are changed, with the exception of specific conditions, lack of capital and incompetency, each of which holds relatively the same place with the liabilities. Failures of others comes fourth; unwise credits, fifth; speculation, sixth; fraudulent dispositions, seventh; undue competition, eighth; inexperience, ninth; neglect, tenth; extravagance, eleventh. Eight of the causes of failure are within the control of the trader, three are practically beyond his control, namely, specific con-

ditions, undue competition and failure of others.

To go into the analysis of each of the causes and their effects would require much time and labor, together with the ability to draw a correct conclusion. I will, therefore, not attempt this, but leave it for others. There are, however, four prominent causes which present themselves most forcibly to our attention; one of these, specific conditions, is a difficult problem for the credit man, and almost, if not quite, beyond his control as well as that of the trader. The three others are conditions more nearly within the vision of the credit man, though one is also a difficult problem, and usually almost out of the vision, namely, fraudulent disposition.

It would be a bright man who could foresee that disposition in the majority of cases. The other two causes are more nearly within the control of the credit man, and may be foreseen by careful study of the trader's condition.

THE WOES OF A RETAIL MERCHANT.

In order to show up the fallacy of the credit system and the unreasonableness of most debtors, the following tale of woe is related by a Canadian business man:

A man dealt with a merchant for several years and paid his bills promptly for some time, but he unfortunately conceived the idea of building a house. Now, because he did not have the necessary cash, he left the merchant after he had run up an account of some $40 and spent his spare cash on the construction of his house. This same plan was likewise followed with the other ten merchants in the town and the man gets ahead, say, $250. This pays for his lot and in addition allows him $150 to apply on his loan.

After awhile Merchat A. begins to want his money, and of course he very impertinently writes to the man, saying, as the latter is now buying his goods elsewhere, he would like to have his account settled. This makes the debtor very indignant, and he says to himself, "Here, I have been dealing with Mr. A. for a good many months and I always paid him promptly and now, even if I am dealing elsewhere, it is mean and contemptible of him to demand his money. I'll just go down and give him $10 and a piece of my mind "into the bargain."

This he proceeds to do, and the merchant, who has been used for years to hold himself in, takes it all in good part, and hands out a receipt for $10. The balance is to be settled next pay-day.

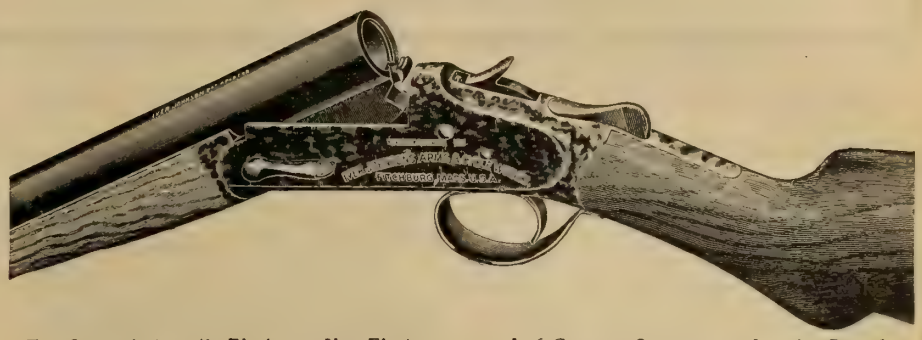
Pay-day comes and goes, and many another pay-day comes and goes, but the account is not paid. Naturally, creditors make demands on the merchant, and he is forced to ask for the settlement of the account with interest, adding the threat that, if not paid, it will be placed in court for collection. This is more than Mr. Debtor can stand. He gets very angry and goes to his employer and tells him what a mean man this merchant is to ask him to pay interest. However, he gets a sufficient advance of wages to pay the merchant off. He walks into the store with an air of injured innocence and explains that he wants to pay up his balance. The merchant is so pleased to get his money that he accepts payment without interest, notwithstanding that he has been paying the bank interest on this amount and others as well for the past two years.

SIMPLE SAFE SURE STRONG

are characteristic points of excellence, that have made for the

IVER JOHNSON SINGLE GUN

a permanent reputation.



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THE TRADE PREFER THEM; THE PUBLIC DEMAND THEM.

Send for Catalogue just published.

IVER JOHNSON'S ARMS & CYCLE WORKS,

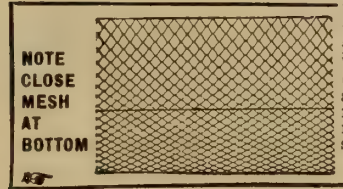
New York Salesroom: 99 Chambers St. FITCHBURG, MASS.

MANTELS, GRATES and TILE.

Are any of your customers building a new house? If so, why not try and sell them a mantel as well as hardware? They will want one, and it will pay you. Write us for catalogue and price.

THE BATTY STOVE & HARDWRAE CO.

76 York St., TORONTO.



Page Acme Poultry Netting

is close meshed at bottom and does not require rail or board support at edges, having strong straight wire (No. 12 guage) at top, bottom and in centre, cannot sag and is easy to erect. The "Page Acme" netting is of neat appearance, very durable and cheap. We also make farm and ornamental fence, gates, nails and staples. The name of Page is your guarantee of quality.

The Page Wire Fence Co., Limited, Walkerville, Ont. 5

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels.

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made.

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"BRASSITE" GOODS — Gunn Castor Co. Limited, Birmingham, Eng.

LAMB FENCE HARD WIRE, CROSS BAR.

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PAINTS We manufacture these brands:— "LION," "PEERLESS," "OWL," "RAVEN," also Ready-mixed House and Floor Paints, Roof, Barn, Bridge and Brick Paints, Coach Colors, Varnishes, Japans, etc. Our prices will interest you. Write us,

The Ottawa Plant Works, Ottawa, Ont.

MACHINERY AND ELECTRICAL SUPPLY DEPARTMENT

MACHINERY AT TORONTO INDUSTRIAL FAIR.

MACHINERY hath charms. Mechanical contrivances, skilful devices and labor-saving instruments awaken in even those unlearned in the ways of wheels, valves and powers admiration and wonder. The machinery hall of the Exhibition during the last two weeks has been humming and singing with the joy of busy industry.

"Hardware and Metal" has many friends among machinery men and to renew acquaintances its representative visited the hall this week and received a cordial welcome.

Entering the hall at the west door the first exhibit that confronts you is that of The A. R. Williams Machinery Company, Limited, 95-97 Front street west, Toronto. Wood-working machines at the Exhibition are scarce this year, but this company has an exhibit of the quick-return shaver, manufactured by The MacGregor-Gourlay Company, of Galt. Another noticeable feature of this well-assorted exhibit was the improved "Eclipse" planer, matcher and moulder, made by Major Harper & Son, manufacturers of woodworking machinery, in Whitby. Mr. Harper was in charge and operated the machine. A noteworthy factor in the makeup of the machine was the "Ross" device, which enables the machine, when the knives are kept in balance, to do perfectly smooth surfacing. The machine has four 3½-in. feed rolls, all power-driven. There is a pressure bar on the front side of the cylinder, which has both a lateral and vertical adjustment. The cylinder is rigid with the frame and always in line with the top rolls and pressure bar. The machine is meeting with a phenomenally large sale, owing to its serviceable character for a general jobbing wood-working shop.

On the north of this exhibit The Northey Company, Limited, Toronto, are exhibiting a full line of steam and power-pumping machinery, especially adapted to farm purposes. Their portable gasoline engine is particularly suited to the need of the farming community.

The Goold, Shapley & Muir Company, Limited, Brantford, have on exhibit a line of gas engines.

The Bradley, Levy & Weston Company, 102 Front street west, Toronto, are handling an exhibit of Goldie & McCulloch machinery.

The United Electric Company, Limited, of 134 King street west, Toronto, are showing some of their direct-current electric motors. These motors are made in sizes from 3 H.-P. to 50 H.-P., and their makers claim that they develop full rated power without drop in speed, overheating or sparking.

The Mica Boiler Covering Company, 9 Jordan street, Toronto, have an exhibit of mica coverings for boilers, steam and hot-water pipes, furnaces, flues and ovens. The manufacturers are showing it to interest people in what they claim to be the highest non-conductor of heat on the market.

A fireman, who, were he human, would seek to destroy the destructive flames constitutes one of the features of the exhibit of The Eureka Mineral Wool and Asbestos Company, 136 Bay street, Toronto.

The only oil exhibit on the grounds occupies a portion of the machinery hall. The Grant-Hamilton Oil Company, Limited, manufacturers of "Sterling" oil, are showing some of their lines of oil, grease, engine packing and general engineers' supplies. They are the sole Canadian agents for the varnishes of Murphy, Chicago.

Quite an extensive exhibit is made of Spooner's Copperine. Alonzo W. Spooner, of Port Hope, Ont., is the maker of these goods, which are specially put up for the hardware trade.

"Neverslip" is the name of a pulley covering which The Hamilton Manufacturing Company, of Toronto, are exhibiting at the eastern section of the hall.

Near neighbors to these with a well-assorted exhibit are The Crown Boiler Compound Company of 54 Bay street, Toronto.

The Toronto Liquid Carbonate Company are showing their Davies' patent Fire King. It is the claim of the company that the cost of maintenance is less than in the case of the ordinary chemical engines, because the charge of chemicals put into the engine is lost the moment it is brought into use, whereas the gas of Davies' "Fire King" is turned off and practically without loss.

The Electrograph, which can copy the picture of a politician at a distance of 800 miles, and supposedly, of ordinary individuals at a much greater distance, is shown by The Consolidated Electric Company, Limited, Toronto. They are making a specialty of their King Edward dynamo and motor.

The Queen City Cycle and Motor Works, 304 Queen street west, Toronto, are showing some of their Queen City wheels. The wheels have heavy laminated wood or steel rims and carbureters of the float-feed type. The front view shows an extreme width of six inches.

John J. Jessup is in charge of the gas and gasoline engines of The Fairbanks Co., 747-749 Craig street, Montreal. The Fairbanks engine is especially adapted for operating small machines in the shop or on the farm, or for electric light purposes. The Fairbanks Co. are agents for "Dodge" goods, and they claim, carry the largest stock of pipe in the Dominion. They have water-pipe tools especially adapted for cutting long threads.

The Toronto and Hamilton Electric Company, of Hamilton, manufacturers of diresct-current dynamos and motors, induction motors, exhibit an 18 K.W. direct-current generator, belled type.

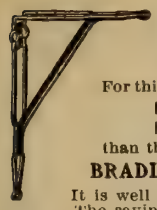
Jones & Moore are exhibiting some of their machines which they manufacture at 22 Adelaide street west, Toronto.

One of the most interesting exhibits in the machinery hall is that of The Chapman Double Ball-Bearing Company. They exhibit some very interesting tests to demonstrate the worth and durability of their bearing. They have some wagon wheels from a vehicle which has carried eight tons of pulp; also a cylinder, weighing 6,728 lb. with an initial speed of 240 revolutions per minute, which spins 56 minutes after the removal of the belt.

Lead pipe, babbitt metals, block tin pipe, stereotype metals, etc., constituted the exhibit of The Canada Metal Company, William street, Toronto.

The Toronto Roller Bearing Company, Limited, have tests whereby to demonstrate the superiority of their bearings over others. This company has secured control of the Henderson roller bearing. Their head office is in the Temple Building, Toronto.

A. H. Tallman has charge of the exhibit of J. N. Tallman & Sons, of Ham



Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be
NOTHING BETTER
NOTHING CHEAPER
than the . . . .
BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong** and **Light**. The saving in freight is a good profit, aside from the **lower price** at which the goods are sold.

Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

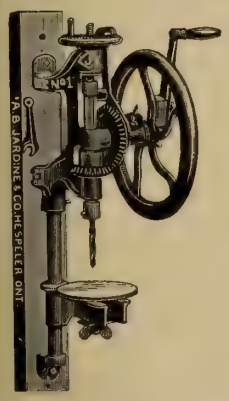
TIME AND MONEY

saved by using the right machinery at the right time. I offer a partial list of fine machine tools I have just received:

No. 16437—No. 1 Brown & Sharpe Universal Milling Machine.
No. 16443—Diamond Tool Grinder.
No. 16433—10 x 15 New Boynton & Plummer Iron Shaper.
No. 16434—14-in. Swing Pratt & Whitney Turret Lathe.
No. 16435—16-in. Pratt & Whitney Turret Lathe, Back Geared.
No. 16427—No. ¼ Roots Blower.
No. 16429—No. 1 Davis Key Seating and Slotting Machine.
No. 12471—Blowing Engine, Northey Co., Makers.

A Monthly Stock List describing over 1,000 pieces of Machinery sent on request.

H. W. PETRIE, 141-145 Front St. W., Toronto



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Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
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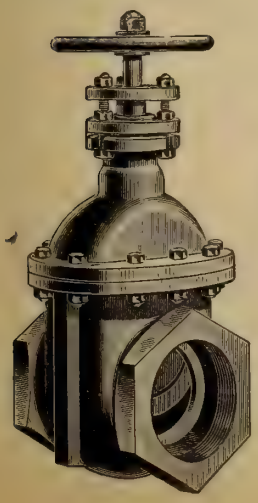

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They give satisfaction every time,

Catalogue on application.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.

DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to Diamond Stove Back.

Diamond Adjustable Cook Stove Damper

Patented March 14th, 1893.

Patented December 22nd, 1896.
EXTENDED.
4 x 11 to 6 x 21.

For Sale by Jobbers of Hardware.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
" A. R. WOODYATT & CO., Guelph, Ontario.

"The Peerless"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices

James Warnock & Co. = Galt, Ont.

G. A. Crosby & Co. of Ontario, LIMITED

SARNIA, ONT.

Manufacturers of
Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

H. W. Petrie 141-145 Front Street West, **Toronto—Selling Agent.**

"THE GEM"

A FOOD CUTTER WHICH DOES ITS WORK WELL.

IT HAS NO RIVAL.

THE CANADA HARDWARE CO., MONTREAL.

STOVE BRICK
FIRECLAY AND ASBESTOS
FURNACE CEMENT

all kinds of Fire Clay Products made to order from patterns. Write us for varieties and prices.

JONES BROS., Bracondale, P.O., Ont.
(near Toronto.)

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AGENTS IN CANADA

FOR THE

Celebrated P. & B. Cold Storage Lining

AND

. . Ruberoid Roofing . .

P. S.--Prices on Application.

65 Shannon Street, MONTREAL.

ilton, Ont. Their special exhibit is their Arctic Anti-friction Metal; but they are showing machinery and ornamental brass, phosphor bronze, zinc, copper, etc.

Messrs. Arthur Betton, C. M. B. World, ——. McLaren and Fred Armstrong have in charge one of the best exhibits on the ground. It is that of The James Morrison Brass Manufacturing Co., Limited, 89-97 Adelaide street west, Toronto. They are showing a display of gas, electric and combination fixtures, marine twin safety valves, locomotive injectors and gauges. They are also showing a full line of J. M. T. brass and iron body valves, "Pop" safety valves, binnacle and compass for steamboats, steam whistles and Hancock inspirators, J. M. T. injectors. A noteworthy feature of their exhibit is the model bathroom with a patent folding shower for bath; also Quinn automatic flushing valve. This company are the sole agents for the Heintz steam traps.

The United Electric Co., Limited, of Toronto, have on exhibition electric generators, motors and arc lamps, with alternating or direct current.

The Goldie-McCulloch Co., of Galt, have their "Ideal" engine running the south line of shafting in the machinery hall. They have also on view one 12-in. moulding machine, sold to The Wiarton Beet Sugar Co.

The Dodge Manufacturing Company, of Toronto, are showing some of the Dodge standard wood-split pulleys, of which they are the sole manufacturers. They have as well an exhibition of their friction clutches or cut-off couplings.

S. Vessot & Co., Joliette, P.Q., have an exhibit of their "Champion" feed mill.

The Gee Electrical Co., 11 Colborne street, are showing their dynamos, motor and light generators.

The D. K. McLaren Co. are showing an exhibit of genuine oak-tanned leather belting.

An exceedingly extensive and excellent exhibit is given by The Canada Foundry Company and The Canadian General Electric Company. They show some of their fences, grilles, stair cases, office railings, set and cap screws. They have as well a good machine display.

In the implement building The Page Wire Fence Company, of Walkerville, occupies one of the most conspicuous portions of the space. Among the others exhibiting in this building are The Aylmer Iron Works Co., Limited; The Cyclone Woven Wire Fence Co., of Toronto; The Ideal Woven Wire Fencing of The MacGregor-Banwell Co., of Windsor; The Sylvester Gasoline Engine Company of Lindsay, Ont.; the ice harvesting tools of Robert Donaldson & Sons, Montreal; the marine gasolone engines, manufactured by The Hamilton Model Works of Hamilton; the gasoline engines of The Gasoline Engine Co., of Toronto Junction; the Dominion gasoline engine of The Dominion Motor and Machine Co., Limited, Toronto.

The general nature of the whole exhibit was very fair, equal to that of most years and in some respects better. It cannot be denied that considerable benefit accrues to the exhibitor, but manufacturers are manifesting a feeling that the cost of making the exhibit is often out of all proportion to the results.

Said one manufacturer: "We spent easily $500 last year in making an exhibit here, but to my knowledge no direct results ensued. It's very nice to shake hands with old acquaintances, and I suppose, indirectly, results come; but had I invested that $500 in newspaper space I could have traced results."

Said another: "We would not have had an exhibit this year, but they asked us to run a line of shafting and we've always done it since the hall was erected, and so we came."

Others believed that the Exhibition gave in a direct practical manner the kind of information that people wanted, but all were averse to breaking into the busiest portion of the year.

AUTOMOBILES HAVE COME TO STAY.

In a recent number of Outing William J. Lampton declares that at present automobiles are too complicated and prices are too high for general adoption. The ratio of machines to population in the United States, 12,000 to 78,000,000, say; that is, one to every 6,500 persons, does not at first appear promising, but when we consider that only three years ago the ratio was one to 1,500,000 persons a very different aspect is presented, and it may be safely concluded that with such possibilities of demand the automobile must of necessity grow to meet the measure of its greatness. American makers are quicker to see this opportunity than are their foreign rivals, as is proved by prices. Foreign machines are sold in this country at from $2,500 to $20,000, the record price paid by a wealthy New Yorker for a French machine, while the highest-priced American machine is $5,000, and hundreds are in use which cost their owners from $650 to $800. A good horse and wagon may be had for $200, and the automobile must approximate this figure to become popular. That this may be done and still be profitable to makers is shown in the history of bicycle prices, and in the further fact that one of the first American makers, with the popular ideal in view, made machines to sell at from $400 to $600, and advanced his prices later because he could get whatever he asked.

EMPLOYMENT OF ELECTRICITY.

Bradstreet's, New York, says: "Evidences of the immense extension of the employment of electricity in recent years lie about us on every side, but, perhaps, there is none more striking than the utilization of this force in transportation. Some statistics which serve to measure this growth have lately been given out by the Census Office. It is shown, for example, that in 1890 there were 2,895 electric cars in use on street railways out of 32,505 of all kinds, and 1,262 miles of track out of 8,123. By the year 1899 the number of electric cars had increased to 50,658, and the length of track to 17,969 miles. The importance of the field which has been so successfully invaded by electric traction and its extension under new conditions may be measured by the fact that whereas in 1890 the total capital and funded debt for all such railroads was $363,150,000, in 1900, the total for 871 street-railway systems, chiefly electric, was $1,023,819,987 capital stock and $777,862,571 funded debt, making a total of over $1,800,000,000, or about five times the aggregate for ten years before. The cost of operation by the electric motor seems to be below that entailed by the employment of the cable or of the horse. This is shown by figures furnished by The Metropolitan Street Railway Company of New York, which makes the cost of operating with the cable car 17.76 cents per mile and with the horse of 18.98 cents, as compared with 13.16 cents with the electric motor.

ELECTRICAL NOTES.

Jones & Moore have sold an 18 H.-P. 250-volt generator to Mr. Dobson, of Beaverton.

W. W. Carter, of Fesserton, has purchased a 30-light dynamo from Jones & Moore, Toronto.

J. Robinson & Son, of Oshawa, have purchased a 150-light dynamo and switchboard from Jones & Moore.

In a fire at West Lorne, Ont., on September 1, The Electric Light Company lost $2,000, with insurance of $1,800.

Jones & Moore, Adelaide street west, Toronto, have sold a 250-light generator to the Maple Leaf Woollen Mills, Markham.

The Kay Electrical Dynamo and Motor Co., Queen street east, Toronto, have sold a 20 H.-P. generator to The Smith's Falls Woollen Mills. The same company has also purchased from The Kay Company an 8 H.-P. motor.

Jones & Moore have sold a generator to A. F. Bowman, of Owen Sound; also one 40 H.-P. 250-volt generator, with switchboard and a 5 H.-P. 250-volt generator to The Ontario Malleable Iron Co., of Oshawa; also a 2 H.-P. 500-volt motor to W. C. Hunt.

U. S. LOCOMOTIVE INDUSTRY.

The United States census report on the manufacture of locomotives, just issued, says:

The reports show a capital of $40,813,793 invested in the manufacture of locomotives in the 28 locomotive works reporting for the United States. The sum represents the value of land, buildings, machinery, tools and implements, and the live capital utilized, but does not include the capital stock of any of the manufacturing corporations engaged in the industry. The value of the products is returned as $35,209,048, to produce which involved an outlay of $10,899,614 for wages; $1,369,341 for miscellaneous expenses, including rent, taxes, etc.; and $20,174,395 for materials used, mill supplies, freight and fuel. The census schedule takes no cognizance of the cost of selling manufactured articles, or of interest on capital invested, or the mercantile losses incurred in the business, or of depreciation in plant. The value of the product given is the value as obtained or fixed at the works.

During the census year 1900 there were 28 establishments, the sole or chief product of which was locomotives. At these works 2,774 locomotives of all classes were built, with an aggregate value of $27,121,063, compared with 2,409 locomotives, valued at $19,752,465, built in 19 establishments in 1890. In addition, 272 locomotives, valued at $3,276,393, were constructed at 26 railroad shops, making a total of 3,046 locomotives, valued at $30,397,456, built in 54 establishments during the census year 1900. The figures for 1890 do not include locomotives built in railroad shops.

Trade Standards

NOV - 1 1902
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are Boeckh's Standard Brooms, Bryan's London Brushes and Boeckh's Standard Brushes, Cane's Newmarket Woodenware.

The high standard of excellence to which these goods have attained is not only a source of satisfaction to their manufacturers but a guarantee to the trade that in handling our goods dealers will always retain the good-will of their customers and at the same time have the largest possible margin of profit.

Boeckh's Bamboo-Handled Brooms—Labor-lighteners, none can equal them as trade-winners.

Brooms and Whisks—Buying direct from the growers enables us to quote lowest market prices.

Brushes—Artists' Brushes; Painters', Varnishers' and Kalsominers' Brushes; Toilet Brushes; Household, Machinery and Factory Brushes; Horse and Carriage Brushes, etc.

Stable Brooms—Bass, Rattan, Cane, Split Cane, etc. Special Broom made to order for Breweries, Street Sweepers, etc.

Feather Dusters—Turkey Feather Dusters, Peacock Feather Dusters, Hemp Dusters, Wool Dusters, Barbers' Dusters, Hearth Dusters, etc.

Cane's Newmarket Pails and Tubs—Noted for their wonderful durability—a triumph of worthy goods and ready sellers

Washboards—Latest improved styles—boards that will give perfect satisfaction.

Clothes Pins—Loose or in 4 or 6 dozen packages—all selected, perfect Pins.

Butterware—Barrel Churns, Ash-Dash Churns, Butter Dishes, Bowls, Paper, Spades, Ladles, Moulds, Prints, Stamps, etc —a wide range that keeps well to the front.

Kitchenware—Washers, Wringers, Self-Wringing Mops, Bake Boards, Rolling Pins, Pie Plates, Spoons, etc. Extra value in this line—a wide variety.

Cocoa Mats—Extra Brush Edge, Skeleton, Fancy, Wool Border, Rush and Corn Mats, etc.

Baskets—Butter Baskets, Market Baskets, Hampers, Grocers' Delivery, Waste Paper, etc.

Cordage and Twine—Clothes Lines, Halters, Plough Lines, Ropes, Twines, etc. Goods that pay the dealer to handle and the customer to ask for.

If one of our representatives has not yet called upon you and you are in a hurry for goods, write, 'phone, or telegraph to us direct at our expense.

UNITED FACTORIES, Limited,

Head Office: Toronto.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

MONTREAL BRANCH: 1 and 3 DeBresoles St. **LONDON BRANCH: 65 Dundas St.**

CANADIAN WHOLESALE HARDWARE ASSOCIATION.

The Fourth Annual Convention in Montreal.

THE fourth annual convention of the Canadian Wholesale Hardware Association was held in Montreal on September 4 and 5. This is the first time the Association has held its meeting in that city since its formation four years ago. The president, W. Starke, of Howden, Starke & Co., Montreal, presided over the meeting.

The firms represented at the convention were: H. S. Howland, Sons & Co.; Rice Lewis & Son; Caverhill, Learmont & Co.; A. Macpherson & Son; Howden, Starke & Co.; Wood, Vallance & Co.; D. H. Howden & Co.; Canada Hardware Co.; L. H. Hebert; Seybold, Sons & Co.; Letang Hardware Co.; John Bowman Hardware and Coal Co.; Hobbs Hardware Co.; H. Lemieux & Fils; Lewis Bros. & Co.; D. H. Howden & Co.; Thos. Birkett & Son Co.

The report of the secretary-treasurer showed the affairs of the Association to be in the most satisfactory condition.

A number of manufacturers were unable to be present, and letters expressing their regret were read.

At the close of the sittings on Friday morning much regret was expressed at the accident to Robert Starke, and a vote of sympathy was passed for him. The information was given that Mr. Starke, although still in the hospital, was on a fair way to recovery. An operation had to be performed, two of his ribs having been broken, but he had come through it successfully and continued improvement in his condition was expected.

At the election of officers for the ensuing year the following were elected for the various positions:

President—Thomas B. Lee, of Rice Lewis & Son.
Vice-President—Fred. O. Lewis, of Lewis Bros. & Co.
Executive Committee—Thomas Birkett, M.P., of T. Birkett & Sons Co; John Bowman, of The John Bowman Hardware & Coal Co; A. Jeannotte, of L. H. Hebert; C. A. Whitman, of The Hobbs Hardware Co.; William Shaw, of The Chinic Hardware Co.
Secretary-Treasurer—Jenkins & Hardy.

On Thursday evening, September 4 a banquet was tendered to the members of the Association and a number of others connected with the hardware trade, by the retiring president, W. Starke, at the Windsor Hotel.

The guests, to the number of about 50, sat down to an excellent dinner, and nothing but praise could be heard for the arrangements of everything in connection with the occasion.

The toast list was not long, but was one well suited to the occasion, and elicited many clever and entertaining replies.

President Starke first proposed a toast to "The King," whose health was drunk to the tune of "The National Anthem," which was followed by that of "Our Country," the chairman calling upon Mr. Newman, of Caverhill, Learmont & Co., for a reply. That gentleman responded in his usual happy vein, and his remarks, though brief, were of a patriotic character which drew frequent applause from his hearers.

"Our Association" was fittingly replied to by Peleg Howland, a past president of the Association, who made the banqueters laugh heartily more than once, and also by Thomas B. Lee, the new president.

Mr. Lee, as the head of the Association for the ensuing year, was given a splendid reception on rising, referring, in the course of a happy reply, in terms of deep appreciation to the honor done him in his election, and to his determination to do all in his power to further the interests of the Association during his term of office.

"The Manufacturers" was the next toast, and, as there was not lacking a good number of that fraternity at the banquet, several short replies were heard.

Mr. Gould, of Hamilton, was called upon by the chairman to answer to the toast of "The Ladies," and Mr. Gould did so in a very pleasing manner.

The evening was not brought to an end until a toast was proposed in honor of the host, Mr. Starke. That gentleman replied briefly, expressing his satisfaction with the incoming president of the Association, and the pleasure it afforded him to give way to one so worthy.

Mr. Thomas B. Lee, President of the Canadian Wholesale Hardware Association.

IN BUSINESS 35 YEARS.

The Welford Bros., manufacturers of cotton, hemp and jute twine and cordage, Glebe street, London, have just completed their 35th year of business. They started the cordage and twine business in 1867; they added in 1887 brooms and whisks to their manufactures. Each year they have added to their broom plant the best machinery known to the trade.

Welford Bros. also make a specialty of halters, making the new cavalry halter, and as well all kinds of leather, web and rope halters. In these lines their trade extends all over the Dominion. They have an enormous trade in rope cattle ties, clothes lines and plow lines and commercial twines.

THE GOODELL

REVERSIBLE

Automatic Screw Driver.

EACH WITH THREE TOOL STEEL BLADES

for both driving and drawing screws automatically it is unquestionably the finest specimen of mechanical ingenuity ever produced.

Practical,
Strong,
Durable,
Of Moderate Cost.

It has two separate and distinct spirals, each working entirely independent of the other, thereby rendering it far superior to any having a cross spiral, such as has been the case with former Reversible Automatic Screw Drivers.

It has two brass nuts between the handle and the sleeve, and is operated as follows: For Right Hand Work, tighten the nut nearest the handle and loosen the one nearest the sleeve. For Left Hand Work, reverse this operation.

MADE ONLY BY

GOODELL-PRATT COMPANY,

Greenfield, Mass., U.S.A.

DECATUR, BULL & CO., Resident Agents, MONTREAL.

TAYLOR, SCOTT & CO.

THE firm of Taylor, Scott & Co., manufacturers of brooms, brushes and woodenware, etc., Bay street, Toronto, are about to make extensive alterations in their already large premises, and have bought the property immediately to the north and east of their present building, a large portion of which was formerly occupied by Grand's Repository. In an interview with Mr. Geo. C. Taylor, who is head of the firm (Mr. Scott having died some 10 years ago), he said :

"We found it necessary to make an extension owing to the increasing volume of business. The building just to the south of where the office and warehouse is now, and used as part of the factory, is to be created into a handsome office and warehouse, and the other building, with the extensions which will be added, will be exclusively used for the factory. It will be six flats high, and the whole establishment when completed will cover nearly one acre of ground. The factory will be fitted up with all the latest known improved machinery for the manufacture of brooms and brushes, etc., and when complete will be the largest and most up-to-date factory on the continent.

"I have recently returned," said Mr. Taylor, "from the large cities and centres of the United States, inquiring into and finding out all the latest improvements and ideas, all of which and many more will be included in the new factory. The alterations are expected to be finished this fall."

Mr. W. Starke, retired President of the Canadian Wholesale Hardware Association.

MAKING WASHING MACHINES FOR 25 YEARS.

Mr. J. H. Connor, of J. H. Connor & Son, Limited, Ottawa, claims to be the pioneer washing-machine manufacturer of Canada. Starting in this business 25 years ago, doing the work himself by hand, he has the pleasure of seeing the business grow till it is now one of the largest of its kind in Canada. Some of the first machines he made are in use to-day. Most people think he makes them too good. Last year the firm of J. H. Connor & Son was turned over to a joint stock company under the name of J. H. Connor & Son, Limited, with Mr. J. H. Connor as president. Extensive additions to their plant and buildings have been made within the last year, so that they are now able to turn out 10,000 washers and wringers a year. Besides making 8 different styles of washers and 12 different wringers, they make farm and garden wheelbarrows, tub stands, step ladders, etc. Their advertisement of a special rotary washer will be found on another page of this paper.

INCREASED WAREHOUSE SPACE.

The McClary Manufacturing Co.'s eastern and western business has so grown that they have found it necessary to nearly double the storage room in both their St. John, N.B., and Vancouver branches.

At present, two storeys are being added to their St. John, N B., buildings. Each storey will have a floor surface of 32x115 ft. and an eight-foot clearance. The St. John branch was established in April of last year, when a warehouse was purchased, which was then considered to be large enough for the next five years, but their eastern trade has increased so rapidly that this additional space was necessary for the coming fall business. The St. John branch is under the management of J. J. Foot, formerly of the head offices in London. The McClary Co. have also added two storeys to their Vancouver warehouse, which branch was established in 1894, and is managed by W. G. Drake, who has proven that he thoroughly understands the British Columbian and mining district needs by the large increase inbusiness which the company have enjoyed from year to year in this territory.

SHEFFIELD CUTLERY FOR AFRICA.

A few weeks ago King Lewanika paid a visit to the "Cutlery Capital," as Sheffield is called. He is now returning to his own country. On the eve of his departure he gave audience to some of those who entertained him on his visit to this country. Amongst them Ald. Senior, J.P., Lord Mayor of Sheffield, who took the opportunity of presenting him with a fine casket of cutlery, illustrative of the production of Sheffield. The casket is of rich Coromandel wood, with gold-plate mountings, lined with white satin and silk velvet. The contents were toilet requisites and a set of "Keen" razors, all the manufacture of George Butler & Co., Trinity Works, Sheffield, and at 62 Holborn Viaduct, London, E.C.

A shield in centre of lid bears the inscription :

Presented to
His Majesty
King Lewanika
by
Alderman George Senior, J.P.
Lord Mayor of Sheffield.
August 21st, 1902.

Col. Colin Hardinge, who has been in attendance on the King and came to Sheffield with him, was also presented with a full set of Butler's "Keen" razors, etc., suitably engraved.

The Telephone

has no equal as a saver of time and money for the buying and selling of goods from distant points.

The travelling salesman found this out long ago. Others are learning the truth daily. Bear it in mind.

THE BELL TELEPHONE CO. OF CANADA.

WESTERN ASSURANCE COMPANY

Incorporated 1851

Fire and Marine

Capital	-	**$2,000,000.00**
Assets, over	-	**2,900,000.00**
Annual Income		**3,000,000.00**

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.

FILES. RASPS.

WE ARE NOT IN THE TRUST.

Quality of our goods guaranteed and our discounts very liberal. A trial order solicited. Write for discounts.

99 Niagara St., **TORONTO FILE CO.**

CANADIAN GOODS FOR CANADIANS.

TRADE NOBLES & HOARE NH LONDON MARK

Nobles & Hoare.

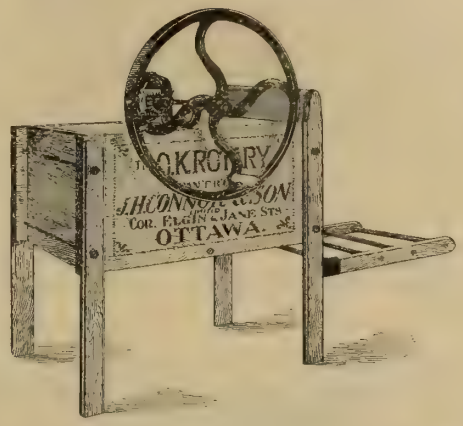
CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.



'Tis EASY!

CONNOR'S O. K. ROTARY WASHER.

This machine has a fly wheel that is half as heavy again as any other similar machine. The perfect fitting castings make it run smoothly and without jar.

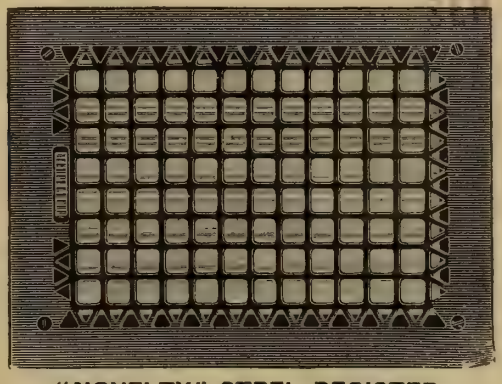
J. H. Connor & Son, Limited
Manufacturers of Washers and Wringers,
OTTAWA, ONT.

Write at once and get control of this machine for your town

Jump on it, old man! You can't break it

Here we have a register made altogether of steel—absolutely non-breakable, and just what is wanted to stimulate furnace trade.

Sold at same prices as cast iron Registers.



"NOVELTY" STEEL REGISTER

They are lighter and stronger than other Registers and save freight.

Made in regular sizes, with steel borders or face plates.

Order a trial lot for your next furnace job and if not entirely satisfactory return at our expense.

THE METAL SHINGLE & SIDING CO., LIMITED
PRESTON, ONT.

IN THE ADIRONDACK MOUNTAINS.

The sweet green valleys ridged with heathery slopes
The streams whose soft blue arms encircle all,
And far away, the northern mountain tops,
Hued like the azure of the dewberry,
And mingling with the region of the rain.
—Buchanan.

TO a large number of Canadians the Adirondack region, or "Great North Woods," is a terra incognita, and this is not to be wondered at when we recall the multitude of beautiful mountain resorts which we have in our own country. However, the tourist in search of novelty and striking views knows no boundary line and enjoys revelling in the beauties of Nature whether it be in the Highlands of Muskoka, Banff Springs, in the Rockies, the Laurentides, at St. Agathe, or up the Saguenay, the beautiful St. John River in New Brunswick, the shimmering beauty of the Evangeline district, the Blue Mountains in Asheville, North Carolina, the entrancing Trossachs of Auld Scotia, the restful sweetness of the English Windermere lakes, Mount Snowdon, in Wales, Snaefell, in dear old Manxland, or the superb and majestic country of the Suisse.

To a Montrealer the Adirondacks have the great advantage of accessibility. Three hours from Montreal by the Canadian Pacific Railway and the New York Central Railway will place him within the portals of the northern gateway of the Adirondacks at the Mountain View Hotel, Mountain View Station, 1,600 feet above sea level. From the hotel balcony a grand view of the mountains may be obtained. No less than 14 forest-clad peaks being in sight with numerous lakes close at hand, one thinks of Byron :

There is a pleasure in the pathless woods,
There is a rapture in the lonely shore,
There is society, where none intrudes.

The massive pines which one delights to see in "the forest primeval" have nearly all been cut down by the remorseless lumberman except in extremely out-of-the-way places or where the United States Government has stepped in and reserved the section for the good of the people. The second and undergrowth, however, is marvelous, and the pure air is redolent with the rich sweetness of the cedars, balsam, spruce, hemlock, beech, birch, maple, elm and ash, while ferns, moss, golden rod and numerous wild flowers delight the eye and add to the delicious fragance.

The Mountain View Hotel is unique in its way. It is "run," as the Americans say, by the owner, Mr. Howard H. Lyman and his charming family. There is no "bar." Nor is there any in the village for the simple reason that no village exists. Only the hotel with the farm and boat-houses close by. Indian Lake, a fine sheet of water, is only a few yards from the verandah, which is ample and deep, with restful chairs for weary brains or aching limbs. The feeling of hotel life is absent, the place being home-like and invigorating.

You may take numerous day trips to places of interest. The village of Saranac, on Saranac Lake, is easily reached by rail in a couple of hours, and one can see lodging houses and village hotels to accommodate those with slender means in search of health or gaze upon the large caravansaries, such as the "Algonquin" Hotel or the "Ampersand," where the well-to-do New Yorker "puts up" and cools off after the excitement of coal strikes, beef trusts, watered stocks and Wall Street.

To Paul Smith's famous hotel is another day-trip or a drive from Mountain View to Schroeder's Glen (7 miles), probably one of the most bewitching spots on this broad earth. I must quote a Bostonian, who was one of the driving party. As the view burst forth, coming round a bend in the road, she exclaimed :

"This glorious vista lends a charm and produces an exuberant feeling which fills one with ecstasy, rapture and delight!"

"Amen," added a meek voice.

The extreme wildness of the surroundings is a great attraction. For instance, ask "Daisy," one of the young ladies of the house to show you High Falls. There is no beaten gravelled path here with a sign to "Keep off the grass," only a blazed trail through the woods — the haunt of deer — around stumps. Over fallen trees, "O'er moss and fell," bog and bramble our fair guide leads on until the falls are reached in a wild and sheltered glen, not marred by quack medicine advertisements, noisy mills or unsightly buildings. Here we had some more "tall" language in another vein. Several of the party were looking up at the lofty pines, and the following exclamations were indulged in :

"Ain't it sweet?"
"Oh, it's perfectly lovely!"
"It's real elegant!"
"Isn't it simply exquisite?"

Of course, my curiosity was aroused, and I looked up expecting to see a rara avis, a cockatoo, a bird of extraordinary plumage, or, perchance, a possum up a gum (spruce gum!) tree. No. Not even a squirrel in sight! At last, I inquired the cause of the excitement.

"Don't you see the big lump of fungus (toadstool) for painting upon. Isn't it delightful?"

"For the land's sake," some one exclaimed, "flap jacks and dough nuts and pumpkin pie, what a fuss over an unsightly product of dead wood!"

Returning to Mountain View we were quite ready for the tea mine host Lyman had ready for us and piles of smoking hot biscuits, ham and eggs with baked potatoes, etc., soon disappeared.

WILLIAM H. EVANS.

A minute or two and your shave is through. The "New Gem" Safety Razor is guaranteed to always shave any growth of beard. Catalogues mailed free from these Canadian agents: **Montreal**-Caverhill, Learmont & Co.; **Quebec**—Cbinic Hardware Co.: **Berlin**—Jno. Fennell & Son; **Hamilton**—Wood, Vallance & Co.; **St. John, N.B.**—Kerr & Robertson; **Halifax, N.S.**—A. M. Bell & Co.; **Winnipeg, Man.**—J. H. Ashdown Hardware Co.; **Vancouver, B.C.**—McLennan, McFeely & Co.; **Victoria, B.C.**—M. &H. A. Fox; or direct from makers, **The Gem Cutlery Co.**-34 Reade St., **N.Y.C.**; 9 London St., E.C., **London**; 9 Pickhuben St., **Hamburg, Germany.**

IDEAL QUICK ADJUSTING BOOT & SHOE HOLDER

PAT JULY 1st. 1902

ALL METAL

Strong *Neat* *Durable*

The Canada Hardware Co.,
Wholesale Merchants Limited
MONTREAL

STANLEY RULE & LEVEL CO.,

NEW BRITAIN, CONN., U.S.A.

IMPROVED CARPENTERS' TOOLS

SOLD BY ALL HARDWARE DEALERS.

John Bowman

HARDWARE & COAL CO.

LONDON, ONT.

Our stock of goods for the spring trade is now complete, and we can fill all orders promptly on the following lines :

Wire, Nails, Cordage, Window Glass, White Lead, Paints, Whiting, Churns, Linseed Oil, Spades and Shovels, Screen Doors, Wove Wire, Poultry Netting, Builders' Hardware, Guns and Sporting Goods. Finest stock in the Province of Cutlery.

Prompt Shipment. Prices Right.

Wire

Copper Wire

— FOR —

Telegraph, Telephone, Trolley and Transmission Lines.

Round, Square and Rectangular for Electrical Machines.

Brass Wire

of all kinds and for all purposes.

Plain Wire

Annealed, Annealed and Oiled, Tinned, Coppered, Wire Nails, Bright Goods, Wood Screws, Jack Chain, "Crescent" Hat and Coat Hooks, Poultry Netting, Barrel, Blind and Bed Staples.

Galvanized Wire

Barb Wire, Plain Twist, Galv'd Fence Staples.

Manufactured by

The Dominion Wire Manufacturing Co., Limited

MONTREAL AND TORONTO.

HEAD OFFICE New Coristine Building, St. Nicholas Street, MONTREAL.

Long Distance Phones to all Departments.

PROPRIETORS, PATENTEES AND MANUFACTURERS,

The World's Manufacturing Co.,

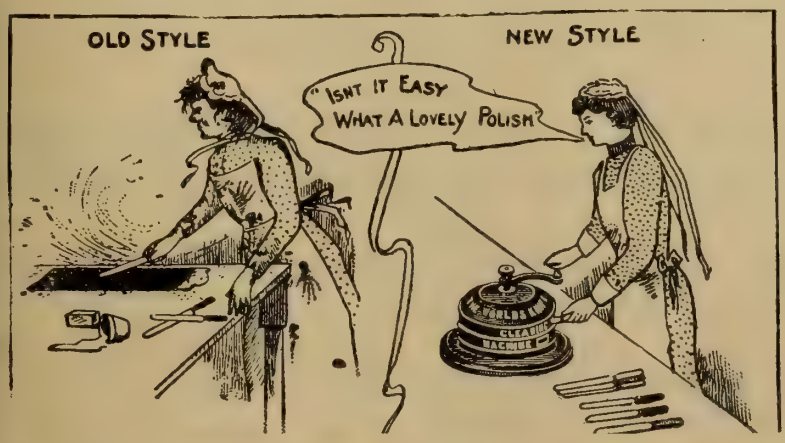
66 and 68 Victoria St., LONDON, S.W.

IT makes no dust.
IT will clean every sort and size of knife.
IT does not injure the knives or handles.
IT has no centre spindle through the discs.
IT will easily clean at the rate of over 60 knives per hour.
IT feeds itself with powder.
IT can be easily taken to pieces and put together again.
ITS parts are interchangeable.
IT is indispensable in every home.
IT is the simplest and best of all knife cleaners.
IT does away with the most objectionable work a servant or housewife has to do.
IT makes quite a nice occupation.
IT does away with excuses for dirty knives.
IT is handsomely plated in electro copper.
IT is an ornament to any kitchen.
IT is the most perfect Knife-Cleaning Machine.
IT is within reach of all.

Weight, about 12 lbs. **Size, 11 in. x 11 in., 7½ in. high.**

25,000 SOLD IN ENGLAND ALONE LAST YEAR.

(Patented at Home and Abroad)



For HOTELS and CLUBS

ENGLISH MAKE THROUGHOUT.

Special Prize Medal at Food and Cookery Exhibition, London, 1901.

Show Cards free.

For Public Institutions and the Home.

Complete in wood box with directions and tin of polish.

Highest award, Special Gold Medal, Military Exhibition, London, 1901.

Advertising Matter free.

Proprietors, Patentees and Manufacturers, **The World's Manufacturing Co.,** 66 and 68 Victoria St., LONDON, S.W.

Sole Wholesale Agents for the Dominion, DECATUR, BULL & CO., 30 Hospital St., MONTREAL.

MARKETS AND MARKET NOTES

QUEBEC MARKETS

Montreal, September 12, 1902.

HARDWARE.

ALL seasonable lines of hardware have been moving satisfactorily, and trade is generally regarded as being more active than last week. The meeting of the wholesale trade in Montreal on September 4 and 5 aroused a good deal of interest in both jobbing and retail circles. The prices of heavy T strap hinges have been fixed as follows: 4-inch, 6¼c. per lb.; 5-inch, 6c.; 6-inch, 5¾c.; 8-inch, 5½c.; 10-inch, 5¼c. Food choppers are among the rapidly moving lines this week. They are quoted at from $1.10 up. Apple parers are also selling well.

BARB WIRE.—There is but a light movement in this article. The price is $3 per 100-lb. keg f.o.b. Montreal.

GALVANIZED WIRE.—The market is quiet and without any special feature to note. Prices are unchanged. We quote: Nos. 6, 7 and 8 gauge, $3.45; No. 9, $2.80; No. 10, $3.55; No. 11, $3.65; No. 12, $2.95; No. 13, $3.05; No. 14, $4.05; No. 15, $4.55; No. 16, $4.80; No. 17, $5.20; No. 18, $5.45.

SMOOTH STEEL WIRE.—There is a fair demand, and our quotations are now as follows: Bright and annealed, $2.60 per 100 lb. f. o. b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—There is no change. The market remains very quiet. The discount is 25 per cent. with the following net extras: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c.; ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—The demand for this has slightly improved over last week, but trade is still quiet and the discount is unchanged from 62½ per cent.

FENCE STAPLES.—Business is of a very quiet nature and there is no change in price. We quote: Galvanized staples, $3.25 per 100-lb. keg and bright at $2.90 per 100-lb. keg. For 25 and 50-lb. packages an extra of 25c. is charged.

WIRE NAILS.—Jobbers report this week a fair trade in wire nails at the following prices: In small lots, $2.55 and in carlots, $2.50 f.o.b. Montreal, London, Hamilton, Toronto, Gananoque, Brantford, Windsor, Ont., St. John and Halifax.

CUT NAILS.—These continue to move out fairly well. The market is steady and the price is $2.45 per keg in small lots and $2.37½ per keg in carlots.

HORSE NAILS.—No further changes in discounts are reported this week. The market is fairly active. Discounts are: "C" brand, 40, 10 and 7½ per cent. off; on "M" brand, "Oval," 57½ per cent.; "New City," 57½ per cent.; "New Countersunk," 66 2-3 per cent.; "Monarch" horse nails are discounted at 70 per cent.

HORSESHOES.—Trade in horseshoes is now brisk. All jobbers are receiving many good orders. Prices are unchanged. We quote: Iron shoes, light and medium, pattern, No. 2 and larger, $3.35; No. 1 and smaller, $3.60; snow pattern, No. 2 and larger, $3.60; No. 1 and smaller, $3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; featherweight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra. F.o.b. Montreal only.

SCREWS.—There is a fair trade doing in screws. No material change has been reported during the week on the market,

Have You the Following Seasonable Goods in Stock?

STOVE BOARDS — Lithographed and Crystal. All sizes in oblong and square.

STOVE PIPE . — Easy lock. Made up in all sizes.

ELBOWS . . . — "McClary's," the strongest and best made. All sizes in black and galvanized iron and tin.

COAL HODS . . — Open, and with funnel. All sizes in galvanized, plain and fancy japanned.

We can Make Prompt Shipment In any of the Above Lines. . .

The McClary Manufacturing Co.,

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

"Everything for the Tinshop"

ENGLISH
GERMAN
BELGIAN
CANADIAN
AMERICAN
} PORTLAND CEMENTS.

FIRE
BUILDING
ENAMELLED
SILICA
MAGNESIA
} BRICKS.

DRAIN
CULVERT
} PIPES.

F. HYDE & CO.
31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .
Salt Glazed Vitrified
SEWER PIPE
Double Strength Culvert Pipe a Specialty.
THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.
LIMITED
DESERONTO, ONT.
Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."
Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"
BRAND
Foundry Pig Iron.
Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.
Write for Prices to Sales Agents
Drummond, McCall & Co.
or to MONTREAL, QUE.
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

and we quote the discounts as follows: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—There is no change. Business is quiet. Our quotations are now as follows: Manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, 11c. Prices on binder twine are as follows: Blue Ribbon, 650 feet to the pound, 15c.; Redcat, 600 feet to the pound, 14c.; Tiger, 550 feet to the pound, 13c.; Standard, 500 feet to the pound, 11½c.; sisal, 500 feet to the pound, 11½c. Prices are subject to a rebate of ½c. in carload lots.

RIVETS AND BURRS.—The market is steady and trade continues fair. We quote the discounts as follows: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

BOLTS.—A number of good orders have been received this week. The discounts, which are unchanged, are as follows: Norway carriage bolts, 55 per cent.; common, 50 per cent.; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 per cent.; coach screws 66 2-3 per cent.; sleigh shoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼ per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

BUILDING PAPER.—The market for building paper is now very quiet. We quote: Tarred felt, $1.70 per 100 lb.; 2-ply, ready roofing, 85c. per roll; 3-ply, $1.10 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O K and I X L, 65c. per roll; heavy straw sheathing, $30 per ton; slaters' felt, 60c. per roll

SCREEN WIRE CLOTH.—There is no change whatever to report. Trade is dull at $1.37½ per 100 square feet.

POULTRY NETTING.—In this article there is some movement, but the market rules quiet. Canadian or English netting is discounted at 50 and 10 per cent. off on 2 x 2 mesh, 19 wire, and 50 per cent. off on 2 x 2 mesh, heavier. Canadian list used.

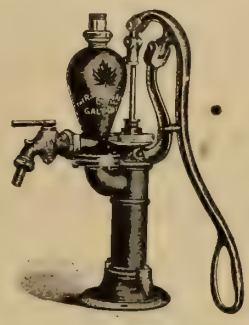
HARVEST TOOLS.—There is nothing doing. The discount is 60 per cent.

FIREBRICKS.—These continue to move along as usual with no change to report in prices. English selling at $16 to $20 and Scotch at $17 to $22 per 1,000.

CEMENT.—Business in cement is not of a very lively nature at present. The prices have been maintained, however. We quote: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per barrel ex-wharf, and American, $2.10 to $2.20 ex-cars.

SPORTING GOODS.—All kinds of sporting goods continue to sell freely at unchanged prices. Discounts are: Empty Canadian, 25 per cent.; American, 10 per cent. advance on list. Loaded, "Trap,"

A. C. LESLIE & CO.
HEADQUARTERS FOR
WIRE.
WIRE RODS, FENCING WIRE, TELEGRAPH WIRE, SPRING WIRE, COILED WIRE FOR FENCING, WIRE NETTING, WOVEN FENCING, Etc., Etc.
Import orders for wholesale buyers only.
509-512 Merchants Bank Building,
MONTREAL.

Dealers Should Bear in Mind

that when they sell a
McDOUGALL
PUMP : :
they take no risk, for if the pump is not all right, through any fault of ours, we will make it good or refund the money.
We make all kinds of pumps for all services.
Write to-day for catalogue.
The R. McDOUGALL CO., Limited
GALT, ONT., CANADA.
QUALITY BEST. PRICES RIGHT.

Pig Tin.
"Boustead & Co's" Penang
"Straits"
"Lamb and Flag"
Copper —"Lake" —"MA"
Galvanized Sheets.
ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
OPEN HEARTH STEEL.

Do you carry a stock of

GRANATINE . . FLOOR FINISH

FOR NATURAL WOOD FLOORS, OIL CLOTH, LINOLEUMS, ETC.?

If not, you should, as it is a finish you can always **highly recommend,** knowing it will not only **please the purchaser,** but give the impression that **you always handle reliable and up-to-date goods.**

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The Imperial Varnish & Color Co. LIMITED

Toronto, Ont., Canada.

If you want

A TRADE BUILDER
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and a good all-round paint that you can recommend to your customers, stock the famous

"Ark Brand"

You take no chance

Because it has proven itself beyond a doubt to be the most valuable paint on the Canadian market. It is not cheap, but it's good. Write for agency and ask for booklet.

THE FRANCIS-FROST Co. Limited
TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler.

30 per cent.; American, 30 per cent. "Leader" and "Ideal," smokeless brands, 37½ per cent. Brass shot shells, Dominion, 55 per cent.; American, 40 per cent. Primers, Dominion, 30 per cent.; American, $1.60 per 1,000.

SNOW SHOVELS.—The market is growing more active in this line. This week a good business has been done. Quotations are as follows: "Habitant," $2.25 to $2.40; "Victor," 30 per cent. off; steel railroad shovels, 40 and 5 per cent. off.

FIRE SHOVELS.—There is a good demand for fire shovels, and we quote: No. 70, 38½ to 40c. per dozen; No. 55 55 to 60c.; No. 57, 82½ to 90c.; No. 60 82½ to 90c.; No. 65, $1.37½ to $1.45; No. 80, 50 to 55c.; "Duplex," No. 7, $1.21; No. 9, $1.52; No. 11, $1.82.

METALS.

The metal market, in general, is still firm and active. There continues to be one or two exceptions to this, the most notable one being tinplates, which are again lower on the English market. The prices on other lines have been maintained.

PIG IRON.—There has been no change on this market. We quote: Canadian, $18.50 to $19 and Summerlee, $21.50 to $22.

BAR IRON.—There is a fairly good demand for bar iron, and the market is active at $1.95 to $2 for merchants' and $2.20 for horseshoe.

BLACK SHEETS.—These continue to move our fairly satisfactorily, and no quotable change has occurred. Quotations are as follows: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50 and 8 to 20 gauge, $2.50.

GALVANIZED IRON.—The market is active for galvanized iron. Our quotations now are: No. 28, Queen's Head, $4.40; Apollo, 10¾-oz., $4.40; Fleur de Lis, $4.15; Comet, $4.25; "Bell" brand, $4.30. For less than case lots 10c. extra is charged.

INGOT COPPER.—There has been no important change in this market. We quote 14c.

INGOT TIN.—This is weak and but a small trade is doing. Straits is quoted at 33½c.

PIG LEAD.—Nothing of importance has occurred on this market. The price remains at $3.25.

LEAD PIPE.—There is not much demand at present for lead pipe. Composition and waste are quoted at 8c. and ordinary at 7c. The discount is 37½ per cent.

IRON PIPE.—There is no change to report. A fairly good trade is doing. Our quotations are now as follows: Standard pipe per 100 feet, in lengths under 19 feet: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1-in., $5.20; 1¼, $7.35; 1½, $8.95; 2-in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $3.85; ¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.20; 2-in., $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½, $4.20; ¾, $5.25; 1-in., $7.55; 1¼, $10.55; 1½, $12.75; 2-in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1-in., $9.55; 1¼, $13.25; 1½, $16; 2-in., $21.90. For threads and couplings 5 per cent. is added.

TINPLATES.—Another decline of 1½d. is reported from the English market and the feeling is still weak. In spite of this, however, buyers state that they have difficulty in obtaining prompt delivery of goods. Local prices are: Charcoals, $4.75 to $5.25 and cokes, $4.25.

CANADA PLATES.—There is not a great demand for these at present. The prices are unchanged. We quote: 52's, $2.70 to $2.80; 60's, $2.85 to $2.90; 75's, $2.80 to $2.85; full polished, $3.75, and galvanized, $4.25 to $4.35; galvanized, 60's, $4.45 to $4.55.

STEEL.—No further reduction in price has occurred, and our quotations are as follows: Sleighshoe, $2.05; tire, $2.20; bar, $2.05; spring, $2.85; reeled machinery, $2.75; toecalk, $2.70.

SHEET STEEL.—Trade is still quiet. Quotations are as follows: Nos. 10 to 20, $2.50; 3-16, $2.50; ¼, 5-16 and ⅜, $2.40.

TOOL STEEL.—There has been no change on this market, which is quiet. Our quotations are as follows: Black Diamond, 8c.; Sanderson's, 8 to 12c., according to grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 8 to 15c.; "Air Hardening," 30 to 50c.

TERNE PLATES.—The demand has not improved for terne plates, and only a small business is doing at $7.50.

COIL CHAIN.—This moves slowly and at unchanged prices. We quote: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.: ¼-in., 7¼c. per lb.; 5-16, $5; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4.05; ½, $3.95; 9-16, $3.85; ⅝, $3.55; ¾, $3.50; ⅞, $3.45; 1-in., $3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC.—The demand for sheet zinc is not heavy, but some good orders

have been received. The price is $5.85 to $6.25.

ANTIMONY.—There is no change. We quote 10c.

ZINC SPELTER.—The inquiry for this is light. The price remains at 5c.

SOLDER.—Bar solder sells at 18c. and wire solder at 20c. The market continues active.

PAINTS AND OILS.

The feature of the paint and oil market during the week has been an increase of 2c. in turpentine and a decline of 2 cents in linseed oil, raw being now 75c. and boiled, 78c. This followed upon the easy feeling which we indicated last week. There is still a good movement in both oils and turpentine, and in the early part of next month a good trade is looked for. Turpentine in the South continues strong. No new feature has developed in the market for paints. Business is not particularly active, but still manufacturers are satisfied with the volume of trade, considering the season of the year. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, $5.15 to $5.25; No. 1, $4.77½ to $4.87½; No. 2, $4.40 to $4.50; No. 3, $4.02½ to $4.12½; No. 1, $3.65 to $3.75, all f.o.b. Montreal. Terms, 4 months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5.25 in casks; kegs, $5.50.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote: Bulk, in bbls., $1.90 per 100 lb.; bulk, in less quantity, $2.05; bladders, in bbls., $2.25; bladders, in 100 or 200-lb. kegs or boxes, $2.40; in tins, $2.55 to $2.65; in less than 100-lb. lots, $3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50, and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge; casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 75c.; boiled, 78c. In 5 to 9 bbls., 1c. less. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gal. advance.

TURPENTINE.—Single barrels, 70c.; 2 to 4 barrels, 69c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.45 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PARIS GREEN.—Petroleum, bbls., 16¾c. per lb.; arsenic kegs, 17c.; 50 and 100-lb. drums, 17¼c.; 25-lb. drums, 18c.; 1-lb. packages, 18½c.; ½-lb. packages, 20½c.; 1-lb. tins, 19½c.; ½-lb. tins, 21½c. f.o.b. Montreal. Terms: 3 per cent. 30 days, or four months from date of delivery.

SCRAP METALS.

There has not been much change in the situation of scrap materials. Rubbers are quoted ¼c. higher. There is some firmness in iron. A considerable quantity is going from Europe into the United States, and when the trade is in that direction it is generally considered a forerunner of advancing prices. Quotations are as follows: Heavy copper and wire, 10c. per lb.; light copper, 8c.; heavy red brass, 10½c.; heavy yellow, 9c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2¼c.; iron No. 1, wrought, $15; No. 2, $7 per ton; machinery scrap, $16; stove plate, $12; malleable and steel, $5; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6¼ to 6½c. per lb.

GLASS.

Some improvement is reported on the market this week, several orders of a sorting nature being received. Quotations are as follows: First break, 50 ft., $2.10; second, $2.20 for 50 feet; first break, 100 feet, $4; second break, $4.20; third break, $4.70; fourth break, $4.95.

HIDES.

There has been a somewhat better demand for hides during the week. Prices are unchanged, except in lambskins, which are 5c. higher. We quote as follows: No. 1 hides, 10c.; No. 2, 9c.; No. 3, 8c. Calfskins, 10 to 12c.; lambskins, 50c.

MARKET NOTES.

Mr. Alexander Gibb, the Canadian agent for "Comet" brand, galvanized Canada plates, has been exceedingly fortunate with that agency. He reports making several large contracts during the past couple of weeks.

ONTARIO MARKETS.

Toronto, September 12, 1902.

HARDWARE.

THE wholesale hardware business has been better this week and the fall trade is opening up well. Trade is good in nearly all lines. Quite a number of good orders are coming forward and the unusually large number of visitors in town viewing the Exhibition have left a good number of orders with the hardware merchants. The demand from the Northwest is particularly good this fall and the prospects are that trade with that section of the country will be heavy. No changes in prices have occurred during the week, the market holding remarkably steady. In horse nails the manufacturers are hampered in making their deliveries by the scarcity of hard coal which they use in the making of this line of goods. The other lines are unchanged.

BARB WIRE.—Trade in this line has quieted down considerably. We quote as follows: $2.65 in carlots and $2.77½ for less than carlots f.o.b. Cleveland. From stock, Toronto, $3.

GALVANIZED WIRE.—Business in this line is also light. We quote: Nos. 6, 7 and 8, $3.50 to $3.85 per 100 lb., according to quantity; No. 9, $2.85 to $3.15; No. 10, $3.60 to $3.95; No. 11, $3.70 to $4.10; No 12, $3 to $3.30; No. 13, $3.10 to $3.40; No. 14, $4.10 to $4.50; No. 15, $4.60 to $5.50; No. 16, $4.85 to $5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at $2.52½ in less than carlots and 12c. less for carlots of 15 tons.

FINE STEEL WIRE.—A good quantity of stove-pipe wire continues to move out. The discount is 25 per cent.

THE BEAUTY OF BUILDING WITH OUR CELEBRATED

Sheet Metal Building Materials.

First and foremost—there's the sterling reliability of the goods. You're absolutely sure of qualities being exactly as represented. Our prestige in that respect has been fairly earned, and it counts for a great deal that your customers never find ground for complaint in the goods we deliver to you.

In addition, there's the ease of handling, the studied artistic effects, the fire and lightning proof qualities, and the many other details that have made sheet metal the popular building material for all progressive people.

—We honestly think you can do better business
—by handling our lines-try them. Send for our
—catalogue and read up. We make Shingles,
—Ceilings, Sidings, Cornices, and every other
—building requisite in highest-grade goods.

Metallic Roofing Co., Limited

TORONTO. MONTREAL. WINNIPEG.

SMOOTH STEEL WIRE.—Very little is being done in this line, and we now quote the base price: $2.60 per 100 lb. Oiling, 10c.; coppering, 60c., and tinning, $2 per 100 lb. extra. Delivery points Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS.—Trade keeps up steadily in wire nails. The base price is as follows: Wire nails, in carlots, $2.50 and in less quantities, $2.55. The delivery points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—The business doing in cut nails is mostly in small lots. We quote $2.45 per keg and $2.37½ for carlots.

HORSE NAILS.—The manufacturers of horse nails have a number of orders on hand, but cannot fill them, as they have no hard coal to make the nails. There threatens, if the present conditions continue, to be a scarcity of nails all over the country before long, and those jobbers and retailers who have already secured large stocks of these nails may consider themselves fortunate. We quote the discounts as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "M" brand, 50, 10 and 5 per cent.; "Monarch," 60 2-3 per cent. "Countersunk" head, 60 per cent.

HORSESHOES.—There continues to be a good call for horseshoes and manufacturers have orders booked for all they can produce. The prices are steady and unchanged. Quotations are as follows: Iron shoes, No. 2 and larger, light, medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—The inquiry still continues active, but stocks are still as light and hard to get as ever. Our quotations are as follows: Flat head bright, 87½ and 10 per cent. discount; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze, 70 per cent.

RIVETS AND BURRS.—The situation in rivets and burrs is unchanged. Discounts are as follows: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—The demand for these is still greater than the supply. We quote: Carriage bolts, common ($1.00 list), 50 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3.00 list), 55 and 10 per cent.; machine bolts, all sizes, 50 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—The demand for spades and shovels continues active. The manufacturers are still hampered by the lack of raw material. The discount is 40 and 5 per cent.

ROPE.—There still is a little business doing in rope, and we now quote: Pure manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, single, 11c., double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per dozen.

HARVEST TOOLS.—Quite a few sorting-up orders are still coming forward for harvest tools. The discount is 60 per cent.

EAVETROUGH, ETC.—A fair amount of eavetroughing is still being sold. We quote: Eavetrough, $3.10 per 100 square feet for 10-in., and conductor pipe, $4 for 3-in. and $5.25 for 4-in.

BUILDING PAPER.—A good deal of business continues in this line and the prices are unchanged. We quote as follows: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll.

TINWARE AND ENAMELLED WARE.—Business keeps up well in both tinware and graniteware, the prices of which are unchanged.

STOVES AND RANGES.—A good demand is reported for stoves and ranges, and quite a number are being forwarded to all parts of the country.

POULTRY NETTING.—Very little is doing in this line.

SPORTING GOODS.—The active condition of this market noted last week continues and prices are unchanged.

CEMENT.—The demand is still in excess of the supply and some manufacturers have withdrawn their quotations on cement for September and October deliveries. We quote as follows: Canadian Portland, $2.40 to $3 and Canadian hydraulic, $1.35 up per bbl.

METALS.

The condition of the general metal market continues satisfactory. The prices, in most lines, are firm and the stocks, generally, well assorted, but there are shortages in some lines. The United States tin market is little improved from last week, but the prices in London, Eng., have gained strength. Copper has improved outside but the demand for iron and steel has not increased materially.

PIG IRON.—The demand for pig iron continues active and prices are firm. The Canadian furnaces have sold up to July 1 of next year and it is now nearly impossible to get orders filled at almost any price. Nominal quotations at the furnaces are $23 for No. 1 and $22.50 for No. 2. Summerlee iron is being quoted at $23 on track Toronto and there has been some English iron offered lately at $22 per ton on track Toronto.

STEEL BOILER PLATES.—The demand for these is moderate in nature. We quote: Steel boiler plates, $1.80 for carload lots on track, Toronto.

STEEL RAILS.—There has been no change in steel rails and those for steam railways are quoted at $30 per ton and for electric railways, $36.

TOOL STEEL.—A fair demand continues for tool steel. We quote as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 8 to 15c.; ditto, "Air Hardening," 30 to 50c.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's Special, 15 to 20c.

MILD STEEL.—Trade in mild steel is keeping up well.

SPRING STEEL.—The tone of the market for spring steel remains active.

BOILER TUBES.—These are in fairly active demand.

BAR IRON.—There is a good deal of this metal going out and the prices are firm and unchanged. We quote: $1.95 to

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
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Steel Carriage and Wagon Jacks,
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines
WE MAKE THEM.
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Don't Forget the Name...
NEWMAN'S INVINCIBLE
FLOOR SPRINGS
Strong, Quick, Reliable, Effective.
Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.
W. NEWMAN & SONS, Birmingham.

Oneida Community Goods
HALTERS, COW TIES SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT

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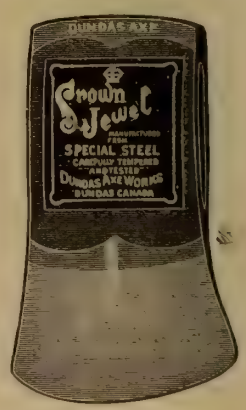
STANDARD.
The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.


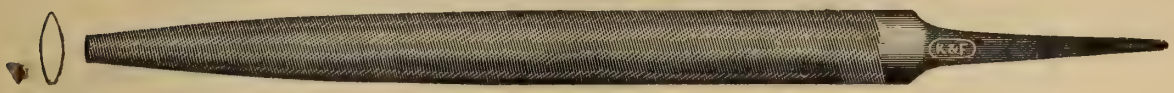
Dundas Axe Works, Dundas, Ont.
W.L. Haldimand, Jr., Eastern Agent, Montreal.

THE NICHOLSON FILE CO.

DOMINION WORKS, PORT HOPE, CANADA.

FILES and RASPS WARRANTED

KEARNEY & FOOT BRAND



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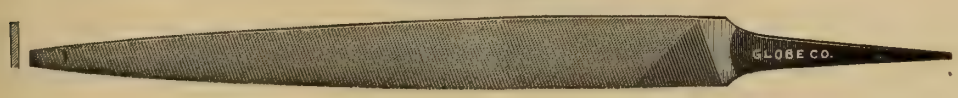


The largest manufacturers in the world.

We manufacture the well-known brands of Cast-steel Files and Rasps shown herewith, all of which are warranted for high-class material and superior workmanship.

Our goods are now sold in the four quarters of the globe, command the highest prices, and have won for themselves an enviable reputation, acquired as the result of many years' experience.

Walter Grose, Montreal,

Selling Agent for the Dominion of Canada.

One or other of the above brands may be purchased from prominent Hardware Merchants throughout the Dominion who carry an assorted stock.

$2.05 base. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb., 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS.—The demand for black sheets has been good. We quote: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—These are still active. We quote: All dull, $2.90 to $3; half-polished, $3 to $3.10, and all bright, $3.75 to $3.85.

GALVANIZED SHEETS.—The volume of business doing in galvanized sheets keeps up well. We quote: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 29 gauge; Bell brand, $4.30 for 28 gauge.

TIN.—The market for tin, locally, has been more active. The London, Eng., markets have gained strength, but the United States markets are inactive and weak. We quote $32 to $33 per 100 lb. for tin.

TINPLATES.—A fair demand continues for these. We quote: Charcoal, $4.75 to $5 per box and cokes, $4.25.

COPPER.—Ingot and sheet copper are in better demand this week. Quotations are: Ingot copper, $13.50 per 100 lb. and sheet copper, $22 to $23.

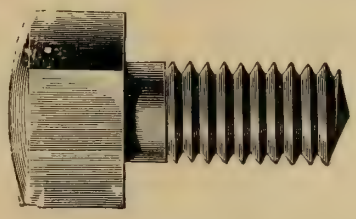
BRASS.—A fair demand for brass continues at unchanged prices. The discount is 15 per cent.

PIG LEAD.—There has been an improvement in pig lead during the week and prices are firm. We quote: Pig lead, $3.50 and bar, $3.75.

IRON PIPE.—A good business keeps up in iron pipe. Quotations are now per 100 ft.: ¼-in., $2.40; ⅜-in., $2.65; ½-in., $2.85; ¾-in., $3.65; 1-in., $5.20; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; galvanized, 1-inch, $7.20. Trade discount is 4 per cent. for carlots.

ZINC SPELTER.—This metal is unchanged from last week. We quote 5 to 6c. per lb.

ZINC SHEETS.—A good, steady trade is doing in zinc sheets at unchanged prices. We quote: Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

THE CELEBRATED

NATIONAL CUTLERY CO. SHEARS

Acknowledged the best and fully warranted. Not connected with any Shear Combination.

Tailors' Shears,
Trimmers,
Ladies' Scissors,
Barbers' Shears,
Tinners' Snips.

DECATUR, BULL & CO., Sales Agents, MONTREAL

SOLDER.—Trade in solder is active.

ANTIMONY.—The improved demand for antimony noted last week continues. We quote $9.50 per 100 lb.

PAINTS AND OILS.

The local paint and oil market keeps in a healthy condition, and although trade has quieted down considerably, a fair amount of business in white leads ground in oil, zinc whites, and mixed paints is reported. No further reductions

have been made in the price of raw and boiled linseed oils, and turpentine is quiet and unchanged. Quite a number of visitors have been in town during the weeks of Exhibition, and the paint and oil merchants received a fair share of calls. Things look bright for a good fall trade. We quote :

WHITE LEAD.—Ex-Toronto, pure white lead, $5 to $5.25 ; No. 1, $4.62½ to $4.87½ : No. 2, $4.25 to $4.50 ; No. 3, $3.87½ to $4.12½.; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards ; ½c. per lb. extra will be charged for 12½-lb. pkgs.; genuine dry white lead in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $5 to $5.12½; ditto, in kegs of 100 lb , $5.50 ; No. 1, in casks of 560 lb., $4 ; ditto, kegs of 100 lb., $4.50.

LITHARGE.—Genuine, 6 to 6½c.

ORANGE MINERAL.—Genuine, 7½ to 8c.

WHITE ZINC.—Genuine, French V.M., in casks, $6 to $6.25 ; Lehigh, in casks, $6.00.

SHINGLE STAIN.—In 5-gal. lots, 60c. to $1.20 per gal.

BENZINE AND GASOLINE.—Benzine, in barrel lots, 18¾c. per gal.; gasoline, ordinary, 21¼c., and engine, 22¼c. f.o.b. Toronto.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35c.; in less than cases, 40c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35 ; white, $2.35 to $2.45 per gal.; in less quantities 10c. extra.

PUTTY.—Bladders, in bbls., $2.25; bladders, in 100-lb. kegs, $2.40 : bulk in bbls., $1.90 ; bulk, less than bbls. and up to 100 lb., $2.05 : bladders, bulk or tins, less than 100 lb., $2.90.

PLASTER PARIS.—New Brunswick, $2 per bbl.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity ; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gal.; No. 1, $1.10 per gal.

CASTOR OIL.—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 barrels, 77c.; boiled, 80c.; 3 to 5 barrels, raw, 76c.; boiled, 79c.; 6 to 9 barrels, raw, 74c.: ; boiled, 77c., delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 69c.; 2 to 4 bbls., 68c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

The fall trade in glass promises to open out well. Import orders are now arriving from Europe with more freedom and local importers are now in a better position to fill their orders. We now quote as follows : Under 26 inch, $4.45 ; 26 to 40 in., $4.65 ; 41 to 50 in., $5.10 ; 51 to 60 in., $5.35 ; 61 to 70 in., $5.75 ; 71 to 80 in., $6.25 ; 81 to 85 in., $7 ; 86 to 90 in., $7.75. Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days. Discount off pane price list, 40 per cent.

OLD MATERIAL.

Copper is weaker this week and all lines of old metals are quiet, the receipts being small. Quotations are : Heavy copper and wire, 10c. per lb.; light copper, 8c. to 8½c. per lb.; heavy red brass, 10c. ; heavy yellow brass, 8 to 8½c.; light brass, 5c to 5½c.; lead, 2¼ to 2½c.; scrap zinc, 2¼ to 2¾c.; iron, No. 1 wrought, $12 per net ton ; No. 2 wrought, $6 : machinery cast scrap, $13 to $14 ; stove plate, $10 ; malleable and steel, $6 to $6.50 ; old rubbers, 5 to 5½c. per lb., and country mixed rags, 50 to 60c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES.—A steady business continues in hides. Quotations are as follows : No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 9c.; No. 2 green, steers, 8c.; cured, 8½ to 9c. per lb.

SKINS.—The volume of trade in skins keeps steady, and we quote as follows : Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each ; shearlings, and lambskins, 45c.

WOOL.—The wool market is featureless. Fleece wool is quoted at 13½c. and unwashed at 7½c.

TALLOW.—The market is still weak. We quote 6¾ to 7c. per lb.

SEEDS.

A good deal of alsike is offering at outside points. There is also a little doing in timothy. For good samples of alsike, $5 to $7 per bushel will be paid and $1.75 to $2 for timothy.

COAL.

Latest advices from Shenandoah, Pa., state that miners, operators and everybody else interested in the coal strike are confident that the end is in sight, and the general belief is that by the middle of September the strike will break. Others, however, take a pessimistic view of the situation and think that the end will not be so soon. Stocks of hard coal in Toronto are light and should the strike continue the greatest difficulty will be experienced in getting a winter's supply of coal. Soft coal is quoted at the international bridges at $3 to $4.50 per ton.

PETROLEUM.

The demand for petroleum continues to improve, and our quotations are as follows : Pratt's Astral, 17 to 17½c. in bulk (barrels extra) ; American water white, 17½ to 18c. in barrels ; Photogene, 17 to 17½c.; Sarnia water white, 16 to 17c. in barrels ; Sarnia prime white, 15 to 15½c. in barrels.

PERSONAL MENTION.

Mr. W. H. Evans, of the Canada Paint Co., with his wife, returned on Thursday, September 4, from a two weeks' vacation in the Adirondacks.

Mr. Charles D. Chown, of Edwin Chown & Son, wholesale dealers in stoves, etc., Kingston, was in Toronto for a few days this week. He reported business fairly good.

Mr. Hugh W. Aird, of the Canada Paint Co., accompanied by his wife and family, left on the first of the week for Old Orchard Beach, where he will spend a fortnight's holidays.

Mr. R. Seabury d'Espard, from Raimes & Co., New York, paid a flying visit to Toronto a few days ago. The attraction of the Fair brought him across from Buffalo where he was putting through some business.

NEW MANUFACTURERS' AGENT.

Mr. E. W. Hickson, who has for some years been connected with the hardware and allied trades in Toronto has begun business for himself as manufacturers' agent. His office is in the Carlaw building, 28 Wellington street west.

SITUATION VACANT.

WANTED—A FIRST-CLASS TINSMITH. State age, experience, reference, and salary. Apply, at once, in person or by letter, to Vantuyl & Fairbank, Petrolea, Ont. (37)

EXCEPTIONAL CHANCE.

HARDWARE, STOVE AND TINWARE BUSINESS for sale in a Western town. Apply quick. Box 544, Port Arthur, Ont. (36-2)

SITUATION WANTED.

AD-WRITER AND MANAGER seeks position with manufacturing or retail firm in Eastern Canada. Fluent French, Accountant and Typewriter. For full particulars, address "Ad-writer," at offices of this paper, Montreal or Toronto. (36-4)

WILLIAM ABBOTT

Agent and Importer

Celebrated "Novo" Tool Steel

AIR HARDENING.

Cast Steel for all purposes.

Steel Wire Drill Rods.

13 St. John Street, MONTREAL.

HAIR FELT.

FOR STEAM PIPE AND HOT WATER COVERING

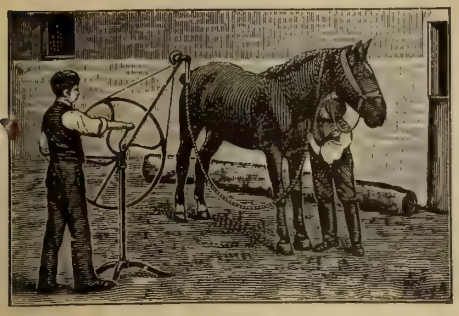
Berlin Felt Boot Co's Hair Felt is acknowledged to be the best on the market and the prices are right. Write us.

BERLIN FELT BOOT CO.

Berlin, Ont.

BURMAN & SONS' CELEBRATED CLIPPERS

Established 1871. **BIRMINGHAM, ENG.** for Horsemen and Barbers.

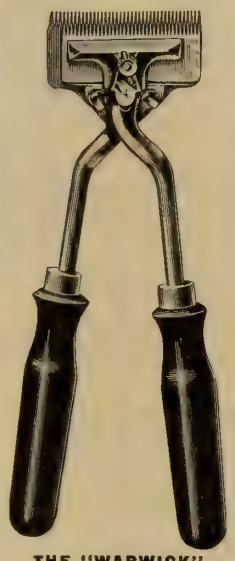


NO. 3—POWER CLIPPER, with "Wrist Joint."

As supplied to { The Czar of Russia. The King of Denmark. Earl Roberts, Etc., Etc.

Having bought the good-will, machinery and stock of Wm. Bown, Limited, we shall in future supply the Celebrated " Newmarket " Clipper, marked exactly as before, with the addition of " Made by Burman & Sons, Limited, Birmingham " on the handles. Largest makers of Horse Clippers in the world.

NO. 297.



THE "WARWICK" CLIPPER.
Cuts over three teeth.
As supplied to His Majesty's War Department.

SEND FOR PRICE LIST AND TERMS.

To be obtained from all the principal Jobbers throughout the Dominion.

The Auer Gas Lamp

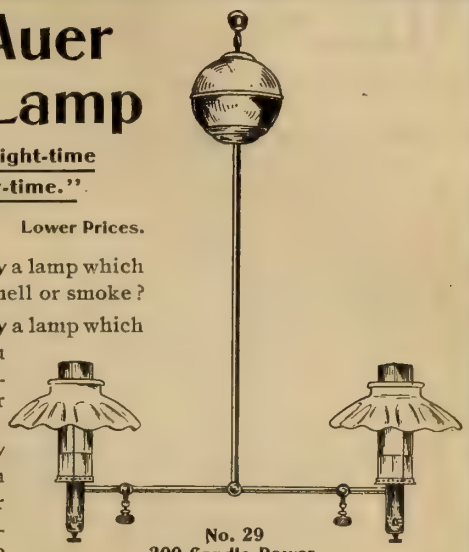
"Turns night-time into day-time."

New Models. Lower Prices.

Would you buy a lamp which doesn't smell or smoke?

Would you buy a lamp which will save you half your expense for coal oil?

Would you buy a lamp which shows your goods in daylight colors?



No. 29
200 Candle Power.

Would you buy a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

Fire Shovels "DUPLEX"

CUT GIVES BOTH FRONT AND BACK VIEW OF "DUPLEX" SHOVELS.

Back View.

Front View.

Three Sizes—Nos. 7, 9, 11.
Inches, 5 x 7¾ x 16, 5 x 8¾ x 22, 5½ x 9 x 25.

Made of cold rolled hard steel, specially adapted for shovels, japanned, double handles, riveted to blade both inside and out, giving extra strength where the most strain comes.

Also **Coal Hods, Stove Boards, Stove Pipes, Elbows, Dampers, Lanterns, etc.**

THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL.

HEATING AND PLUMBING

BUILDING PERMITS IN TORONTO.

DURING the week the following permits were awarded in the office of the City Commissioner, Toronto: Mrs. Margaret McDowell, for a two-storey frame and roughcast dwelling, North Crawford street, for $600; Nonsuch Manufacturing Co., additional storey to factory, corner of Duncan and Adelaide streets, for $5,000; J. O. Patterson, for alterations and additions to dwellings, 121-125 Denison avenue, for $1,000; Robt. Jaffrey, two-storey brick dwelling, at 59 Grenville street, for $2,000; Wm. Booth, two-storey brick residence, 15 Chicora avenue, for C. E. Booth; King Bros., for three pairs two-storey semi-detached brick dwellings, 343-353 Brock avenue, for $9,000; Ambrose Kent, five two-storey detached brick and roughcast dwellings, North Lansdowne ave, for $8,500; Florence E. Goddard, two-storey roughcast dwelling, 161 Howland ave., for $500; Miss Hannah Thomas, two-storey brick dwelling, 20 Lindsay avenue, for $2,000; E. A. Drummer, pair of semi-detached, two-storey brick-veneered dwellings, 206-208 Campbell avenue, for $2,800; two pairs ½ detached brick dwellings, Perth ave. for $6,000; Wm. E. Weale, pair ½ detached two-storey and attic, brick and stone dwelling, 444-446 St. Clarens ave., for $4,000; W. Elliot, two-storey detached, brick and stone dwelling, at 38 Pendrith street, for $1,000; Jos E. Polkinghome, two-storey detached brick dwelling, Melville ave., for $800; Hiram Lehigh, two-storey and basement roughcast dwelling, Cobourg ave., for $350; W. Pinkerton, two-storey detached brick dwelling, Beatrice street, for $1,800; Alex. Johnston, two-storey, brick and stone alteration and addition, 71 Major street, for $600; Wm. Lightfoot, one-storey frame and roughcast potting house, 1048 Dundas street, for $400; P. J. Crathy, two-storey and attic, brick front, 33 D'Arcy street, for $1,000; S. J. Graydon, two-storey and attic, brick and stone dwelling, 131 Madison ave., for $6,000; C. R. Dinnick, 2½-storey brick and stone dwelling, 76 St. George street, for $5,500; Alexander Burgess, 2½-storey brick residence, 37 Maple ave., for $6,000; Susannah Watson, two-storey dwelling, brick cellar, roughcast, 31 Inglewood ave., for $500.

BUILDING OPERATIONS IN CAMPBELLFORD.

Some of the new buildings erected in Campbellford this year are: F. S. Titus, Water street, three storeys, double tenement, with two storeys besides offices; Max. M. Mowat, Prince William street, 2½-storey dwelling; Jas. Thompson, Ramsay street, 1½-storey dwelling; S. Laughlan, Prince William street, two-storey brick-faced dwelling; Dr. McNichol, Aberdeen street, two-storey double tenement; Methodist Parsonage, Prince William street, two storeys; E. LeGallais, Andrew street, two-storey dwelling; Jos. R. Sharpe, Water street, three-storey dwelling and store; W. J. Comeau, Water street, 2½ storey dwelling; Peter Gerrard, Minto street, two-storey dwelling; J. and D. A. Harquail, Queen street, two-storey dwelling; Angus McKenzie, Sugar Loaf street, two 1½-storey dwellings; Joseph Savoy, Sugar Loaf street, 1½-storey dwelling; Wm. Sproul, Water street, for a three-storey addition to hotel; Paul Roy, Union street, two-storey dwelling; Currie Bros., Ramsay street, wood-working factory; Waverly Hotel, Water street, new sample rooms.

Besides the above contracts have been about placed for the erection of the following: Wm. Currie, McMillan ave., two-storey dwelling; Dr. Lunam, Prince William street, office and dwelling; Wm. Brown, dwelling; Curling Club, new rink.

OTTAWA STRIKE OVER.

The plumbers' union strike at Ottawa, which lasted one week and three days, was settled by the men receiving 25c. per hour. The shop regulation demands were left to arbitration.

BUILDING OPERATIONS IN OTTAWA.

During the past week seven building permits were issued in Ottawa, the value represented being $12,000. Following is the list: Mrs. A. Blackburn, repairs to dwelling, Sussex street, $500; Separate School Board, repairing building, Anglesea Square, $1,600; H. N. Bate, two brick-veneered dwellings, Besserer street, $5,000; J. C. Edwards, solid brick dwelling, Theodore street, $1,200; Ottawa Milling Company, solid brick office, Duke street, $1,200; John A. Whillans, solid brick dwelling, Spruce street, $1,500; Albert Dunn, frame dwelling, Henderson avenue, $1,000.

PLUMBING CONTRACTS.

Hudon & Allard, machinists, St. Hyacinthe, Que., have dissolved.

Fiddes & Hogarth, King street east, Toronto, are doing the plumbing and heating in the house of Captain Trig, 30 Walker avenue.

Bennett & Wright Co., Limited, Queen street east, Toronto, have secured the contract for heating the new building for Gravenhurst sanitarium.

The heating and plumbing of the dwelling of Robert Watson, St. George street, Toronto, is being done by Bennett & Wright Co., Limited, Queen street east, Toronto.

Purdy, Mansell & Co., Adelaide street west, Toronto, are doing the plumbing and heating of the dwelling of A. McCurdy, Dovercourt Road, Toronto; also the plumbing of four houses for The St. Lawrence Starch Co., Port Credit.

BUILDING IN CHARLOTTETOWN.

In Charlottetown building operations this year has been carried on on much a smaller scale than for some years. Some of the buildings are: House for Benjamin Rogers, corner of Prince and Euston streets, erected by H. and S. Lowe; residence of Harry Houle, corner of Hillsboro' and Sydney streets; grey stone and brick residence of Richard Grant, built by Charles McGregor. Mr. McGregor has also a contract for a dwelling for Rufus Hogan, Prince street. W. W. Harper has just completed an addition to the Pasteurized Milk Factory. Schurman & Lefurgez are contractors for the residence of John C. McLeod. Brooklyn Vail is contractor for the residence of James Tait, jr., Brighton.

PLUMBING AND HEATING NOTES.

THE Hamilton Gas Light Company has discovered that electrolysis is doing serious damage to its pipes on Barton street. Some of the pipes have to be renewed.

Miss Sadie Borton, eldest daughter of John Borton, plumber, Moncton, N.B., late of Halifax, was united in marriage last week at St. Alban's Cathedral, Ottawa, to Harry Snelthorpe, of Ottawa.

The Algoma Pioneer says: "Forty cents per hour is the wage charged for tinsmithing and plumbing, and the day laborers will soon need to get $3 per day to keep up to the advanced cost of living at Sault Ste. Marie."

B. Ledoux, carriage manufacturer, Osborne street, Montreal, has given out a contract for an addition to his factory, which will face Osborne street, corner of Mountain. The addition will be 60 x 36 feet, seven storeys high, made of brick. The construction will be started at once. A. Venne is the architect.

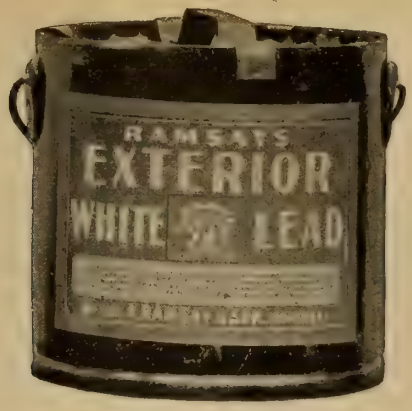
The successful tenderers for the various works in connection with the construction of the new library building at Sarnia are as under: George Bruce, carpenter work, $3,347; Simpson & McDonald, mason work, $4,700; J. M. Jenkins, plastering, $509; Robt. Ross, plumbing, heating, sewer, electric wiring and fixtures, gas and fixtures, $2,009; J. B. Watson & Co., painting and glazing, $560; Mackenzie, Milne & Co., galvanized iron and tinning, $575.

The Dominion Oilcloth Company will immediately erect a new building on Parthenais street, Montreal, directly in the rear of their present premises. It will be built of pressed bricks, with iron and cement floors. The structure will be fireproof and very little wood, if any, will be used in its construction. It will be four storeys high. Building Inspector A. Chausse inspected the sites, approved the plans, and granted a permit for the erection of the new premises, which will cost $60,000. Plans are being drawn by T. Pringle, architect.

BUILDING OPERATIONS IN MONTREAL.

The month just passed was an exceptionally busy August in the building trade in Montreal, and the permits for new work taken out during the month were larger than any previous August, as usually most permits for summer work have been taken out before August sets in. No less than 27 permits for alterations were taken out during the month, the work affecting 16 dwellings, seven stores, one factory and five sheds, and representing an expenditure of $22,817.

For new buildings, 33 permits, representing 45 dwellings, three stores, one warehouse, three factories and two sheds, the whole to cost $177,350, were taken out.



IT STANDS ALONE.

Imitations in name, label or make, or attempts to class it with others, make no difference to

RAMSAYS EXTERIOR LEAD

When a painter uses it, he knows he has a good thing. If you have not tried it, why not have it along for Fall trade? Take a look at our handsome little booklets which we give you to hand to the painters. They are "convincers" and bring you business.

A. RAMSAY & SON, MONTREAL. ESTD. 1842. **PAINT MAKERS.**

Booth Copper Co., Limited

Cuts Copper and Brass

SHEETS—TUBES—RODS

to any size.

FULL STOCK ALWAYS ON HAND.
PROMPT SHIPMENTS.

The BOOTH COPPER CO., Limited

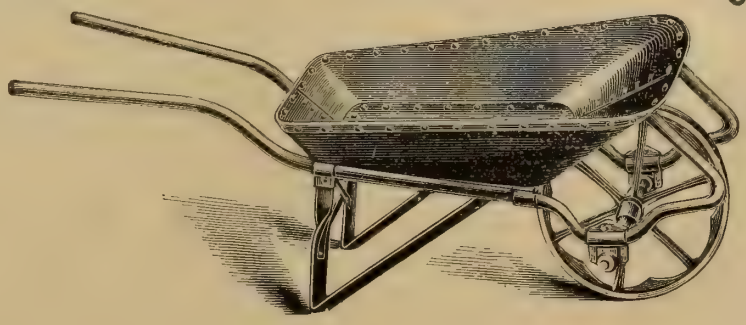
119-123 Queen St. East,
TORONTO.

WOOD AND STEEL BARROWS

OF ALL DESCRIPTIONS

RETURNED
OCT 17 1902

We call your attention to our Bolted Wood Barrows, with wooden wheels, at a specially low price.



If you are in the market it will pay you to write us.

The Fairbanks Company

MONTREAL - - - VANCOUVER

HOW TO OBTAIN RESULTS FROM ADVERTISING.

By Geo. B. Franck, Toronto.

THE great distributing machinery brought into existence by this era of combines demands ideas and methods of conducting business that were not thought of 20 years ago.

Manufacturers are not satisfied to remain at home, but it is their aim to have their business expand until goods produced by them are handled and sold in every portion of the civilized world.

Conditions are constantly changing. To-day men with ideas are exploiting them to the best of their ability; to-morrow the world looks for something better. The ever-present problem that confronts the manufacturer is how to cheapen the manufacture and lessen the cost of placing upon the market the articles he has manufactured. There is the jobber who must be reached, and generally through the medium of the commercial traveller. The dealer must also be interested, and last, but by no means least, is the great army of consumers. To reach the latter is the problem. This can be done and well done by good advertising, and the business man should make a judicious selection of mediums through which to advertise.

The primary object of advertising is to attract attention, to gain publicity for some particular commodity. The matter which goes to make up the advertisement must be attractive, unique, and presented in such a way as to catch the eye of the public, through the medium of the daily papers, circulars, magazines, and a hundred other ways.

Producers will manufacture and place upon the market more goods in the years to come than were ever placed upon the market before. Homes will be better and more liberally furnished, and these same manufacturers will be compelled to enlarge their plants and instal more machinery to meet the growing demand. The world judges effort largely by result. Above has been depicted the result; the means will be advertising.

This effort to gain publicity does not consist merely of contracting for a certain amount of space in certain papers or magazines, and crowding into it a lot of matter because there must be something said. Neither is it attractiveness alone that will count, but the genius of an advertiser will display itself in the way an "ad." is presented. There is not much trouble in telling the public what you have to sell; the secret lies in making them believe that they really need what you are advertising.

After advertising has begun to show results in the way of inquiries, it will not be sufficient to merely answer those inquiries, but they must be followed up. Following up a prospective purchaser is of as much importance as the advertising. A system must be established whereby the inquirer may be made aware of the fact that his business is valued. If you have several good reasons why a customer ought to purchase your goods, do not give him the whole lot in a lump, but spread them out in a series of three or four well-worded letters, and follow these up until he either purchases or it is plain that you cannot sell to him.

It has been demonstrated time and time again that good advertising more than pays for itself.

A LITTLE NONSENSE.

"I understand you said I wasn't worth powder enough to blow me up. I want you to take that back!"

"I will. You are worth just about enough powder to blow you up."

* * *

A little three-year-old miss, while her mother was trying to get her to sleep, became interested in a peculiar noise, and asked what it was.

"A cricket, dear," replied the mother.

"Well," replied the little lady, "he ought to get himself oiled."

INDUSTRIAL GOSSIP.

WHAT is said to be the largest contract for leather belting ever given in Canada has been awarded by The American Cereal Company, Peterboro', to Sadler & Haworth, leather-belting manufacturers, Montreal and Toronto.

This season The Winnipeg Elevator Company have built ten elevators at different points in the West, have six more under construction, and four ready to be built later on, making in all 24 new elevators this year. Their line of elevators with these will be composed of 74 buildings, all comparatively new, and all thoroughly modern. The company have spent over $50,000 this year alone improving their properties and making them in every way first class.

The Province, Vancouver, B.C., says: "There is lots of mineral paint, great red hillsides of it in this Province, but there is said to be a special line of it near Lytton.

"About three weeks ago 18 claims were staked off by a number of C.P.R. employes, who immediately grouped the properties and proceeded to handle them in common. The property is about six miles off the railway and nearly the same distance from that home of the winds, Lytton.

"From surface samples excellent results have been obtained, several local painters, including some of the artists at the shops, having thoroughly tested its coloring and covering qualities. These have been eminently satisfactory and the assays have likewise proved good."

LABOR UNIONS THAT WILL FAIL.

By Charles M. Schwab, President of The United States Steel Corporation.

LABOR unions will fail as trusts have failed, as long as they have for their fundamental principle restriction of the output. I may add that every labor union with which I have ever come in contact has been founded on this principle.

A trust will succeed where consolidation is made for economy's sake; otherwise no trust will succeed.

Labor organizations have had as their foundations the restriction of the output. Now, this will never do. They will never succeed.

I am opposed to labor organizations as organized to-day. I think manufacturers are not opposed to labor organizations per se, but upon the plan upon which they are organized. I think the organizations that want to restrict the output are all wrong. The fortunes and prosperity of the workingman are identical with those of the employer, and I think that the time may come when they will be together.

HIS REPORT A GOODLY ONE.

Mr. C. E. Marquis, of Killarney, Manitoba, was in Toronto recently. He was formerly a member of the firm of Marquis & McCullough, of Ripley. A few years ago he went to Manitoba as manager of the Killarney Trading Company, of which firm he a few months ago became the sole proprietor.

Mr. Marquis is a bright and enterprising man and is an interesting conversationalist. He informed Hardware and Metal that business in his part of the country is good, and that the outlook, on account of the enormous crop, is exceptionally good. He said that they all had suffered from the grain blockade last fall, and that at the time he left home grain of the crop of 1901 was still being shipped. He said that a number of people from the United States were taking up land in the vicinity of Killarney, which is in Southern Manitoba, but that it was principally improved land, and was being occupied by men with capital.

There was, he said, now practically no homestead land in his part of the country. "There is one thing about our part of the country," added Mr. Marquis, "and that is, the farmers are gradually going in more generally for mixed farming, and are raising quite a little stock."

An Ounce of Fact is Better

than a pound of assertion. One fact that we dwell upon at all times regarding Lucas Imperial French Green is that it is non-poisonous. A small but **important** fact.

A few other proven facts are that it is not surpassed for brilliancy of hue, body and color strength, fineness and staining qualities. When analyzed along with many others, at the request of the St. Louis Association of Painters, it was found to be strongest and best green of all that were examined. A very important fact. Send for sample card showing shades and let us quote prices. Dry and in Oil.

Beware of counterfeits. None genuine without the Lucas Brand stamped in head of every package.

JOHN LUCAS & CO.

Paint, Varnish and Color Manufacturers

NEW YORK *PHILADELPHIA* *CHICAGO*

The Lucas line of DRY COLORS is the largest in the country.
Originators of the famous Lucas Greens.

THE TIME TO INSURE IS NOW

While you are WELL, STRONG and INSURABLE.

THE

Confederation Life

ASSOCIATION issues policies on all approved plans of Insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

W. H. Beatty, Esq.,
PRESIDENT.

W. D. Matthews, Esq., Frederick Wyld, Esq.,
VICE-PRESIDENTS.

W. C. MACDONALD,
ACTUARY.

J. K. MACDONALD,
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.

ATKINS HIGH-GRADE, CROSS-CUT SAWS

ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS

E. C. ATKINS & Co.,

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS

Factories and Home Office : INDIANAPOLIS, IND., U.S.A

Write for Catalogue and Prices.

American Steel & Wire Co.

New York: Empire Building.
Montreal: New York Life Building.
Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

Horse Nails

We make horse nails—that's all! Have been making nothing else for the last 37 years. Quite a long time! Very much longer than any other manufacturer of horse nails in Canada. You have the benefit of all our 37 years' experience embodied in every box of "C" brand nails you buy. Each nail is as perfect as long experience added to the best material known or used in the world for the manufacture of horse nails can make it. You are getting the best of everything, the best material, the best process, the old reliable hot forged one, which thoroughly hammers from the rod of Swedish charcoal steel while at a white heat into the desired shape, thoroughly consolidating and toughening the nail so that it will stand the hardest usage and greatest wear and tear. No nail made or sold in Canada has ever been sold for one farthing more than the "C" brand, which is a pretty solid argument that there were none better. On the other hand, we do ask and get a little more than any other maker for our "C" nails because we know they are worth more, and the buying public appreciate that fact and willingly pay us a little more. To get the best horse nails you have to pay the best price. Don't make any mistake in that point.

Your order solicited through the wholesale trade.

Canada Horse Nail Company, Montreal.

BUSINESS CHANGES.

DIFFICULTIES ASSIGNMENTS, COMPROMISES.

E. L. LEBLANC, planing mill, etc., Mattawa, Ont., has assigned to D. A. Dunlop.

A. L. Kent is curator of W. J. Hill, builder, Shawenegan Falls, Que.

The estate of John Milne & Co., stoves, awnings, etc., Toronto, is to be wound up.

A demand of assignment has been made on Modest Desjardins, coal and wood merchant, St. Henri de Montreal, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

Guay & Brosseau, contractors, Montreal, have dissolved.

Wm. F. Coupland & Co., contractors, Montreal, have dissolved.

SALES MADE AND PENDING.

Wm. Russell, tinsmith, Vancouver, is advertising his business for sale.

The assets of Moise Dore, coal and wood merchant, Montreal, have been sold.

Alexander Ross, blacksmith, Melita, Man., is advertising his business for sale.

CHANGES.

Nazaire Dore, coal and wood merchant, Montreal, is starting.

Guay, Prevost & Co., contractors, Farnham, Que., have registered.

Leduc & Desautels, painters, St. Hyacinthe, Que., have registered.

Lequine & Powers, saw mill, Midway, B C., are succeeded by W. M. Powers.

Thomas J. Ireland, blacksmith, Inglewood, Ont., has sold out to John Kidd.

The B. C. Broom and Brush Works, Vancouver, are succeeded by J. B. Mathers.

A. F. Grady, hardware merchant, MacLeod, N.W.T., is opening a branch at Cowley.

N. P. MacMullen & Co., dealers in railway supplies, Montreal, are giving up business.

R. J. Porteous, hardware merchant, Carnduff, N.W.T., is succeeded by Porteous & Montjoy.

Chas. M. Hawley and Wm. A. Templeton have registered as proprietors of C. M. Hawley & Co., harness manufacturers, Vancouver.

FIRES.

Lequime & Lloyd Jones, sawmill, Kelowna, B.C., sustained damage by fire.

DEATHS.

F. F. Cantin, dealer in junk and scrap iron, Montreal, is dead.

Individualism is the corner-stone of successful business enterprises.

THE CANADA PAINT COMPANY LIMITED

give special attention to orders received by wire, letter, through their travellers, or by personal visit.

They are connected with the long-distance metallic-circuit lines of the Bell Telephone Co., connecting all the principal cities, towns and villages in Ontario, Quebec and the United States Expert salesmen are at the telephone.

THE CANADA PAINT COMPANY LIMITED

MONTREAL & TORONTO

THAT OLD RUSTED STOCK

Why don't you get it together and have it made like new?

WE REPLATE, REPOLISH

all kinds of Metal Goods in Gold, Silver, Copper, Brass and Nickel.

Don't put it off any longer. Get the old stock fixed up for your trade.

WRITE US FOR PRICES.

MOORE & ORR, Electro Platers

81 Adelaide St. W., - - TORONTO.

It is to YOUR ADVANTAGE

to use our Brown or Manilla Wrapping. They are strong and durable, and will stand any reasonable test.

Full Weight **Full Count.**

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

FRANK MILLER'S

HARNESS PREPARATIONS.

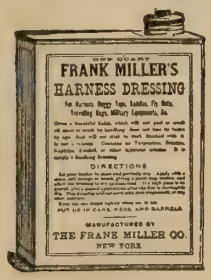
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant jet-black gloss which will not peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness

Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, thus adding life.

The highest quality of oil on the market.

GLASS

We import and manufacture every description of

Window and Fancy Glass.

Write for our new Catalogue.

Hobbs Manufacturing Co. Limited

LONDON, CANADA.

The Best Ready Roofing on Earth.

TRINIDAD ASPHALT MFG. CO.

Asphalt and Asbestine Gravelled

READY ROOFING

WITH INTERLOCKING LAP.

Fire, water, acid or gas proof.
Shipped with cement and nails for laying.

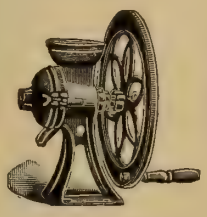
ASPHALT PAINT, CEMENT, COATING, ROOFING, DEADENING and SLATERS' FELT. BUILDING and INSULATING PAPER of all kinds. The trade supplied. Prices and samples from the

Canada Supply Co., Agents, Windsor, Ont.

ENTERPRISE on an article is a Guarantee of QUALITY

ENTERPRISE

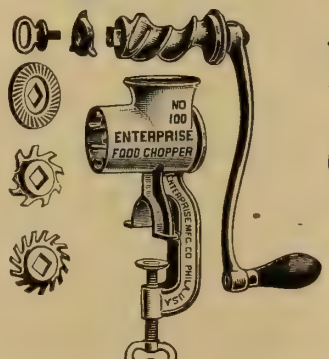
Bone, Shell & Corn Mill



No. 750, $7.50

Meat Juice Extractor

No. 21, $2.50



FOOD CHOPPERS

Four Knives with each Machine

No. 100, *chops 2 lbs. per minute,* **$1.50**
No. 300, *chops 3 lbs. per minute,* **$2.25**

Sell every Day in Year

GUARANTEED TO CHOP RAW MEAT

Illustrated Catalogue FREE *Order through your Jobber*

Cherry Stoners

5 Sizes & Styles

No. 1, $7.50 doz.

Rapid Grinding & Pulverizing Mills

45 Sizes & Styles for Hand & Power, $1 25 to 300.00

No. 2½, $4.75

New York Branch, 10 Warren Street

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch, 105 Front Street

MANITOBA MARKETS.

Winnipeg, September 8, 1902.

NOTHING of importance is to be reported in the hardware line this week beyond the fact that local jobbing houses are receiving and placing fall stocks. All lines of hardware are in good demand as are also paints, oils and glass. The binder twine trade is over, and it now appears as though there is sufficient for all requirements, but dealers have no stocks to carry over. Prices remained firm, the last being sold at 13⅝c. for sisal or standard. The local factory at Brandon has found ready sale for all its make.

The cool weather of the last few days has turned the attention of Winnipeggers to stoves, and there is a good inquiry in retail circles. The question of fuel is an endless subject of discussion on every street corner.

As an indication of the hardware business in the country it might be noted that the following are opening stores: Sherry & Mitchell, Weyburn, on Soo Line; A. F. Grady, Cowley and Alberta; Robinson, Pentrold, Alberta; Arthur, Kenton, Man.

Prices for the week are as follows:

Barbed wire, 100 lb.	$3 30
Plain twist	3 40
Staples	3 95
Oiled annealed wire 10	3 75
" 11	3 80
" 12	3 85
" 13	4 00
" 14	4 15
" 15	4 25
Galvanized wire, 6 to 8 gauge	4 00
" 9 "	3 50
" 10 "	4 05
" 11 "	4 20
" 12 "	3 65
" 13 "	3 75
" 14 "	4 45
" 15 "	4 60
" 16 "	4 75
Wire nails, 30 to 60 dy, keg.	3 25
" 16 and 20	3 35
" 10	3 35
" 8	3 45
" 6	3 50
" 4	3 65
" 3	3 90
Coil chain, 3-16 inch	10½
" ¼ inch	8¾
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Cut nails, 30 to 60 dy.	3 10
" 20 to 40	3 15
" 10 to 16	3 20
" 8	3 25
" 6	3 30
" 4	3 60
" 3	3 75
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No 1	4 30
No. 2 and larger	4 05
Snow shoes, No. 0 to No. 1	4 55
No. 2 and larger	4 05
Steel, No. 0 to No. 1	4 40
No. 2 and larger	4 35
Bar iron, $2.70 basis.	
Swedish iron, $5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	2 79
18 to 22 gauge	4 75
24 gauge	5 00
26 gauge	5 25
28 gauge	5 50
Genuine Russian, lb	12
Imitation " "	8
Tinned, 24 gauge, 100 lb.	7 75
26 gauge	8 00
28 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	11 00
" IX "	13 00
" IXX "	15 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	$13 00
" ⅜	13 50
" ¼ and 5-16	13 70
Manila, 7-16 and larger	17 00
" ⅜	17 55
" ¼ and 5-16	18 00
Solder	20
Cotton Rope, all sizes, lb.	17
Axes, chopping	$ 7 50 to 12 00
" double bitts	12 00 to 18 00
Poultry netting, 24 in.	1 35
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	57½ p.c.
Bolts, carriage	50 p.c.
Machine	50 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Bluestone, cask lots	$5 50
Spades and shovels	40 p.c.
Harvest tools	60 p.c.
Axe handles, turned; s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2½ p.c.
" " plain	70 and 15 p.c.

PETROLEUM.

Water white American	24½c.
Prime white American	22½c.
Water white Canadian	22c.
Prime white Canadian	20½c.

BINDER TWINE.

Sisal and Standard f.o.b. Winnipeg	$ 12
Manila, 550 feet	13
Manila, 600 feet	13¾
Pure Manila	15[illegible]

Five-ton lots ⅛c. less per lb., and car-lots ¼c. less.

SCRAP.

No. 1 cast iron	$13 to $14 per ton
No. 2 "	5 to 6 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 75
Less than barrel lots	80
Linseed oil, raw	82
Boiled	85
Lubricating oils, Eldorado castor	27½
Eldorado engine	26½
Atlantic red	29½
Renown engine	41
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 50
26 to 40 per 50 ft.	2 75
41 to 50 " 100 ft.	6 00
51 to 60 " " "	6 50
61 to 70 per 100-ft. boxes	7 00
Putty, in bladders, barrel lots per lb.	2½
kegs "	2¾
White lead, pure per cwt.	6 00
No. 1 "	5 75

Prepared paints, pure liquid colors, according to shade and color, per gal. $1.30 to $1.90

NOTES.

J. & E. Brown, of Portage la Prairie, are establishing a foundry in connection with their implement business.

Apollo galvanized iron commands more money and shorter credit—at wholesale—than any other—but saves the worker money.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

YOU NATURALLY EXPECT THAT THE GOODS **YOU** BUY WILL GIVE ENTIRE SATISFACTION TO **THOSE** WHO BUY FROM YOU. WHEN YOU PURCHASE

2 AND 3 PLY READY ROOFING,
BUILDING PAPERS,
SHEATHING AND CARPET FELT,
COAL TAR PRODUCTS,
HANGING AND PRINT PAPER,
BROWN AND MANILLA WRAPPING

from us your expectations will be realized. Our lines are all guaranteed to give entire satisfaction. Quality, the best.

ALEX. McARTHUR & CO., 82 McGill Street, MONTREAL.

PAPER MILLS: JOLIETTE, QUE. FELT FACTORY: HARBOR AND LOGAN STREETS, MONTREAL.

CURRENT MARKET QUOTATIONS

September 12, 1902.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—
56 and 28 lb. ingots, 100 lb. $32 00 $33 00

TINPLATES.

Charcoal Plates - Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$6 75
I.X. "	....	8 25
I.X.X. "	....	9 75
Famous, equal to Bradley—		
I.C.	....	6 75
I.X.	...	8 25
I.X.X.	....	9 75
Raven and Vulture Grades—		
I. ., usual sizes	....	5 00
I.X. "	....	6 00
I.X.X. "	....	7 00
I.X.X.X. "	....	8 00
D.C., 12½x17	....	4 50
D.X	....	5 25
D.X.X	....	6 00

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	4 25
I.C., special sizes, base	....	4 75
20 x 28	....	9 00

Charcoal Plates Terne.

Dean or J.G. Grade		
I.C., 20x28, 112 sheets	....	8 50
I.X., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X.X., 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, " 0 06½

Tinned Sheets.

72x30 up to 24 gauge	....	8 00
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	1 95	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3 in. base	....	2 90
Sleigh shoe steel, "	....	2 0
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth & Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "silver" tool steel	0 12	0 14
" "special"	0 15	0 20
Jonas & Colver's tool steel.	0 08	0 15
" "air hardening"	0 50	0 50
Drill steel, per lb.	0 08	0 10

BOILER TUBES.

		Per foot.
1½, 1¾ and 4 inch	....	0 09
2½ in.	....	0 16
3 in.	....	0 13
3½ in.	....	0 16
4 in.	....	0 31

STEEL BOILER PLATE.

¼ in.	2 50	2 60
3-16 in.	2 60	2 70
⅝ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	....

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

		Per 100 feet.
Black pipe—		
⅛ inch	..	2 90
¼ "	....	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	...	5 20
1¼ "	...	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	..	20 00
3 "	....	24 00
3½ "	....	30 00
4 "	....	37 50
4½ "	....	42 00
5 "	....	47 00
6 "	....	60 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Discount on pipe up to 2 in. 4 p c. Larger sizes nett.

Malleable Fittings —Discount 30 p.c.

Cast Iron Fittings —
On all cast iron fitting, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis. All others—discount 60 p.c.

GALVANIZED SHEETS.

	G.C.	Comet.	Bell.	Queen's Head.
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	4 00	4 05
26 "	4 25	4 00	4 15	4 25
28 "	4 50	4 25	4 35	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.		....	....
" ¼	" ...	7 85	8 10
" 5-16	" ...	5 25	5 50
" ⅜	" ...	4 50	4 75
" 7-16	" ...	4 25	4 50
" ½	" ...	4 20	4 50
" 9-16	" ...	4 05	4 50
" ⅝	" ...	4 00	4 50
" ¾	" ...	4 00	4 50

Halter, kennel and post chains 40 to 40 and 5 p.c.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot. Per 100 lb.

English B.S., ton lots	....	13 50
Lake Superior	....	....

Bars.

Cut lengths, round, ½ to ⅞ in	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00

Sheet.

Plain, 14 oz., and light, 16 oz., 14 x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

Boiler and T.K. Pitts.

Plain tinned, per lb.	....	0 28
Spun per lb.	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 3
Tubing, base, per lb.	0 23½

ZINC SPELTER.

Foreign, per lb.	5 50	6 00
Domestic "	....	....

ZINC SHEET.

5-cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD.

Imported Pig, per 100 lb.	....	3 50
Bar, per lb.	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 05

NOTE.—Cut sheets ½c. per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7 50. Discount, 2½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Discount, 60 p.c. on medium and extra heavy, and 55 p.c. on light soil pipe and fittings.

SOLDER.

	Per lb.	Per lb.
Bar half-and-half, guarant'd	....	0 20
Bar, half and-half, commer'l	....	0 19½
Refined	....	0 19
Wiping	....	0 18½

ANTIMONY.

Cookson's, per lb.	....	9 50

WHITE LEAD.

	Per 100 lb.	
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White	......	6 37½
Elephant and Decorators' Pure	......	6 12½
Brandram's B.B. Genuine	......	7 00
" " No. 1	......	6 00
"Monarch" brand	......	6 12½
Decorator's Pure	......	5 87½
Essex Genuine	......	5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt.	$4 75
Genuine, 100 lb. kegs, per cwt.	5 00
No. 1, 560 lb. casks, per cwt.	4 25
No. 1, 100 lb. kegs, per cwt.	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 50
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 25
Second qualities, per gallon	...	1 0
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co's pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Stewart & Wood's Champion pure	....	1 0
Standard Paint Co.' "New Era"	...	1 31

COLORS IN OIL.

25 lb. tins, standard Quality.

Venetian red, per lb.	0 04½	0 05
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "	....	0 06
Marine black	....	0 09
Chrome green	....	0 0
French imperial green	....	0 12
Signwriters' black	....	0 16

Burnt umber	...	0 11
" sienna	....	0 11
Raw umber	....	0 11
" sienna	....	0 11

COLORS, DRY.

Common ochre, bbls	1 20	1 30
Yellow ochre (J.F.L.S.), bbl.	...	2 00
Yellow ochre (La Belle)	1 15	1 25
Brussels ochre	..	2 00
Venetian red (best), bbl.	1 75	2 00
English oxides, per cwt.	3 00	3 25
American oxides, bbls.	1 25	2 00
Canadian oxides, bbls.	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb.	....	0 0
" umber, " "	....	1 10
Raw do	..	0 09
Drop black, pure	....	0 09
Chrome yellow, pure	....	0 18
Chrome greens, pure per lb.	0 09	0 10
Golden ochre	0 04	0 05
Ultramarine blue, in 28-lb. boxes, per lb.	0 06	0 18
Fire proof mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb.	....	0 07
Mortar color, per 100 lb.	1 25	1 50
Pure Indian red, No. 45, lb.	0 08	0 10
Whiting, bbl.	0 55	0 60
English vermilion in 30-lb. bags.		0 95

PARIS GREEN.

		Per lb
Petroleum, casks	0 16½	18
Arsenic kegs	0 17	0 19
50 lb. and 100-lb. drums	0 18½	0 19½
25-lb. drums	0 19	0 20
1-lb. packages	0 20	0 20½
½-lb. do	0 22	0 22½

BLUESTONE.

Casks, for spraying, per lb.	0 07
100-lb. lots, do per lb.	0 08

PUTTY.

Bulk in bbls.	1 90
Bulk in less quantity	2 05
Bladders in bbls.	2 25
Bladders in kegs, boxes or loose	2 40
Bladders in 25-lb. tins	2 35
Bladders in 12½ lb. tins	2 65
Bladders in bulk or tins less than 100 lb	2 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	....	1 25
" No. 1	....	1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	35
Turpentine, brown japan	1 25	1 30
" black japan	0 85	1 00
" " No. 1	0 50	0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal.		2 75

Maple Leaf coach enamels: Size 1, $1.20; size 2, 70c.: size 3, 40c. each.

Sherwin-Williams' copal varnish, assorted case, from ½-pts. to 1 gal. $2.50.

CASTOR OIL.

East India, in cases, per lb.	0 00½	0 10
" small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal.	0 50	0 55
Pure olive	....	1 20
" neatsfoot	....	0 90

GLUE

Common	0 08	0 09
French medal	0 10	0 14
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16

JAMES HUTTON & CO.

Sole Agents in Canada for

Joseph Rodgers & Sons, Limited,
Steel, Peech & Tozer, Limited,
W. & S. Butcher,

Thomas Goldsworthy & Sons,
Burroughes & Watts, Limited,
Etc., Etc.,

Have reopened their offices in Victoria Chambers,

232 McGill Street, MONTREAL.

HARDWARE.

Ammunition.

Cartridges.

B. B Caps Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 40 p. c., Amer
Rim Fire Cartridges, Dom., 5 (and 5 p. c
Central Fire Pistol and Rifle 10 p.c. Amer.
Central Fire Cartridges, pistol sizes Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.
Central Fire, Military and Sporting, Amer. add 5 p.c. to list. B.B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p.c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads	per lb
Best thick white felt wadding, in ¾-lb bags	1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads in boxes of 1,000 each, 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Adzes.

Discount, 20 per cent.

Anvils.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, " "	0 11¼

Augers.

Gilmour's discount 65 and 5 p.c. off list.

Axes.

Chopping Axes		
Single bit, per doz	5 50	10 00
Double bit, "	11 00	18 00
Bench Axes, 40 p.c.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 00	10 00

Axle Grease.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

Bath Tubs.

Zinc	6 00
Copper, discount 15 p.c. off revised ist	

Baths.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
" " 2nd "	20 00

Anti-Friction Metal.

Tandem" A per lb.	0 27
" B "	0 21
" C "	0 11½
Magnolia Anti-Friction Metal, per lb	0 25
Frictionless metal, per lb	0 23
Hercules, per lb	0 15

SYRACUSE SMELTING WORKS.

Aluminum, genuine	0 41
Dynamo	0 27
Special	0 22
Aluminum, 99 p.c. pure "Syracuse"	0 45

Bells.

Hand

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 45 per cent		

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 40 per cent.

Belting.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 p.c.

Bits.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen. net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind and Bed Staples.

All sizes, per lb 0 07¾ 0 12

Bolts and Nuts. Per cent.

Carriage Bolts, common ($1 list)	55 and 10
" " full square ($2.40 list)	55 and 10
" " Norway iron ($3 list)	50 and 10
Machine Bolts, all sizes	50 and 10
Plough Bolts	50 and 10
Blank Bolts	50 and 10
Bolt Ends	50 and 10
Sleigh Shoe Bolts	65 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3¾c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove rods, per lb. 5½ to 6c.
Nuts, in 50 lb. lots ¼c. per lb extra, in less than 50 lb. lots, ½c extra.

Boot Calks.

Small and medium, ball, per M	4 25	
Small heel, per M	4 50	

Bright Wire Goods.

Discount 62½ per cent

Broilers.

Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8		6 00
Henis, No. 9, "		7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

German, per doz	6 00	11 00
American, per doz	12 00	20 00

Butcher Knives.

Bailey's, per doz	0 60	6 30

Building Paper, Etc.

Tarred felt, per 100 lb	1 70
Ready roofing, 2-ply, not under 45 lb. per rol	85
Ready roofing, 3-ply, not under 65 lb. per roll	1 10
Carpet felt, per ton	45 00
Dry sheathing, per roll, 400 sq ft	35
Tar sheathing, " " "	45
Dry fibre " " "	50
Tarred fibre, " " "	60
O.K. & I.X.L., " " "	65
Resin-sized, " " "	40
Oiled sheathing, " 600 "	1 10
" " " 400 "	70
Roof coating in barrels, per gal	17
" " small packages	25
Refined tar, per barrel	4 50
Coal tar, "	4 00
Coal tar, less than barrels, per gal	15
Roofing pitch, per 100 lb	85

Bull Rings.

Copper, $2.00 for 2½ in. and $1.90 for 2 in.

Butts.

Wrought Brass net revised list.
Cast Iron.
Loose Pin, dis., 60 per cent.
Wrought Steel
Fast Joint, dis. 65, 10 and 2½ per cent.
Loose Pin, dis. 65, 10 and 2½ per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Carpet Stretchers

American, per doz	1 00	1 50
Bullard's, per doz		6 50

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian Portland	2 25	3 00
English "	3 00	3 15
Belgian "	2 50	2 75
Canadian hydraulic	1 25	1 50
Arrow		2 25
Buffalo		2 00

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. S. & W. Extra 60, 10 and 5 p.c.

Churns.

Revolving Churns, metal frames—No. 0, $8—No. 1, $8.50—No. 2, $9.00—No. 3, $10.00—No. 4, $12.00—No. 5, $16.00 each. Ditto, wood frames—20c. each less than above. Discounts: Delivered from factories, 53 p.c.; from stock in Montreal, 51 p.c. Terms, 4 months or 3 p.c. cash in 30 days.
Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2 65. Metal frames 25c. extra. Discount 15 p.c., net 30 days.

Clips.

Axle dis. 65 per cent.

Closets.

	Net.
Plain York or Ontario Syphon Jet.	$9 60
Emb. York or Ontario Syphon Jet.	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. Elgin or Teu. Syphon Washout	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
" " " " emb.	10 20
Plain Richelieu	3 75
Emb. Richelieu	4 00
Connections	1 25
Low Down Ont. Sy. Jet, plain	11 70
" " " " " emb'd.	12 30
Closet connection	1 25
Basins P.O., 14 in	0 70
" oval 17 x 14 in	1 50
" " 19 x 15 in	2 25

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Conductor Pipe.

Plain or Corrugated.

2-inch, per 100 feet	3 00
3 " " "	4 00
4 " " "	5 25
5 " " "	6 75
6 " " "	9 00

Cradles, Grain.

Canadian, dis. 25 to 33⅓ per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair	17½
" " 5, "	22½
" 6, "	15
Boynto pattern "	20

Door Springs.

Torrey's Rod, per doz	(15 p.c.	2 00
Coil, per doz	0 88	1 60
English, per doz	2 00	4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.

Hand and Breast

Millar's Falls, per doz. net list.

DRILL BITS.

Morse, dis., 37½ to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.

EAVE TROUGH.

10-inch, per 100 ft. $3 10

ELBOWS. (Stovepipe.) per doz.

5 and 6-inch, common	1 20
7-inch	1 35

Polished, 15c. per doz. extra.

ESCUTCHEONS.

Discount, 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 p.c.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co 's "Simplicity" file handle, per gross 85c. to $1.50.

GLASS—Window—Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 20	4 25	....	6 25
26 to 40	2 40	4 65	....	8 75
41 to 50	....	5 10	....	7 50
51 to 60	....	5 35	....	8 50
61 to 70	....	5 75	....	9 75
71 to 80	....	6 25	....	11 00
81 to 85	....	7 00	....	12 55
86 to 90	....	7 75	..	15 00
91 to 95	..	....	...	17 50
96 to 100	.. ..	....	. ..	20 50

GAUGES

Marking, Mortise, Etc.

Stanley's dis. 50 to 55 per cent.

Wire Gauges.

Winn's Nos. 26 to 33, each	1 65	2 40

HALTERS.

Rope, ⅜ per gross	....	....
" ½ "	....	9 00
" ⅝ to ¾	...	14 00
Leather, 1 in., per doz	$ 87½	4 00
" 1¼ in., "	5 15	5 20
Web, — per doz	1 87	2 45

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent	Can.	dis.
25 to 27½ per cent.		

Tack.

Magnetic per doz	1 10	1 20

Sledge.

Canadian per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 [illegible]

HANDLES.

Axe, per doz. net	1 50	3 00
Store door, per doz	1 00	1 50

Fork.

C. & B., dis. 40 per cent. rev. list.

Hoe.

C. & B., dis. 40 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair	13¾

HANGERS.

	doz. pairs.	
Steel barn door	5 85	6 00
Stearns, 4 inch	....	5 00
" 5 inch	....	6 50

Lane's covered—

No. 11, 5-ft. run	....	8 40
No. 11½, 10-ft. run	....	10 80
No. 12, 10-ft. run	....	12 60
No. 14, 15-ft. run	....	21 00
Lane's O.N.T. track, per foot	....	4½

HARVEST TOOLS

Discount, 60 per cent.

HATCHETS

Canadian, dis 40 to 42½ per cent.

You Don't Need to Worry

IF YOU HANDLE OUR

Building Papers, Roofing Felts and Wire Edged Ready Roofing.

All our goods please the consumer, and that means
increased trade both for you and us.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

HINGES.

Blind, Parker's, dis. 16⅔ per cent.
Heavy T and strap, 4-in., per lb.... 0 06½
" " 5-in., " 0 06¼
" 6-in., " 0 06
" 8-in., " 0 05¾
" 10-in., " 0 05½
Light T and strap, dis. 65 and 5 per cent.
Screw hook and hinge—
6 to 10 in., per 100 lbs.... .... 4 50
12 in. up, per 100 lbs..... .... 3 25
Per gro. pairs
Spring.................... .... 9 00

HOES.

Garden, Mortar, etc., dis. 60 p.c.
Planter, per doz.............. 4 00 4 50

HOLLOW WARE

Discount,................ 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird Cage, per doz........... 0 50 1 10
Clothes Line, per doz........ 0 27 0 63
Harness, per doz............. 0 72 0 88
Hat and Coat, per gross...... 1 00 3 00
Chandelier, per doz.......... 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 47½ per cent.

Wire.

Hat and Coat, discount 45 per cent.
Belt, per 1,000 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.

"C" brand 40, 10 and 7½ p.c. off list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk, 66⅔ and 5 per cent.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1. and smaller.
Light, medium and heavy.	3 35	3 60
Snow shoes........	3 60	3 85
Steel Shoes.		
Light......................	3 45	3 70
Featherweight (all sizes).....	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.
Toe weight steel shoes...... 6 70

JAPANNED WARE.

Discount, 45 and 5 p.c. off list, June 1899.

ICE PICKS.

Star per doz................ 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb............... 0 30 0 50
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis., 45 p.c.
Cabinet, trunk, and padlock,
Am. per gross 60

KNOBS.

Door, japanned and N.P., per
doz.............. .... 1 50 2 50
Bronze, Berlin, per doz...... 2 75 3 25
Bronze Genuine, per doz.... 6 00 9 00
Shutter, porcelain, F. & L
screw, per gross 1 30 4 00
White door knobs—per doz. 95 1 00

HAY KNIVES.

Discount, 60 per cent.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz................ 7 00
No. 3 "Wright's"................. 8 50
Ordinary, with O burner.......... 4 00
Dashboard, cold blast............ 9 00
No. 0............................ 5 75
Japanning, 50c. per doz. extra

LEMON SQUEEZERS.

Porcelain lined, ...per doz. 2 20 5 60
Galvanized 1 87 3 85
King, wood.................. 2 75 2 90
King, glass................. 4 00 4 50
All glass................... 0 50 0 90

LINES.

Fish per gross.............. 1 05 2 50
Chalk " 1 90 7 40

LOCKS

Canadian, dis 40 p.c.
Russel & Erwin, per doz.... 3 00 3 25
Cabinet
Eagle dis. 30 p.c.

Padlocks

English and Am. per doz.... 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.

Flat head discount 25 p.c.
Round Head discount 20 p.c.

MALLETS.

Tinsmiths' per doz.......... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz.. .... 3 85 5 00
Caulking each............... 60 2 00

MATTOCKS.

Canadian, per doz.......... 5 50 6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.
German, 15 per cent.
Gem, each, $1.15.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Quotations are :	Cut.	Wire.
2 d and 3d	$3 45	$3 55
3 d	3 10	3 22
4 and 5d................. ..	2 85	3 05
6 and 7d.....................	2 75	2 90
8 and 9d.....................	2 60	2 70
10 and 12d...................	2 55	2 65
16 and 20d..	2 50	2 60
30, 40, 50 and 60d. (base).....	2 45	2 55

Wire nails in carlots are $2.50
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 75 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.

NAIL PULLERS.

German and American....... 1 85 3 50

NAIL SETS.

Square, round, and octagon
per gross............... 3 38 4 00
Diamond.................. 12 00 15 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 50 and 5 to 50 and 10 p.c.
2-in. Mesh, 18 w.g. and heavier, 50 p.c.

OAKUM. Per 100 lb

Navy 6 00
U.S. Navy............. .... 7 25

OILERS.

McClary's Model galvan. oi
can, with pump, 5 gal.
per doz.................. .... 10 00
Zinc and tin, dis. 50, 50 and 10
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAILS.

Dufferin pattern pails, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
6, 10 and 14-qt. flaring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.

Per doz..................... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross... 1 35 1 50
Brass head " 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 p c.

PINE TAR.

½ pint in tins, per gross. 7 80
1 " " " 9 60

PLANES.

Wood bench, Canadian dis. 40 per cent.
American dis. 50.
Wood, fancy Canadian or American 7½ to 40 per cent.

PLANE IRONS.

English per doz........... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz............ 0 60 2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 p.c.
"J.M.T." Cushion work. dis. 50 p.c.
Fuller work, dis. 65 p.c.
6 doz. lots and over of the above extra dis. 10 p.c.
Lever Handle Stops and Waste, discount 60 p.c. With, in lots of 2 doz. and over, an extra dis. of 10 p.c.
"J.M.T." Globe, Angle and Check Valves, dis. 55 p.c.
Standard Globe, Angle and Check Valves, dis. 65 p.c.
"J.M.T." Radiator Valves, dis. 55 p c.
Standard " " dis., 65 p.c.
Patent Quick Opening Valves, dis. 70 p.c.
No. 1 compression bath cock, net .. 2 00
No. 4 " " " 2 00
No. 7, Fuller's 2 90
No. 4½, " 2 35
Patent Compression Cushion, basin cock, hot and cold, per doz 15 00
Patent Compression Cushion, bath cock, No. 2208 .... 2 25
Square head brass cocks, 60 p.c.
" " iron " 60 p.c.
Competition Globe, Angle and Check Valves discount, 70 p. c.
Competition Quick Opening Radiator Valves, discount, 70 p.c.

PRESSED SPIKES.

Discount 22½ per cent.

PULLEYS.

Hothouse, per doz.......... 0 55 00
Axle....................... 0 22 0 33
Screw...................... 0 27 1 00
Awning..................... 0 35 2 50

PUMPS.

Canadian cistern........... 1 80 3 60
Canadian pitcher spout..... 1 40 2 10

PUNCHES.

Saddlers', per doz......... 1 00 1 85
Conductors' " 9 00 15 00
Tinners', solid per set...... 0 00 0 72
" hollow per inch..... 0 00 1 00

RANGE BOILERS. Net.

Dominion, 30 gal. 5 75
Dominion, 35 " 6 75
" 40 " 7 75
Ronald's Galvanized, 30 gallons 6 50
" " 35 " 7 50
" " 40 " 8 50
Copper, 30 gallons.................. 20 00
" 35 " 23 20
" 40 " 26 40

RAKES.

Wood, per doz. net 110

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler & Co.'s..........	4 00	18 00
Boker's......................	7 50	11 00
" King Cutter........	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's............	7 00	12 00
Bailey's	6 00	12 00
Carbo Magnetic Razor	....	15 00
Griffon Barbers' Favorite	....	10 75
Griffon No. 65..............	....	13 0
Griffon Safety Razors........	....	13 50
" Stropping Machines.	....	13 50
Klean Kutter..........	......	10 00

All other razors 50 p.c. off catalogue price.

REGISTERS.

Discount .... 40 per cent

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c. per lb.
Copper Rivets with usual proportion burrs 45 p. c. dis. cartons, 1c. per lb. extra, net.
Copper Burrs only, 30 and 0 p.c.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE, ETC.

Sisal 12½
Pure Manilla..................... 15
"British" Manilla 13
Cotton, 3-16 inch and larger........ 16
" 5-32 inch.... 21
" ⅛ inch 22
Russia Deep Sea. 15
Jute 8
Lath Yarn 11
Sisal bed cord, 48 ft..... per doz. 65
" " 60 ft...... " 80
" " 72 ft. ..... " 95

RULES.

Boxwood, dis. 55 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS. per set.

Mrs. Potts, No. 55, polished. 70
" No. 50, nickle-plated. 75

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.
B & A. sand, 40 and 5 per cent.
Emery, 40 per cent.
Garnet (Rurton's), 5 to 10 p.c. advance on list

SAP SPOUTS.

Bronzed iron with hooks, per doz. 9 50

SAWS.

Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.
Crosscut, Disston's, per ft.. 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3
Hack, complete, each 0 75 2 75
" frame only 0 75

SASH WEIGHTS.

Sectional, per 100 lbs....... 2 25 2 50
Solid, " 1 75 2 00

SASH CORD.

Per lb...................... 0 23 0

SAW SETS.

Lincoln and Whiting, per doz. 4 75
Hand Sets, No. 1 Woodyatt (Morrill) 4 25
X-cut Sets, No. 3 Woodyatt (Morrill) 9 50

SCALES.

Burrow, Stewart & Milne—
Imperial Standard, 40 per cent.
Weigh Beams, 35 per cent.
Champion Scales, 55 per cen
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.
Warren's new Standard 40 p c.
" " Champion 55 p.c.
" Weighbeams, 35 per cent.

SCREW DRIVERS.

Sargent's per doz.......... 0 65 1 00

SCREWS.

Wood, F.H., bright and steel, 87½ and 10 p.c
Wood R. H., " dis. 82½ and 10 p.c.
" F. H., brass dis. 80 and 10 p.c.
Wood, R. H., " dis. 75 and 10 p.c.
" F.H., bronze, dis. 75 p.c.
" R.H. " 70 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz. 3 25 4 00
" iron, " 4 25 5 00
Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.

Per doz., net...... .... 5 00 8 00

SCYTHE SNATHS.

Canadian, dis. 45 p.c.

SHEARS.

Bailey Cutlery Co., full nickeled, dis. 60 and 2½ p.c.
Bailey Cutlery Japan handles, 67½ p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.

SINKS.

Steel and galvanized, discount 45 per cent

SNAPS.

Harness, German, dis. 25 p.c.
Lock, Andrews'............ 4 50 11 50

SOLDERING IRONS.

1, 1½ lb., per lb.................... 0 37
2 lb. or over, per lb................ 0 34

SQUARES.

Iron, No. 493, per doz...... 2 40 2 55
" Mo. 494, " 3 25 3 40
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Try and bevel, dis. 50 to 52½ p.c.

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Plain, dis., 75 and 12½ p.c. off revised list.
Retinned, dis., 75 p.c. off revised list.

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Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

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American dis. 25 p.c.		
STONE.	Per lb.	
Washita	0 28	0 60
Hindostan	0 06	0 07
" slip,	0 09	0 09
Labrador	....	0 13
" Axe	....	0 15
Turkey	....	0 50
Arkansas	0 00	1 50
Water-of-Ayr	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. 2 in. 40 to 200 lb. per ton	....	25 00
" under 40 lb. "	....	28 00
Grind. under 2 in. thick "	....	29 00

STOVE PIPES.

5 and 6 inch Per 100 lengths	....	7 00
7 inch " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4—3 dozen in case, net cash	$4 80
No. 6—3 dozen in case, "	8 40

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Cheese-box tacks, blued	80 & 12½
Trunk tacks, black and tinned	85
Carpet tacks, blued	80 & 15
" " tinned	80 & 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—In bulk	80 & 10
In dozens	75
Swedes, upholsterers', bulk	85, 12½ & 12½
" brush, blued & tinned, bulk	70
" gimp, blued, tinned and japanned	75 & 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	5 ½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
Lining tacks, in bulk	15
" " solid heads, in bulk	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	25
Zinc glazier's points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Shoe nails	60
Clinch and duck rivets	45

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English, ass skin, per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel, each	0 80	8 00

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Bailey's, dis. 25 p.c.

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Tin case and dairy, dis. 75 to 75 and 10 p.c.

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Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

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Disston's discount 10 per cent.

German, per doz.	4 75	6 00

S. & D., discount 35 per cent.

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Bag, Russian, per lb.	....	0 27
Wrapping, cotton, 3-ply		0 19
" " 4-ply	....	0 23
Mattress, per lb.	0 33	0 45
Staging, "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12¾
Pipe Vise, Hinge, No. 1	....	3 50
" " " No 2	....	5 50
Saw Vise	4 50	9 00

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White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

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SMOOTH STEEL WIRE.

No. 0-9 gauge		$2 60
10 "		6c. extra.
11 "		12c. "
12 "		20c. "
13 "		30c. "
14 "		40c. "
15 "		55c. "
16 "		70c. "

Add 60c. for coppering and $2 for tinning

Extras net per 100 lb. — Oiled wire 10c., spring wire $1.25, special hay baling wire 30c. best steel wire 75c., bright soft drawn 15c. charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks 50c., in ½-lb. hanks 75c., in ¼ lb. hanks $1.

Fine Steel Wire, dis. 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, 7.65—No. 24, $8—No. 25, $9—No. 26 $9.50—No. 27, $10—No. 28. $11 No 29. $12—No. 30, $13—No. 31, $14—No. 32 $15, No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31 $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 33c.—in ¼-lb. hanks 50c.—packed in casks or cases, 15c.—bagging or papering, 10c

Brass wire, 6½ per cent. off the list.
Copper wire, 62½ per cent. net cash 30 days, f.o.b. factory.
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Clothes Line Wire, regular 7 strand No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70, No. 19, $2.35; No 20, $2.30, f.o.b. Hamilton, Toronto Montreal

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Galvanized barb	....	3 00
Galvanized, plain twist	....	3 00

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Agricultural, 60 p.c.

Coe's Genuine, dis. 20 to 25 p.c		
Towers' Engineer, each	2 00	7 00
" S., per doz.	5 80	6 00
G. & K.'s Pipe, per doz.	....	3 40
Burrell's Pipe, each	....	3 00
Pocket, per doz.	0 25	2 90

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Leader per doz.	$30 00	33 00
Royal Canadian "	...	24 00
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Canadian make, discount, 40 per cent.

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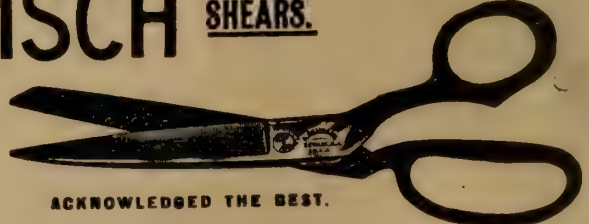

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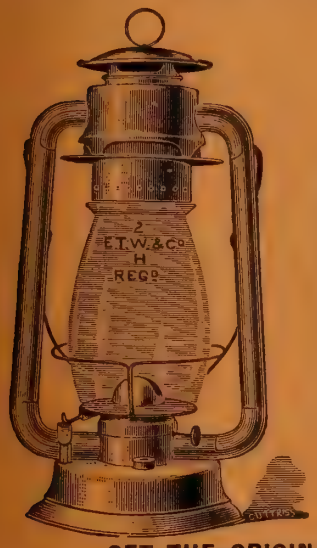

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VOL. XIV. MONTREAL AND TORONTO, SEPTEMBER 20, 1902 NO. 38.

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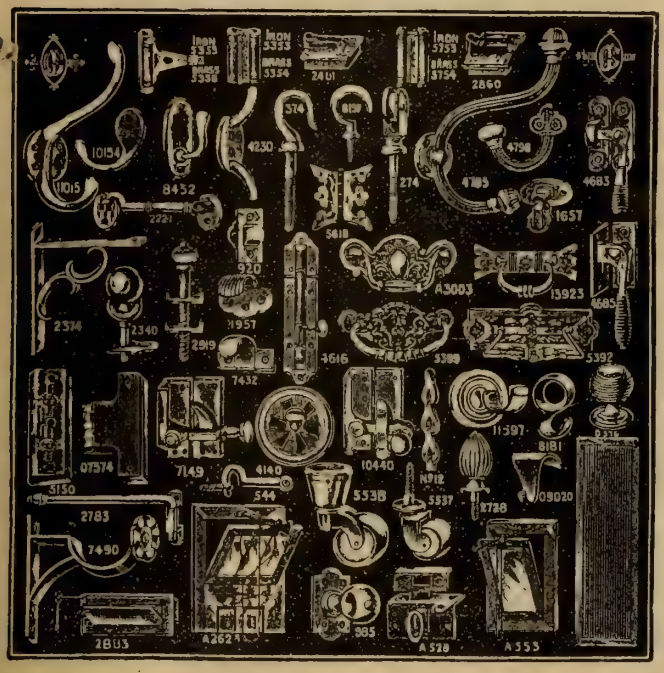

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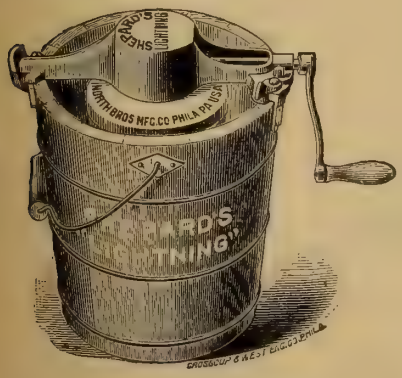

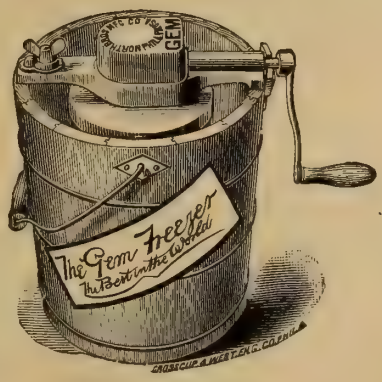

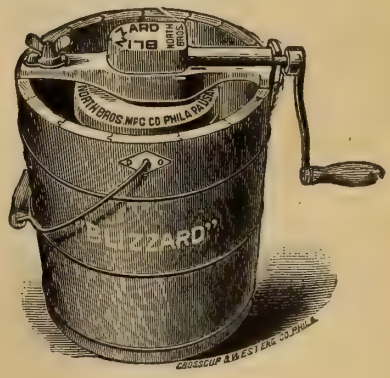

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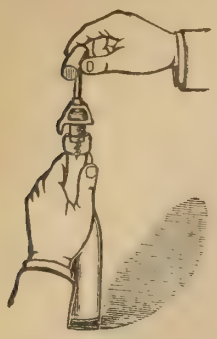

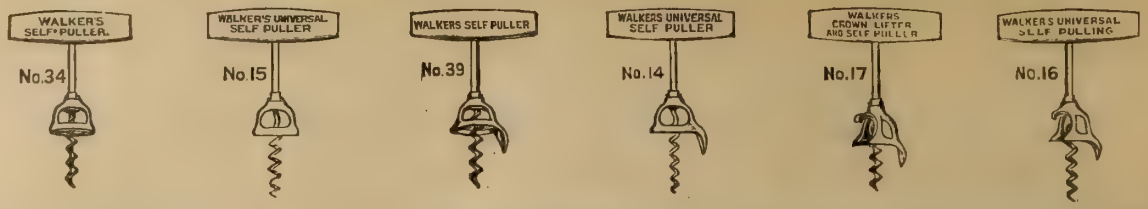

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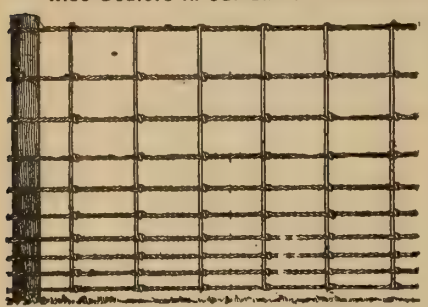

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[Extract from letter received from our Australian Agents located in Melbourne.]

Our facilities are unexcelled for making

Blacksmiths' and Machinists' Vises

Modern equipment and methods, high-grade material and workmanship are combined in our plant, producing

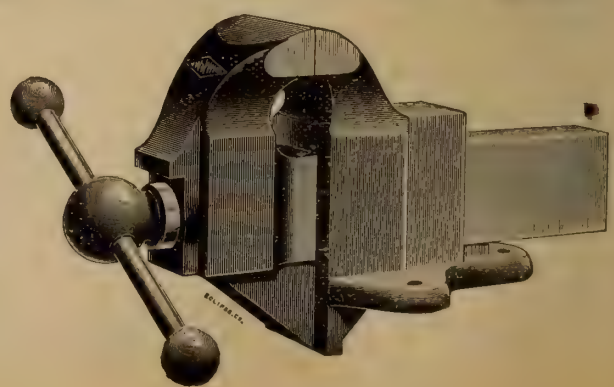
THE BEST VISES MADE

Lamplough & McNaughton

CANADIAN SALES AGENTS

19 De Bresoles St., Montreal

Manufactured by



THE COLUMBIAN HARDWARE COMPANY

CLEVELAND, OHIO.

NEW CATALOGUE JUST ISSUED—WRITE FOR IT.

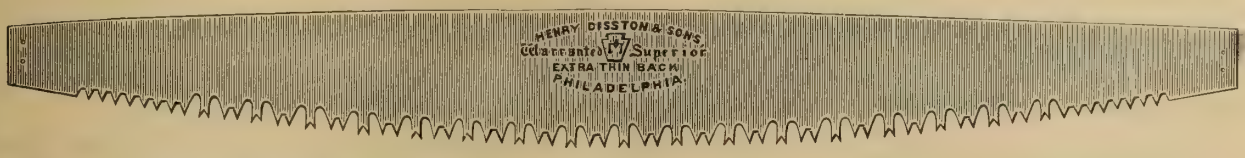
THE BEST TO BUY

THE BEST TO SELL

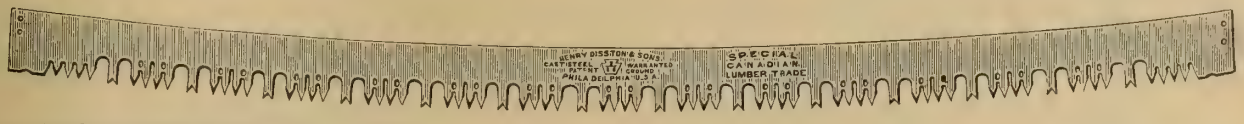
DISSTON'S CROSS CUT AND HAND SAWS

SEP 26 19
RETURNED

ST. LAWRENCE CROSS CUT SAW—Extra thin back, very finest quality of spring steel, the fastest cutting saw in the world. Furnished in 4½ to 7 feet.

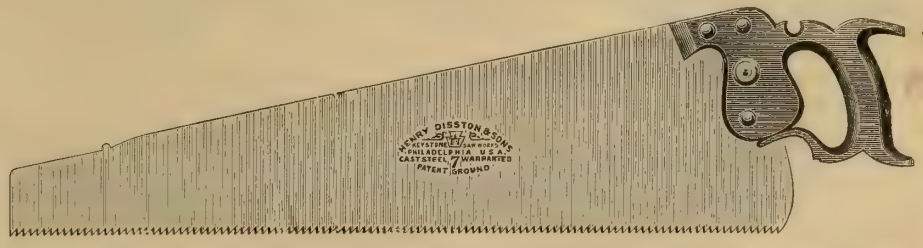


NO. 1 CHAMPION CROSS CUT SAW—Extra thin back, first quality cast steel, it is stamped "Disston." The name sells it. Furnished in 4½ to 6 feet.



DISSTON NARROW TREE SAW—Lance tooth, cast steel, warranted, patent ground. Furnished in 4½ to 6 feet.

NO. D8, HAND, RIP AND PANEL SAWS—Skew back, warranted spring steel, patent ground and tempered, apple handle with polished edges, 5 improved screws.



NO 7, HAND, RIP AND PANEL SAWS—Grained and etched blade with straight back, warranted cast steel, patent ground and tempered, beech handle with polished edge, and 4 improved screws.

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SAW MAKERS TO THE WORLD	AGENTS TO THE Canadian PEOPLE

LEWIS BROS. & CO.

QUOTE LOW

WHOLESALE HARDWARE

MONTREAL.

SHIP QUICK

TORONTO:
87 York Street.

OTTAWA:
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HENRY ROGERS, SONS & CO., SHEFFIELD, ENGLAND.

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LIMITED QUANTITY OF

"H.R.S. & Co." Canada Plates

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At Very Low Prices.

BARB WIRE we have in Stock.

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MANUFACTURERS OF

TINWARE AND TIN CANS

Fruit Cans, Meat Cans, Jacketed Oil Cans, Baking Powder Cans, Lard Pails, Etc.

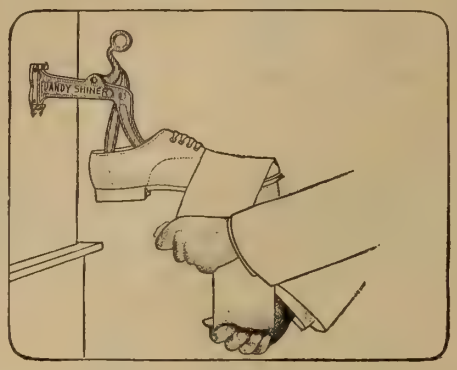
JAS. A. McGOLPIN

156-162 Duke Street, TORONTO.

THE DANDY SHINER

(nickel plated)

A HOUSEHOLD NECESSITY



Holds shoe rigid. Fits any shoe. 3 lasts (men's, women's, child's) go with each shiner.

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Established 1845

Main Office and Mills at Waterbury, Conn.

New York Store, No. 122 to No. 130 Centre St.
Providence Store, No. 131 Dorrance St. and No. 152 Eddy St.

Pope's Island "White"

and

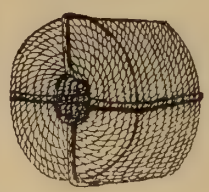
"Gold Non-Corrosive Metal"

Suitable for Spinning, Drawing, Stamping and Jewelers' Work.

Brass, German Silver, Bronze and Copper in Sheets, Wire Rods, Brazed and Seamless Tubing. Metallic Eyelets Shells, Ferrules and small brass wares of every description.

THE INDEPENDENT CORDAGE CO., Limited,

TORONTO.



Highest Award Pan-American Exposition.

MANUFACTURERS OF ALL KINDS OF

SISAL MANILA **ROPE,** Lath Yarn, Shingle Yarn, Hide Cord, Pulp Cord, Clothes Lines **BINDER TWINE**

Transmission Rope a Specialty.

NIXON AND WINTERBOTTOM, Ltd.

N TRADE MARK W

Registered Trade Mark

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PYRAMID WORKS, SHEFFIELD, ENGLAND.

N W PYRAMID CUTLERY Co SHEFFIELD

Registered Trade Mark.

TABLE CUTLERY
BUTCHERS' KNIVES & STEELS
FARRIERS' KNIVES

ESTABLISHED 1861

TELEGRAMS "PYRAMIDS, SHEFFIELD."

BREAD KNIVES
PUTTY, PALLETTE, SHOE & POTATO KNIVES

1290

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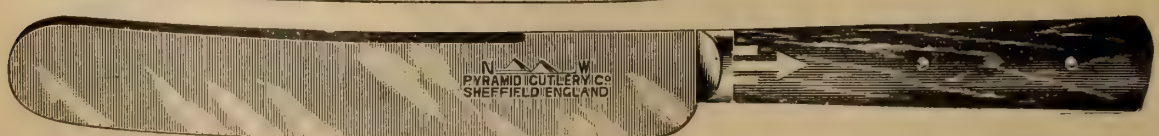

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ALL KINDS AND FOR ALL PURPOSES.

Manila Rope	Lathyarn
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Marline	Hemp Packing
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Clotheslines	Drilling Cables
Tarred Hemp Rope	Spunyarn
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"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

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Western Ontario Representative—
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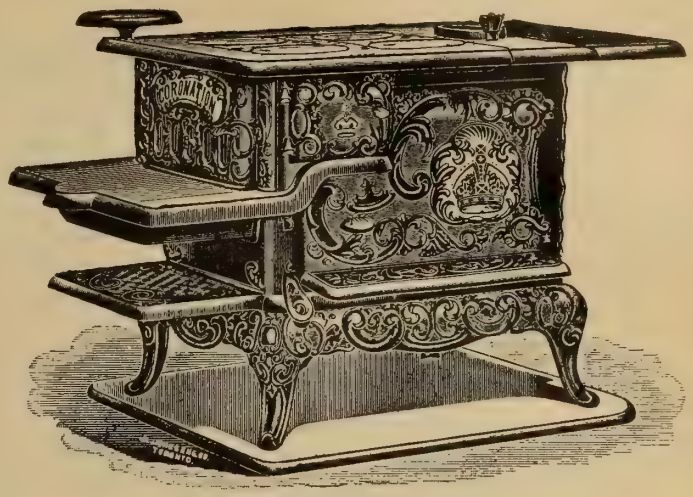

CORONATION WOOD COOK.

		Firebox.	Oven.
No. 9-21	4 holes	27 inches	21 x 21 x 13
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" 9-25	4 "	30 "	25 x 26 x 15
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Cast Iron or Steel Ovens. Large Feed Door.

Send for catalogue and prices to

The OTTAWA FURNACE & FOUNDRY CO., Limited

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HOT WATER BOILERS
STEEL RANGES

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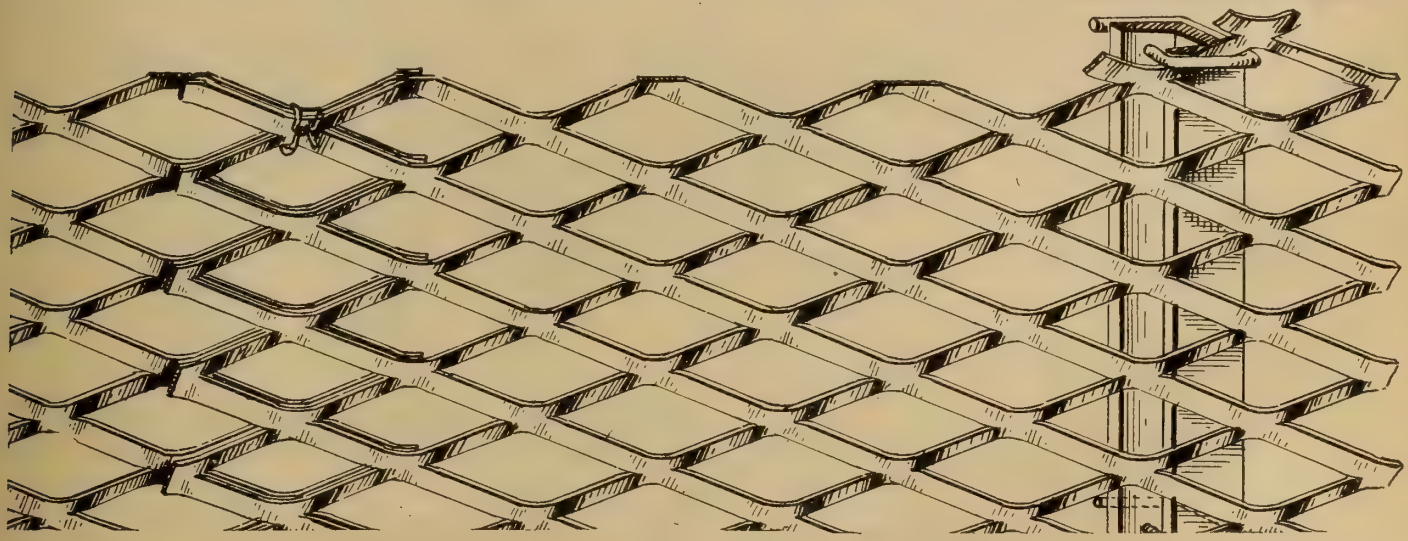
REGISTERS, ETC.



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FOR FIREPROOF PARTITIONS, CORNICES, FALSEWORK

Cheapest and Best in the Market

PERFECT KEY

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EXPANDED METAL & FIREPROOFING CO., Limited, 100 King West, TORONTO

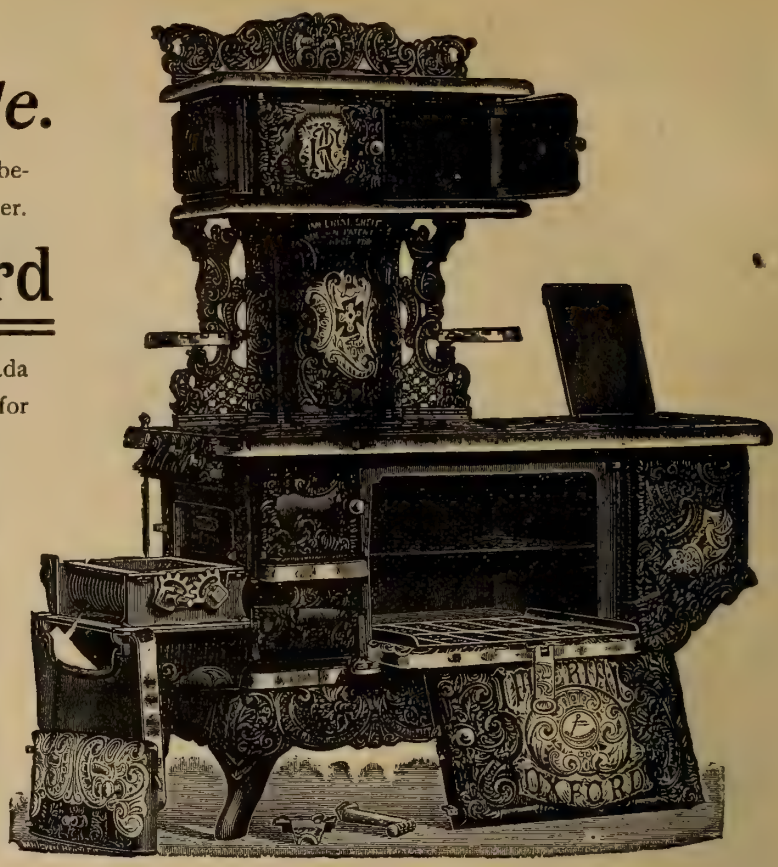
The Best Selling Range Ever Made.

Popular with dealers in every part of the country because it is so enthusiastically praised by every buyer.

Our Imperial Oxford

has won its laurels—it is the favorite range of Canada —widely advertised and everywhere appreciated for its practical superiority.

Are you familiar with its
Diffusive Flue Construction
Front Draw-Out Grate
Draw-Out Oven Rack
and other talking points



If there's any range business in your locality you'll get it by handling the Imperial Oxford. Fullest details if you write

THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

WATER PAINT.

Every dealer handling . .

INDELIBLO
Cold Water Paint,

and every consumer who has used it is **pleased** with the results and success obtained with this up-to-date product.

At **one-third** the first cost, at one-fourth the expense of application, and results of actual tests show this paint, made in a dry powder in white and various colors, readily soluble in Cold Water, is a money-saver and a profit-maker.

We shall be pleased to furnish full information through our Agents :

A. RAMSAY & SON, - - - - MONTREAL
THE J. H. ASHDOWN HARDWARE CO., Limited, - WINNIPEG
McLENNAN, McFEELY & CO., - - - VANCOUVER

or direct on application to
THE MURALO COMPANY, New Brighton, Borough of Richmond, New York.

THE KING OF ALL

COLD PRESSED NUTS

Finished **Semi-Finished**
Case-Hardened
Chamfered, Trimmed and Reamed.

CHECK, JAM and JOINT NUTS.
SPECIAL MILLED WORK, Etc.

CANADA FOUNDRY COMPANY.
LIMITED.

Head Office and Works, TORONTO, ONT.

DISTRICT OFFICES.
Montreal, Halifax, Ottawa, Winnipeg,
Vancouver, Victoria, Rossland.

1,000 PRINTED ENVELOPES

For $1.00.

We do good printing cheap—500 Noteheads, 500 Envelopes and 500 Statements for $2.50.

Snaps in Stationery of all kinds.

WEESE & CO., Jobbers,
54 Yonge Street, - Toronto.

Buy the Best.

HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

IDEAL QUICK ADJUSTING BOOT & SHOE HOLDER

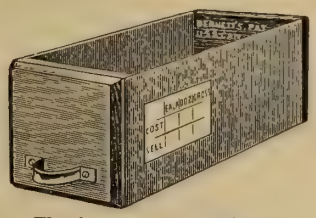
PAT. JULY 1st, 1902.

ALL METAL

Strong *Neat* *Durable*

The Canada Hardware Co., Limited
Wholesale Merchants
MONTREAL

More Bennett's Patent Shelf Boxes.



The best testimonals are second orders.

"Chicoutimi, P.Q., May 24th, 1902—Please send us 212 more shelf boxes like the last.—Cote, Boivin & Co."

Write for prices to **J. S. BENNETT, TORONTO**

The Grey and Bruce Portland Cement Company of Shallow Lake, Limited,

Manufacturers of
"HERCULES" BRAND OF

Portland Cement

Unsurpassed for Sidewalks, Floors, and all work requiring the Highest Grade of Portland Cement.

HEAD OFFICE: OWEN SOUND.

FENCES and GATES

IN WIRE AND IRON.

We can furnish anything required, from a plain wire fence for the farm to an ornate iron fence for residence or public building. Special prices to hardware trade. **Send for catalogues.**

The Dennis Wire and Iron Co.,

LONDON, ONT.

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for extension to Point-aux-Pelee Island Wharf," will be received at this office until Friday, 26th September, inclusively, for the construction of an extension to the present wharf at Point-aux-Pelee Island, Essex County, Ontario, according to a plan and specification to be seen on application to the Postmaster of Point-aux-Pelee Island; at the office of Mr. H. A. Gray, Resident Engineer, Confederation Life Building, Toronto, and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the printed form supplied, and signed with the actual signatures of tenderers.

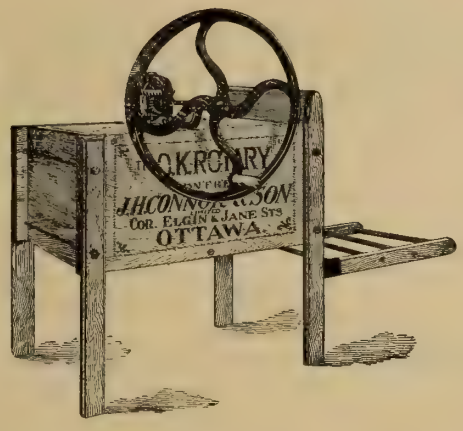
An accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, for the sum of five hundred dollars ($500.00), must accompany each tender. The cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,
FRED GELINAS,
Secretary.

Department of Public Works,
Ottawa, 29th August, 1902.

Newspapers inserting this advertisement without authority from the Department, will not be paid for it.



'Tis EASY!

CONNOR'S O. K. ROTARY WASHER.

This machine has a fly wheel that is half as heavy again as any other similar machine. The perfect fitting castings make it run smoothly and without jar.

J. H. Connor & Son, Limited
Manufacturers of Washers and Wringers,
OTTAWA, ONT.

Write at once and get control of this machine for your town

WHAT DO YOU REQUIRE IN THE WAY OF

CANS?

WE MANUFACTURE THE VERY BEST QUALITY OF

Paint and Color Cans, round and square. **Varnish and Oil Cans.**

Paint Irons. **Paint Packages.** **Lye Tins.**

and every description of Tin or Can required by the trade. We shall be pleased to send you quotations for anything you need in our line.

THE ACME CAN WORKS

Office and Factory: Ontario St. and Jeanne D'Arc Avenue.

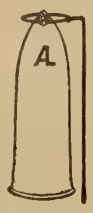
Jas. B. Campbell. MONTREAL. William Pratt.

OUR TRADE MARK A

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

OUR TRADE MARK A

A Statement of Facts.



We make the strongest mantles.
Our mantles gives the most light.
We use the purest and most costly chemicals.
We anneal our mantles with pressure gas.
Our mantles won't shrink or fray out.
Our trade mark A is on the best mantles.

We make mantles with any private mark on them, your own name if you desire.

WE MAKE

Coal Gas Mantles.	Coal Oil Mantles.
Oil Gas Mantles.	Gasolene Mantles.
High-Pressure Mantles.	Acetylene Mantles.

In single, double or triple weave.

Lowest prices on Mantles, Shades, Chimneys and Sundries.

Write us if you are interested.

AUER LIGHT CO., - - MONTREAL.

The Lighthouse of Canada.

If you don't do business with us it is not our fault. We have everything you can want in the lighting line, and our prices are rock bottom.

Have you see our new

ROCHESTER CLUSTER GAS LIGHT,

the best store light on the market? The brilliancy of electric arc light at half the cost.

Full lines of Incandescent **GAS MANTLES.**

ROCHESTER LAMPS, the best light for oil.

Special line of **FANCY PARLOR LAMPS** for Christmas trade.

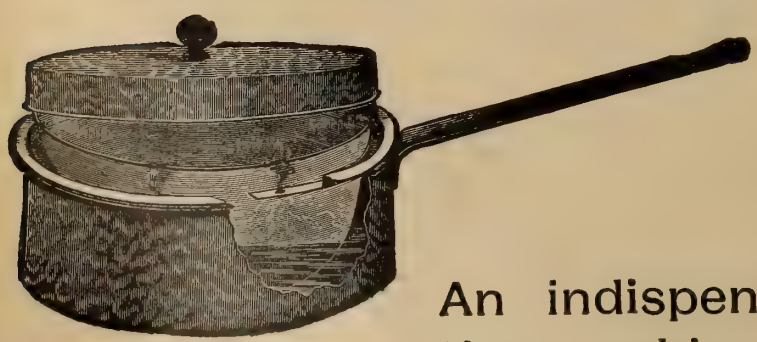
FULL PARTICULARS CHEERFULLY FURNISHED AT ANY TIME.

The Rochester Lamp Co. of Canada

24 Front St. W. - TORONTO.

Kemp's Patent Steam Cereal Cookers

Made in Diamond, Pearl and Granite Steel Enameled Ware. Inside dish always supplied in White Ware.



An indispensable kitchen utensil for the cooking of Oat Meal, Cracked Wheat, and all cereal foods, preparing of sauces, gravies, custards, etc.

Only Manufactured by

KEMP MANUFACTURING CO., Toronto, Canada.

HARDWARE AND METAL

VOL. XIV. MONTREAL AND TORONTO, SEPTEMBER 20, 1902. NO. 38.

President:
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co.
Limited

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MONTREAL - - - - 232 McGill Street. Telephone 1255.
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NEW YORK - Room 443 New York Life Bldg.

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Great Britain and elsewhere - - 12s.

Published every Saturday.

Cable Address { Adscript, London. / Adscript, Canada.

WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

UNFAIR TO SMALL TOWNS.

IT is a worthy ambition that merchants of certain towns and cities have to attract customers from other places. And they cannot be blamed when, having this end in view, they endeavor to secure special rates from the railway and steamboat companies to assist them. At the same time, however, it must be remembered that the merchants from the towns whose customers they try to attract are also entitled to some consideration.

At the meeting of the Union of Canadian Municipalities in Montreal this week this was one of the questions which came up for discussion, and was referred to a committee for consideration. It seems to us, however, that questions like this are outside the province of such an organization as that of the Union of Canadian Municipalities.

In championing such schemes they are only assisting the merchants in the large cities in their efforts to attract customers from the merchants in the smaller towns and villages throughout the country. If the merchants in such cities as Toronto, Montreal, Ottawa, and other places that might be mentioned, desire special rates, let them secure them on their own volition, and not call to their aid large organized bodies.

The more trade that is taken away from the smaller towns the less merchandise will the railways have to carry to the points thus affected, and it does not, therefore, seem to us in the interest of the railway companies that any such special rates should be accorded.

In the competition between the merchants of different cities and towns, it appears to us that they should be allowed to fight it out for themselves without any one of them being given the support of the railway companies, which they practicalty are when one is accorded special rates to the disadvantage of the other.

Let every town stand upon its own bottom on such matters. Discriminating passenger rates are no fairer than discriminating freight rates.

Merchants who do not believe in advertising may be said to be sceptical of the gospel of commercial salvation.

IMPROVEMENT WITH NEW REGIME.

IT is the general opinion that the recent Exhibition at Toronto, from an industrial point of view, was an improvement over its immediate predecessors. How much the credit of this is due to the new executive head we are not prepared to say. It is, however, significant that the improvement has come with the accession of Mr. McNaught, a successful business man, to the presidency.

HARDWARE AND METAL has had occasion during the last two or three years to take exception to the neglect of the industrial features of the Toronto Exhibition, and it is therefore with some degree of satisfaction it observes that the cause for adverse criticism in this respect is much less evident than it was. And this improvement has been accomplished without in any way impairing the entertainment features of the Exhibition. The trouble hitherto has been that more effort appeared to be concentrated on the entertainment than on the industrial features of the exhibit.

In the exhibit of machinery and electrical goods there has been a decided improvement. It has been a standing complaint with the manufacturers of machinery that the treatment accorded them by the management was simply cavalier. While all the irritation caused thereby may not have been removed, it is evident that a great deal of it has.

The main purpose of an exhibition is to hold forth to the gaze of the public the industrial life of the country as revealed in the products of the factory and field. President McNaught, with his business instinct, evidently recognizes this, and, as a result, his regime opened auspiciously.

COMBINATIONS IN THE IRON AND STEEL TRADE.

A CABLE from London announces that the negotiations for the formation of an association among the British steel rail manufacturers, which have been pending for some months, have at last been successful. The firms which are said to have formed the association are as follows: Barrow Hematite Steel Co., Limited; Bolckow, Vaughan & Co., Limited; Guest, Keen & Co., of Dowlais and Cardiff; Crawshay Bros., of Merthyr-Tydvil; The Moss Bay Hematite Iron and Steel Co., Limited; Charles Cammell & Co., Limited; The Northeastern Steel Co., Limited, and The Rhymney Iron Co. The capital stock of the corporation is $60,000,000.

As to whether the cable despatch is accurate remains to be seen. But one thing is certain—there is a growing sentiment among the iron and steel manufacturers of Great Britain in favor of combinations.

At present the iron and steel manufacturers in the United States are so busily employed in supplying the home market that they are able to give but little attention to the foreign trade. But everyone at all conversant with the situation knows perfectly well that it will be only a matter of time before the iron and steel producers in that country will be much keener competitors for foreign trade than they now are. The enormous productive capacity of the country in that particular branch of industry makes it obvious. And the necessity for the foreign market naturally increases with the expansion of the iron and steel industry. No one is more alive to this contingency than the British ironmaster. And as he is the one who will most keenly feel this competition it is only natural he should be casting about for ways and means of meeting it.

He is being told on all hands that he must modernize his plant and his methods. And it appears that while he is preparing to do this he is also preparing to imitate the combination-forming methods of his competing confreres in the United States.

But whatever may be the quality of the relative iron and steel-making methods of the iron and steel makers of Great Britain and the United States, the latter are far ahead of the former as far as the organization of combinations are concerned. The United States Steel corporation alone has a capitalization of over $1,000,000,000. According to statistics compiled by the Democratic Congressional Committee at Washington, there are to-day in the United States 287 combinations whose total capitalization is nearly $7,000,000,000. Of course, all this is not made up of iron and steel concerns, but they contribute to it more largely than any other branch of industry.

It will be interesting to watch during the next few years the development of the combination and anti-combination forces which are at work on both sides of the Atlantic. In the United States the Trust question promises to be the chief plank in the platform of the Democratic party at the ensuing elections, while President Roosevelt has pronounced himself strongly in favor of legislative control of the so-called Trusts. In Great Britain public opinion has not been aroused to the extent it has on this side of the Atlantic. But we may certainly look for it to develop as combinations expand in that country. And as unionism and socialism are more strongly organized there than in the United States we may ultimately look for strong opposition to combinations among the masses in Great Britain.

Organization and consolidation is the dominant spirit in every sphere of industrial activity. It cannot be smothered any more than could the advent of the machinery age which supplanted hand power. It can, however, and should be controlled by wise legislative enactments.

THE BONUSING EVIL.

During the convention in Montreal this week of the Union of Canadian Municipalities quite a little discussion ensued on the question of bonuses to manufacturers by municipalities, and a resolution was adopted by 24 to 1 condemning the principle.

This is a question which has occupied a great deal of attention in the Provincial Legislature of Ontario, and while laws have been placed on the statute books designed to minimize what is obviously an evil, the evil still exists in an unmodified form.

While very little may be done by such resolutions as that passed in Montreal a few days ago, it will have the effect of assisting to educate the public to put a stop to the bonusing system. It is a fact worthy of notice that some of the smaller municipalities in the country, which have been the most persistent in granting bonuses with a view to coaxing industries from other parts to their neighborhood, are to-day in a most unsatisfactory condition financially.

CANADA AND NEWFOUNDLAND.

SIR ROBERT BOND, the Newfoundland Premier, has returned from Washington, where he has been with a view to reopening reciprocity negotiations with the United States.

Canada can scarcely view with equanimity the reopening of these negotiations. A dozen years ago what is commonly known as the Bond-Blaine Treaty only needed the approval of the British Government to give it effect. This, it will be remembered, was withheld at the instigation of the Canadian Government.

If a commercial treaty between Newfoundland and the United States was distasteful to the Dominion 12 years ago, it can scarcely be less so now. Our trade with Newfoundland is larger than it was then. Our exports to that colony, for example, are over $1,000,000 larger. But should the present efforts to secure a treaty with the United States be successful, it is practically certain to receive the approval of the Imperial authorities, for we have it upon the word of Sir Robert Bond himself that he has the consent of the Home Government in his present negotiations with Washington.

Nothing as far as we are aware has been publicly said in regard to the attitude of the Dominion Government on the question. But it certainly cannot afford to be unconcerned.

At the same time, however, it is questionable whether it should take the same stand as it did in regard to the Bond-Blaine treaty. It is contrary to the spirit that rules within the British Empire to-day. What it should do, however, is to take time by the forelock and open negotiations with Newfoundland with a view to accomplishing what we failed to do when the Confederation of the Dominion was consummated.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

THERE has been a good demand during the week, and a very fair business all round has been done. Prices, however, are again a shade lower. Common, 14 by 20, Bessemer cokes, have been placed freely at 12s. 7½d. and 12s. 9d. per box f.o.b. Wales, and it is reported that even 12s. 6d. has been accepted. Manufacturers' quotations for fair specifications run 12s. 7½d. to 12s. 9d. per box, with Siemens' steel at 1½d. per box extra, lights and crosses at the usual differences, f.o.b. Welsh ports.—Iron and Coal Trades' Review, September 5.

ADVANCE IN SAD IRONS.

For some time past the sad iron market has been gradually stiffening, owing to the increasing cost of the raw material and the large demand made upon the manufacturers. A further slight advance has been made in this line, the tone of which continues steady and strong. The market is represented by the quotation of 2½ to 2¾c. for large lots of the common sad iron.—Iron Age.

LEAD AND SPELTER IN ST. LOUIS.

The Lead and Zinc News, St. Louis, in its issue of September 15 says: "The most noteworthy feature of the local lead and spelter market has been the exchange of heavy demand from the spelter to lead stocks. For three weeks past the demand has been in excess of the supply and the price of choice brands of soft Missouri and chemical hard has crept up from 3.97½ to 4.05 at which figure the market closed firmly to-day. This price, as has been noted, is the highest since the smelting combine cut the price of lead last December. Chemical hard has also been in demand, but, as with all other brands, the demand has been considerably in excess of the supply. A peculiar feature of this market is the apparent disparagement between the receipts and shipments of lead."

NEW YORK COPPER MARKET.

The market continues to exhibit the effects of the uncertainty produced by conflicting reports of stocks on hand and the position of those prominent as buyers preceding the recent advance. It is stated in certain well-informed quarters that the interest referred to have of late been free sellers in European markets at prices a fraction under the figures named by others. Be their position in Europe what it may, it is a noteworthy fact that buyers here are difficult to find either amongst consumers or elsewhere.

The large inquiry from consuming buyers noted in the early part of last week, has, so far as we are able to learn, resulted in but very small business from which we judge that it was to a considerable extent merely tentative.

The immediate future of the market must continue to be shrouded in darkness until a more pronounced attitude is taken by opposing interests. In the meanwhile consumers hold off and certain conditions, such as high money rates in New York, continued scarcity of coal and increasing production of the metal seem at least momentarily to dampen further prospects of an advance.—The American Metal Market.

ADVANCE IN STEAM GAUGES.

The manufacturers of steam and other gauges, who for some time past have been carrying on a ruinous competition, came to an understanding September 5 by which prices have been advanced so that a legitimate profit can be made by the manufacturers. Before the last era of low prices began the base discount was 60 per cent., which has now been placed at 65 per cent., the extras being determined by the class of buyer and the volume of his business. Prices previous to the change last week had gotten as low as 80 and 10 per cent. in extreme cases. While the present prices show advances in some instances of over 75 per cent., it is claimed by the manufacturers that prices in such cases had been cut to less than manufacturers' cost, especially on 5-inch gauges.—Iron Age.

PIG IRON IN GREAT BRITAIN.

There is more activity in pig iron than in finished materials. This is attributed largely to the American purchases over here, and is a state of affairs which, of course, could not last without some adventitious aid of that sort. The importance of the demand from the United States may be judged from the fact that from Teesside alone last month nearly 25,000 tons of Cleveland iron were exported to that country, or almost as much as all the other foreign shipments put together. In some quarters, however, it seems to be doubted whether these American purchases will continue much longer on the same large scale, and sellers who take this view are apparently prepared to quote forward iron considerably under current rates for prompt delivery. But although the requirements of the American purchasers may diminish in volume, there can be little doubt that production in the States will continue to fall short of the demand for the rest of the year at any rate, and that being the case, British makers may look forward to some trans-Atlantic support during that period at least. Meanwhile there can be no doubt that prices are hardening. Cleveland No. 3 foundry has been realizing 52s. 9d., while 53s. has been asked for prompt delivery. The same quality iron in Lancashire has been sold at 60s. 6d. less 2½ delivered Manchester, and in South Staffordshire on Thursday nearly all descriptions were put up 1s. Stocks in the public stores, taking the whole country, have decreased by about 2,000 tons during the week ended September 2. The following is our usual statement:

Public stores stocks in tons :—	Wednesday.
Connal's at Glasgow	42,000
Connal's at Middlesbrough	127,500
Connal's at Middlesbrough, hematite	300
West Coast hematite	27,300
N.E.R. Stores, Middlesbrough	———

—Iron and Coal Trades' Review, September 5.

MANUFACTURED IRON AND STEEL IN GREAT BRITAIN.

The business passing in finished material, taking iron and steel together, cannot be described as entirely satisfactory, although there is a moderate weight of orders coming forward. There appears to be less demand for iron than for steel at the moment; but the trade doing in South Staffordshire bars is a steady one, and prices are maintained. In Lancashire, however, while the list basis remains at £6 15s. for local and North Staffordshire qualities delivered in Manchester, this price is not generally obtained, and 2s. 6d. less is accepted. Iron sheets are in fair request, but quotations are somewhat irregular, which fact is held to indicate a weakness in the position of makers. In the steel trade a fairly active business is passing in most branches, and there is a good demand for structural material. Prices, however, remain rather low and in many districts continental competition is keenly felt now. The shipbuilding branches are at present an unsatisfactory feature of the situation, the demand for new tonnage being rather quiet generally. Clyde builders seem to be somewhat better off than the English yards, and Scotch makers have recently been able to put up their quotations for steel plates and angles 2s. 6d., making ship plates £5 15s. to £5 17s. 6d., and boiler qualities, £6, both f.a.s. Glasgow. There have been considerable shipments of common plates from Manchester to the United States recently, with the result that prices have stiffened, few makers in that centre being now prepared to accept less than £6 5s. In South Wales there have been fresh importations of German steel bars during the past week, and as a result the market for the article manufactured locally is weaker.—Iron and Coal Trades' Review, September 5.

MOST IMPORTANT THINGS IN CONDUCTING A HARDWARE BUSINESS.

By Hamp Williams.

ALL things pertaining to the hardware business are to be taken collectively in order to make it a success. Location, capital and ability are the essential points and are the foundation of all mercantile pursuits. More especially is this the case with the hardware business.

Location is the first, for without a good location it is impossible to have a demand. Capital is to be considered, and, of course, is important, but is not so important as the first or last mentioned. A good location and ability taken collectively will induce capital to assist you.

CREATING DEMAND AND PUSHING GOODS.

Ability is the most essential of all, as there can be no hope of success without it. So upon it I mean to dwell, as I regard it paramount to all other points in conducting a hardware business. To know when to buy and how much to buy is a hard problem, but my experience has taught me that the most successful way is to buy according to the demand. But many times you can increase the demand by an earnest push. Increase your demand by increasing your variety. That is more necessary than to increase your stock of goods already introduced. And as you increase in capital so should you increase in knowledge. Staples will sell themselves, but it takes a good merchant to introduce new goods successfully. If a man can take sewing machines alone and make money out of them, I certainly can make money on them as a side line. If there is not a pump in my town I will undertake to make a demand by getting a few and pushing them vigorously.

Three years ago there was not a self-binder machine in my county, very few mowers and but few reapers. I accepted an agency (my competitor already had one) and we began to push them. Everybody said that we couldn't run harvesting machines in this country—too rough and too rocky. But we kept pushing, and now there are four machines sold in our town, and altogether we will sell 200 machines this year. We have done the same thing in cultivators. We made a demand. We helped ourselves and we have benefited our people and our country. We have made it possible for our customers to make more, and they are therefore able to spend more. We have better farms and better farmers, and we are better merchants.

Three years ago there was not a buggy in our town for sale. Now there are four firms handling buggies and doing a nice business. We made a demand by keeping them in stock, and secured a trade that otherwise would have gone to distant cities. And this same will apply to many other lines of business. By creating the demand and pushing the goods we have benefited ourselves as merchants and helped our city and country.

HANDLING CUSTOMERS.

Add to your location capital, and to your capital ability, and success is assuredly yours. It takes ability to know how to sell goods, partly cultivated, and partly inherited, but mostly it is done by cultivation. You must meet people well or you can't win them. Never meet them with a deceitful air, but always with a glad hand and an open heart. Be frank and courteous always and under all circumstances. If you want to be successful see your customer first. Receive him kindly, place him in good hands and assure him that he will be treated right. See him last and get an expression from him as to how he has been treated. Invite him back again and be particularly careful that he goes away satisfied. And be careful again that you hold all your old customers, for there is the foundation of your business and upon it you can build. If you can't hold your old customers how can you expect to hold your new ones? You must remember, also, that your old customers will get "weak in the faith." If you never give them anything except the glad hand and the open heart they will consider it hardly enough. They sometimes expect a little something more, and a small gift occasionally is money well spent and usually appreciated. But don't stop at that.

GOOD GOODS.

Educate your trade to buy good goods. Do not handle goods to compete in price with catalogue houses. It is well enough to have a small assortment of cheap goods on hand, to show your trade the difference between a first-class article and a cheap one. Push good goods and stand by them. Educate your trade to know that when you recommend an article it means something. It is not necessary to guarantee your goods, but handle a line you know will give satisfaction. Four years ago I was selling a great quantity of cheap tinware. A salesman induced me to put in a small stock of good-quality enamelled ware. I protested at first, telling him there was too much difference in price. For instance, a tin wash basin that I sold for 5 cents, and made 1 cent profit, the same size in enameled ware sold for 25 cents, a profit of 9 cents. I ordered a very small assortment. Thirty days later the salesman returned. While he was in my store I had a call for a wash basin and I showed my customer the enameled ware, at the same time apologizing to him for showing it, and told him that it was high. Of course, he agreed with me and took the tin basin. When he went away the salesman said: "Do you expect your trade to buy an article from you when you condemn it yourself? Why didn't you tell him the truth—it was not high. The enamelled pan was better worth 25 cents than the tin one 5, and a difference of not less than 8 cents to you." That opened my eyes and from that day I began to sell the best grade of granite, since which time I have sold quantities of the ware, and to-day I can hardly sell cheap tin at any price.

On a number of other lines I have had the same experience, increased my sales, benefited my customers, and have made a better percentage of profit. I am a strong believer in special brands. And it matters not whether your own or your jobber's, if you control the brand it is your own, and a comparison in quality is impossible, which enables you to get a fair profit.

CREDIT AND CASH SYSTEMS.

It requires ability to sell goods on credit successfully. To say, "yes" when you should say "no," or vice versa, is the secret to success in the credit system, as a very little experience will soon teach you. If you find that you have not the ability to sell on credit, then try the cash system, which, in my opinion, requires more ability than the credit system. It is easier to sell goods on credit, and if you will exercise the proper precaution you can make a success. But locality and custom have a great deal to do with it, and in that you must be the judge. If you sell goods on credit always have a set time for collections, and give your trade to understand that you will expect payment to be made when due. I sell builders' hardware, shelf goods, etc.,

WIRE NAILS
TACKS
WIRE

Prompt Shipment.

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

on 30 days in the city, but I do not sell any class of goods on 6 or 12 months' time, except wagons, buggies, sewing machines, cultivators and such other items as I can hold a lien upon to secure me for purchase price. For instance: If you sell 30 or 60-day goods on open account to a farmer on such terms you must have a large surplus of money, or you cannot discount your bills. And if the party proves to be "no good," you have but little show to collect. But if he is owing for a wagon, machine or cultivator, you can take that from him, and that exposes him in the neighborhood in which he lives, which thing he will not allow if he can possibly prevent it. But if it is an open account and he does not pay it, very few, if any, will know about it.

CLERKS.

It requires ability to select good, honest clerks, and it requires more judgment to keep them good and honest after you employ them. No doubt, in my mind, but that many merchants are the cause of their men being dishonest and trifling—some by teaching them that they have no confidence in them. And it is certainly very discouraging to a clerk to know that his employer has no confidence in him. If you have no confidence in your clerks, how can you expect others to have; and unless your trade has confidence in you and in your clerks, which means the same thing, how do you expect to build up your business? Your clerks are a part of your business, and your success is largely dependent upon them. As you increase your stock of knowledge you must help to increase theirs, and as you increase your stock of merchandise you should help increase their finances. If you take no interest in your business, how can you expect your clerk to do so?

There are a great many other things that are necessary in successfully conducting a hardware business. For instance, a well-kept stock, clean and complete. And last, but not least, you must treat the people you buy from right; pay your bills promptly and never make a claim for shortage or hold goods subject to order unless you know positively that you are right. One claim of a shortage, when proven that you are wrong, will injure you more with your jobber than the worth of the article.

TRAVELLING SALESMEN.

The drummers are the representatives of their houses, and unless the jobber or the factory had confidence in their honesty and ability they would not send them out. Therefore it is very necessary that you treat the drummer right, for upon him your success largely depends. He and his co-workers encircle the globe and they are on the "go" continually. They are writing and talking, and it is their business and right to be heard. They are your mouthpiece, and when they hear you they communicate it to their employers. If you are not courteous to them their houses hear of it. If you hold them unnecessarily waiting for your order, that is an injury to the house that is represented, and the blame will come back to you. I owe a great deal of my success to the travelling salesmen. They come into my store, they talk with my clerks, they enthuse them and put new life in them. It is just as necessary to have friends to buy of as it is to have friends to sell to.

A CHEERFUL DISPOSITION.

has a great deal to do with your business, both in buying and in selling. On one occasion I had a customer to call. I met him at the door, shook hands with him, called him by name, invited him in, and asked about his home and the country in general. I could see that he was blue. He asked me how my business was. I said, very good; that everything looked bright to me—one more rain now and another in two weeks and still another three weeks later and our crops would be a certainty, and then what a great harvest we would have. He began to brighten up a little. I told a joke and he laughed. Then I asked him if I could sell him a wagon. He said: "No, but I thought when I left home that I would buy my wife a new stove. She certainly does need one, but I was just about out of the notion when I came in here. I had been in another store and they were talking about times being so hard, and that they did not see what was to become of the people if it did not rain right away, and if it did rain there would not be much made, as the crops were half cut already, and they looked for a war anyhow. And they told me about the big strike in Chicago, about Armour cornering the meat market, and several other things; and so I just about made up my mind to keep the money and not buy the stove." I said: "Yes, that fellow over there is soured and soured on the world. He is not doing much business any way, and he thinks that everybody is going wrong." I told him that "Uncle Sam" had seen Mr. Armour, that the strike would amount to nothing and that everything was O. K. He bought the stove from me, went away happy, made his wife happy and she told her neighbors about her fine new stove. It rained as predicted, and I sold ten or more stoves in that neighborhood. That one sale was the cause of all the sales

"No patience, no self-denial, no character and no brain is required to set up in the grumbling business, but those who are moved by a genuine desire to do good have little time for murmuring or complaint."

"Hope unlocks the temple door,
Oh, heart, arise and see.
Weak fear an added bolt supplies
And doubting rusts the key."

The Sherwin-Williams

Crack and Seam Filler

A tough, elastic composition for filling unsightly cracks and seams in floors and in decks of vessels.

A splendid selling preparation. Very satisfactory. Makes a fine foundation for finishing on. Should be on every dealer's shelves.

For use on old floors where the grain of the wood has cracked or the boards have shrunk apart.

It is also used on new flooring that does not come together completely, and on decks of vessels.

It seals up the cracks thoroughly and prevents them from clogging with dust and dirt.

It is elastic and will not dry up and shrink as putty does.

It is uninjured by water and will withstand any usage that a good floor finish is subjected to.

Write to-day for prices and further information.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CHICAGO, NEW YORK, NEWARK, MONTREAL, CLEVELAND, BOSTON, TORONTO, SAN FRANCISCO. KANSAS CITY.

AUTOMATIC SCREWDRIVER.

IT should be stated at the outset that it is the angle slant of the spiral and that only which determines the relative power of the automatic screwdriver; the size has virtually nothing to do with it. The more gradual the slant, or, in other words, the less the slant of the spiral the greater the power. And it does its work easier and larger screws can be handled than it is practical or even possible to handle with a differently-constructed tool. To go further, it is simplicity which counts in tools of this character. Their construction must be simple if they are to win a lasting favor.

Many customers insist upon having a Goodell-Pratt Co's automatic screwdriver. Its reversible mechanism, however, is worth more than a passing notice; two separate and distinct spirals, each working entirely independent of the other, is a feature which the consumer will more and more appre ciate as the years go by. The driving mechanism is used 10 times as much as the drawing mechanism, and, consequently, subjected to 10 times the chance for wear. Where tools of this character are constructed with a single spiral the grooves must be narrower and the bearing narrower in order to overcome the breaks occasioned by having both right and left-hand nuts travelling over the same shafts. These little points will wear, and unless the right-hand mechanism is used evenly with the left the value of one or the other is materially detracted from. Combination tools are, as a rule, neither practical nor popular unless it is possible to embody entirely separate and distinct mechanisms in such a way that neither shall interfere with the working of the other. Any jobber will supply a customer with a Goodell-Pratt Co.'s catalogue, where a complete line of high-class tools is shown. The Canadian agents are Decatur, Bull & Company, Montreal.

PERSONAL MENTION.

On September 9, Mr. Harvey Wilson, of E. M. Marshall's hardware store, Sarnia, was united in marriage to Miss Maggie Jennings.

Mr. Chas. Shaw, of Shaw & Co., Quebec, was one of the visitors to Montreal a few days ago. He reports trade in Quebec exceedingly healthy.

Mr. Dunn, of Coy Bros. & Southcott, St. Catharines, Ont, accompanied by Mrs. Dunn, was a guest at the Windsor Hotel, Montreal, for a few days this week, and visited a number of old friends in the city.

PERPETUAL SATISFACTION

IS THE EXPERIENCE OF THOSE WHO SELL AND USE THE : : : :

IVER JOHNSON SINGLE GUN

Semi-Hammerless. Trigger Action. Automatic Ejector or Non-Ejector, at option of user. Flush Head Locking Bolt. Metal Tipped Fore End.

THE TRADE PREFER THEM; THE PUBLIC DEMAND THEM.

Send for new Catalogue, just published.

IVER JOHNSON'S ARMS & CYCLE WORKS,

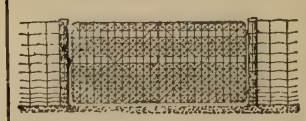
New York Salesroom: 99 Chambers St. FITCHBURG, MASS.

MANTELS, GRATES and TILE.

Are any of your customers building a new house? If so, why not try and sell them a mantel as well as hardware? They will want one, and it will pay you. Write us for catalogue and price.

THE BATTY STOVE & HARDWARE CO.

76 York St., TORONTO.



PAGE METAL GATES are so low in price no one can afford to use wooden ones. Light, and yet strong enough to support a heavy man on the end while he swings around the circle without causing them to sag. They are neat in appearance, will last a lifetime. Will not sag nor get rickety. They are supplied with latches which allow them to be opened either way and are self acting. The only good metal gate that is low enough in price for General farm purposes. We also make Farm and Ornamental Fence, Poultry Netting, Nails and Staples. The Page Wire Fence Co., Limited, Walkerville, Ont.

"OILING UP"

Are you oiling up yet for Fall business? If not, it is about time. Begin by letting us send you a sample barrel of

PENNOLINE

The King of Illuminating Oils, absolutely the best imported into Canada.

We have also a full stock of **all kinds of lubricating oils.**

Any of our oils will increase your business better than anything you have ever tried before. Write us for samples and prices.

Union Petroleum Co. of Canada, Limited

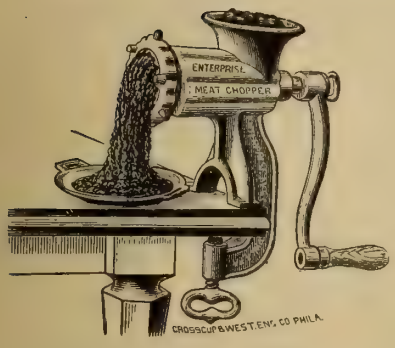
Successors to THE ATLANTIC REFINING CO.

BRANCH OFFICES: St. John, N.B., Winnipeg, Man., Vancouver, B.C. TORONTO.

H. S. HOWLAND, SONS & CO., LIMITED.

WHOLESALE ONLY — 37-39 West Front Street, **Toronto.** — ONLY WHOLESALE

Meat Choppers and Parts.



To Clamp to Table.

"Enterprise"

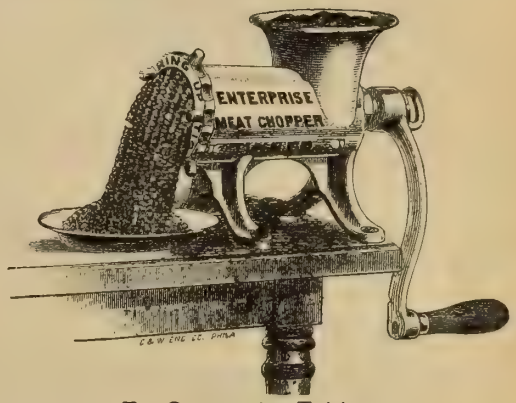
Tinned.

To Clamp to Table, Nos. 5, 10.
To Screw to Table, Nos. 12, 22 and 32.

German Porcelain Lined.

Painted Red Outside.

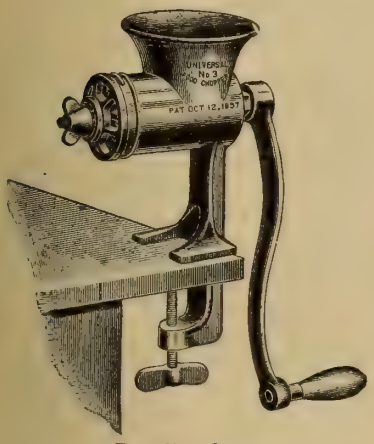
To Clamp to Table, Nos. 5, 10.
To Screw to Table, Nos. 12, 22 and 32.



To Screw to Table.

"Universal" Food and Meat Choppers.

TINNED.



Family Size.

FAMILY SIZE

Clamps to Table.

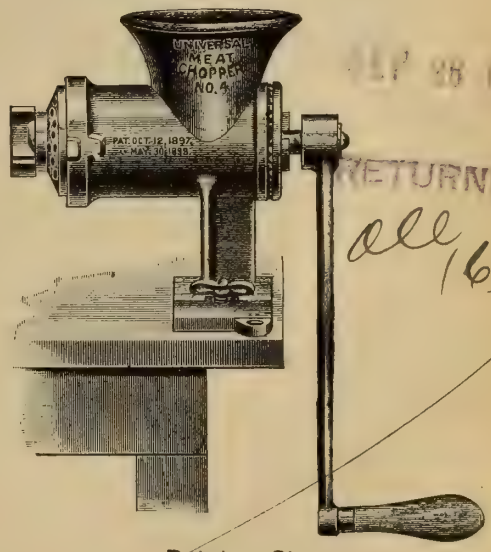
No.	1	2	3
Chops per minute,	2 lbs.,	2½ lbs.,	3½ lbs.

No. 33 Ball-Bearings.
Chops per minute, 4 lbs.

BUTCHER SIZE

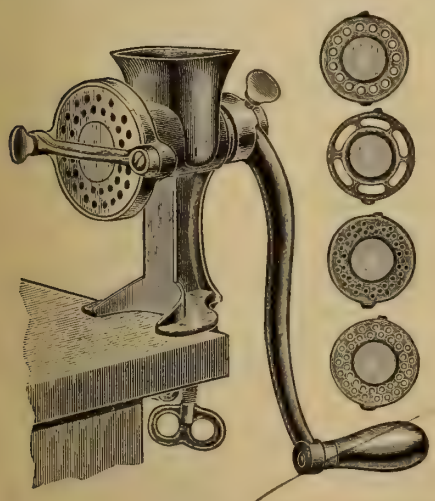
Ball Bearings, with Base Plate.

No.	31	4
Chops per minute,	4 lbs.	6 lbs.



Butcher Size.

"Sterling"



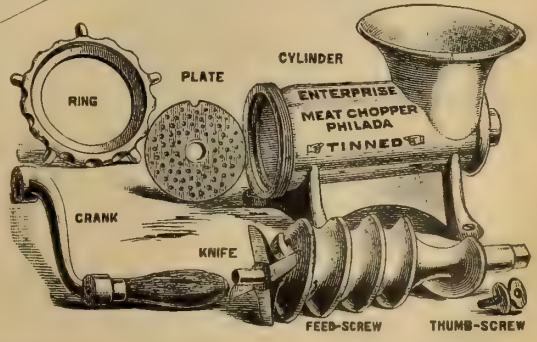
"STERLING" MEAT CHOPPERS.

TINNED.

No. 1—Family Size.
No. 2—Hotel Size.

"A" for Fine Cut Meat.
"B" for Hamburg Steak.
"C" for Fruit and Salads.
"G" for Horseradish, Cocoanut, etc.

Parts for "Enterprise" Meat Choppers.



FOR VEGETABLE SLICERS AND PRESSES SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO, LIMITED, Toronto.

WE SHIP PROMPTLY — **Graham Nails are the Best.** — OUR PRICES ARE RIGHT

Factory: Dufferin Street, Toronto.

MACHINERY AND ELECTRICAL SUPPLY DEPARTMENT

MACHINERY FOR AUSTRALIA.

THE PROVINCE, Vancouver, of September 3, has the following :—

"One of the most interesting shipments to be made to-morrow by the steamer Foreric, for Australia, is a large consignment of machinery from Vancouver, and manufactured in this city. The shipment is being sent by Letson & Burpee, of this city, from their machine works on Alexander street, and is the second consignment to be shipped by that firm to the Antipodes.

"Last year the Vancouver firm sent a representative, in the person of Mr. H. Peck, to look up possible business in the island continent and adjacent manufacturing centres. It was the newest kind of a business venture, and from results already attained was eminently successful. Before returning here last month Mr. Peck visited Japan and other countries in the Far East and there secured further business for the Vancouver house. The trip was an enterprising one and is of special interest to Vancouver.

"The first shipment was sent several months ago, for a large fruit-canning concern, which has branches in different cities. The shipment, which consisted of only one line, has proved so satisfactory that orders have since been placed for four more lines by the same company. The machinery shipped to-day consists of can-wipers, toppers and soldering machines, together with the crimpers, shafting, bearings, pulleys, etc., which go to make up complete equipment for cannery plants. The machines have all been patented by Letson & Burpee in Australia, as well as in Canada and the United States. In order to accommodate the special needs of the fruit-canning business carried on by the Australian people, an improvement has been made in the wiper which provides a separate jet of steam to each can, and tests of this already made have proved very satisfactory.

"The Foreric to-morrow will take out part of this new shipment, and the remainder will go by the next regular liner—part consigned to Hobart (Tasmania), Sydney and Melbourne."

ELECTRIC LIGHT AND THE EYES.

According to the researches of a Russian specialist electric light is less injurious to the eyes than other forms of artificial light. This conclusion is reached on the basis that damage to the eye is proportioned to the frequency of the closure of the lids. He found that the lids close in a minute 6.8 times for candle light, 2.8 times with gas light, 2.2 times with sun light and 1.8 times with electric light.

NEW POWER COMPANY.

Letters patent have been issued incorporating Benjamin F. Pearson, R. E. Harris, Chas. H. Cahan, H. A. Lovett, G. H. Pearson, to carry on the business of light, heat and power company in all its branches, with all those privileges incidental to the establishment of such a company.

ELECTRICAL AND MACHINERY NOTES.

H. W. PETRIE, 141-145 Front street west, Toronto, has supplied The Tate Optical Co., Peterboro', with a three H.-P. 500-volt motor.

Jones & Moore have sold a 20 H.-P. motor to Robert Watson & Co., Toronto; also a 10 H.-P. motor to The W. English Canoe Co., Peterboro', and an 8 H.-P. motor to The Queen City Vinegar Works.

The Canadian Heine Safety Boiler Co. are shipping this week to The Jacques Cartier Electric Light and Power Company, Quebec, two 500 H.-P. Heine safety water-tube boilers to be used for the reserve station.

Owing to the increased demand for gasoline engines, the manufacturers at Uxbridge, Jos. Haggas & Son, have been compelled to increase their plant by installing a 16-inch iron shaper and a 100-inch radiator drill. The machinery was supplied by H. W. Petrie, Toronto.

The Gee Electrical Company have sold a 100-light dynamo to Mr. Miller, of Sudbury; also a two H.-P. and a one H.-P. motor to The Strathroy Gas and Water Co. The same company has also closed a $1,000 contract for house lighting, including the new Victoria Ladies' College, Toronto.

Some time ago a small "Jewel" engine was shipped to C. L. Vickery, Port Perry, Ont. Owing to the unbounded satisfaction given by this engine, and an increase of power being necessary, Mr. Vickery has purchased a No. 8 "Jewel" engine which will give him 60 horsepower. This speaks well for a well-known engine. The sale was made by H. W. Petrie, Toronto, who is the Canadian agent for this engine.

ALCOHOL AS A MOTIVE POWER.

Prof. Behrend, of the Technical Institute of Rohenheim, who has been experimenting on the motive power of alcohol as applied in a Koerting engine of six H.-P., nominally obtained the following results with three mixtures of alcohol :

(1) Alcohol denaturalized for commercial purposes ; (2) Alcohol with benzine added to the extent of half the volume of the ordinary denaturalizing agent ; (3) The same mixture as No. 2 with 18 per cent. benzine added. The results were as follows :

Mixture.	Quantity consumed per B.H.P.-hour, kilogram.	Cost of spirit per B.H.P.-hour, franc.
1	0.595	0.149
2	0.585	0.146
3	0 519	0.130

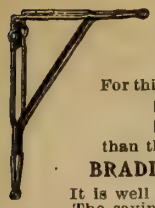
The alcohol cost 25 francs per hectolitre ; and by adding benzine this is reduced 0.837 franc per hectolitre. The cost of running with petroleum is about 0.125 franc per B. H.-P. hour.

SILVER LEAD MINING IN B.C.

The silver-lead mining operations in the Slocan and Boundary districts, Vancouver, are reported to be in the most flourishing and prosperous condition. Within the neighborhood of Sandon alone 50 mines have been opened up, and the general activity and prosperity have communicated themselves to every branch of industry, particularly to the merchants supplying the mines. Almost the only feature causing dissatisfaction to the mine owners is the price received for raw lead, for which they receive but $1.30 per ton, while it is quoted at $4.70 in Montreal. There are excellent prospects, however, for a new market, owing to the rivalry between The American Smelting Company and the lead producers of the Coeur D'Alene.

As the best feeling exists between the mine owners and the railroad company, the two important problems of bringing in coke for fuel and the carrying of ores are much facilitated. As the Great Northern will probably succeed in extending its line to the mining district, rates of transportation are apt to decrease.

The proposed import duty on lead is much opposed by the mine owners. The $5 bounty given by the Dominion Government for every ton of lead refined in Canada has so far benefited them but little as the Trail smelters swallow up most of this money.



Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be
NOTHING BETTER
NOTHING CHEAPER
than the . . . .
BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong** and **Light.** The saving in freight is a good profit, aside from the **lower price** at which the goods are sold.

☞ Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

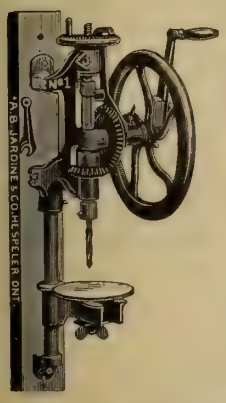
Over One Thousand

different pieces of Machinery offered at a bargain. Below is a partial list of Machines ready for shipment:

Boilers of all kinds.
Engines for all purposes.
Gas and Gasoline Engines.
Combined Coal Oil Engines and Boilers.
Screw Cutting Engine Lathes.
Speed Lathes and Fox Lathes.
Turret Lathes.
Gauge and Wood Turning Lathes.
Iron Planers and Shapers.

Write for Monthly Stock List describing a great many items of interest to machinery users.

H. W. PETRIE, 141-145 Front St. W., Toronto

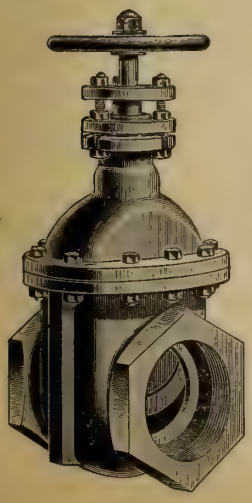


TRADE MARK J REGISTERED.

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.



We Make Good

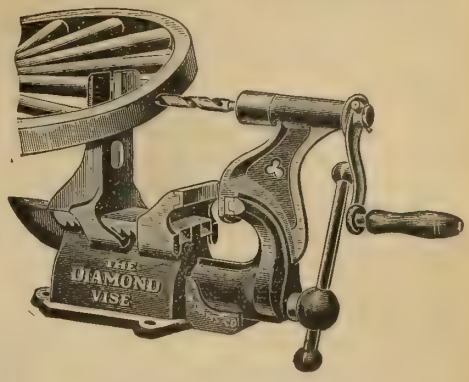
VALVES

Write for Catalogue. It tells all about them.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.

DIAMOND VISE AND DRILLING ATTACHMENT

U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95.

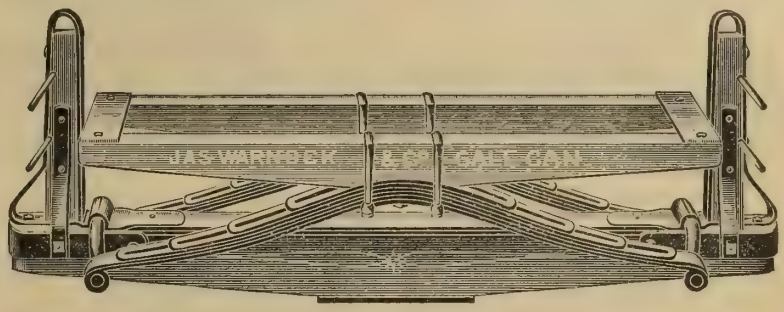


JAWS are faced with steel ⅞ inch wide, 4 inches long, firmly fastened to jaw, checked and hardened.
VISE weighs 38 pounds. DRILL weighs 13 pounds.
For Sale by Jobbers of Hardware.

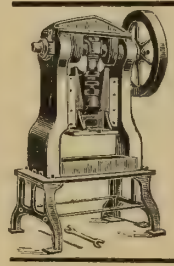
Made by—
The Adams Company, Dubuque, Iowa, U.S.A.
Made by **A. R. Woodyatt & Co.,** Guelph, Ont.

"The Peerless"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices



James Warnock & Co. = Galt, Ont.



G. A. Crosby & Co. of Ontario,

SARNIA, ONT. LIMITED

Manufacturers of
Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

H. W. Petrie, 141-145 Front Street West, **Toronto—Selling Agent.**

"THE GEM"

A FOOD CUTTER WHICH DOES ITS WORK WELL.

IT HAS NO RIVAL.

THE CANADA HARDWARE CO., MONTREAL.

STOVE BRICK
FIRECLAY AND ASBESTOS FURNACE CEMENT

all kinds of Fire Clay Products made to order from patterns. Write us for varieties and prices.

JONES BROS., Bracondale, P.O., Ont.
(near Toronto.)

PAINTS We manufacture these brands:—"LION," "PEERLESS," "OWL," "RAVEN," also Ready-mixed House and Floor Paints, Roof, Barn, Bridge and Brick Paints, Coach Colors. Varnishes, Japans, etc. Our prices will interest you. Write us,

The Ottawa Piant Works, Ottawa, Ont.

KNOX HENRY

Heavy Hardware and Metal Broker
Room 32 Canada Life Bldg., MONTREAL.

Samples sent free on application.

HORSE NAILS—"C" Brand Horse – Nails Canada Horse Nail Co.

"BRASSITE" GOODS — Gunn Castor Co. Limited, Birmingham, Eng.

CATALOGUES, BOOKLETS, ETC.

NEW FURMAN BOILER CATALOGUE.

WE have just received from The Herendeen Manufacturing Co., of Geneva, New York, makers of the Furman steam and hot-water boilers, a copy of their new catalogue. This is a book of 34 pages, handsomely printed on enamel paper, with cover in three colors, and describing and illustrating in the most profuse manner, with very high-class cuts, the various boilers manufactured by The Herendeen Manufacturing Co.

The first 15 pages are devoted to a description and illustrations of the Furman new sectional boiler. This boiler is made in a great variety of styles, so that one may select a boiler especially adapted for burning soft coal, or hard coal, or coke, or natural gas or wood, as the case may be. It is made in four widths of grates, namely, 12 in., 20 in., 30 in. and 40 in., and over 50 sizes, with capacities ranging from 175 sq. ft. of steam to 5,700 sq. ft. of steam, and 275 sq. ft. of water to 9,400 sq. ft. of water radiation.

One of the most interesting features of the Furman new sectional boiler is the fact that it is also manufactured as a central feed magazine burner. The various sections are put together with taper slip nipples, which are manufactured on a special automatic nipple machine designed and patented by The Herendeen Manufacturing Co. The tapered holes in the sections are bored on a special massive six-spindle boring machine designed expressly for this purpose, so that absolute accuracy is guaranteed in the assembling of the sections and the making of positively tight slip-nipple joints.

The next part of the catalogue treats of the Furman water tube portable boilers, which have been manufactured by this company nearly a quarter of a century. These are made both as surface burners and magazine burners and for hard coal and soft coal, and are triple jacketed. These boilers are made in sizes ranging from 175 sq. ft. of steam to 975 sq. ft. of steam when used as magazine burners, and from 275 sq. ft. of water radiation to 1,500 sq. ft. of water radiation. As surface burners they range in size from 200 sq. ft. of steam to 1,050 sq. ft., and from 325 sq. ft. of water radiation to 1,725 sq. ft. of water radiation.

The next section of the catalogue treats of the Furman brickset boilers, which are made in sizes ranging from 325 sq. ft. of steam to 5,000 sq. ft. of steam, and in water from 525 sq. ft. to 7,600 sq. ft. An illustration of a battery of three of the largest size No. 12 Furman brickset boilers is shown on the back page of the catalogue, having a capacity of 15,000 sq. ft. of radiation.

The last part of the catalogue describes and illustrates the Furman junior boilers, which are made for both steam and water, in sizes ranging from 135 sq. ft. to 275 sq. ft. of steam radiation and from 175 sq. ft. to 450 sq. ft. of water radiation. It will be noted that the larger sizes formerly made in the Furman junior style have been abandoned, as the Furman new sectional boiler in the 12 in. series, which ranges in capacity from 175 sq. ft. to 400 sq. ft. of steam radiation, and from 275 sq. ft. to 650 sq. ft. of water radiation, is designed to take the place of the larger sizes of the Furman junior boilers.

Finally, the catalogue contains telegraph and cable codes, tables of dimensions and price lists, etc.

This catalogue should be in the hands of every progressive steamfitter, and is mailed free on application.

SOCKETS AND RECEPTACLES.

The Canadian General Electric Co. have issued a neat, concise and serviceable illustrated catalogue and price list entitled "Sockets and Receptacles."

ART IN ADVERTISING.

The Canada Paint Co., of Montreal and Toronto, have issued a handsome hanger advertising the "Elephant" brand of white lead. It is lithographed in 10 colors, done by The Canada Engraving Co., Montreal, and is considered a work of art. For a number of years "Elephant" brand has gone along well without any advertisement, but a number of the customers of the company asked for something tasty to help show off the goods in the stores. Any hardware merchant who makes a specialty of the "Elephant" brand white lead can get a copy of this hanger by writing The Canada Paint Co., Montreal.

MR. TARTE AND THE IRON INDUSTRY

Hon. J. I. Tarte, Minister of Public Works, during his investigation into the condition of Canadian industries and the need of a higher tariff, on Monday, September 15, visited the Montreal Rolling Mills, Caledonian Iron Works Co., and Pillow-Hersey Manufacturing Co. The Minister was shown all over the plants and given all desired information. From what he learned he believes the iron industry to be in the best of condition, with a probable continuance of that state of affairs if the tariff is not altered. He believed that it would develop very greatly if all the raw material could be produced in Canada, and protection against United States competition afforded on some lines.

A LARGE ANCHOR.

What is perhaps the largest and heaviest anchor ever made was forged recently at the Charlestown, Mass., navy yard. Its weight is over 8 tons and it cost nearly $2,000. It is 15 ft. long over all and 9 ft. 6 in. wide over the points. The cable for this anchor is 360 fathoms (2,160 ft.) long, each link weighing 60 lb.

AN OTTAWA WEDDING.

A pretty home wedding took place recently at the home of the bride's brother, Mr. J. Thorp Blyth, Maclaren Street, Ottawa, when Mr. Chas. Watt, of the firm of Blyth & Watt, was united in marriage with Miss Robena Blyth. Among the guests present were: Mr. D. H. Geggie, managing-director of the Quebec Gas Works, and Mrs. Geggie and Mr. J. T. Maclaren, of Maclaren & Co., Strathcona, Alberta, and Mrs. Maclaren.

Mr. and Mrs. Watt left on a short trip to New York and Boston.

Mr. Watt will be remembered by many friends among the eastern hardwaremen as a former representative of the Thos. Davidson Manufacturing Co. of Montreal.

HARDWARE AND METAL joins with a host of friends in wishing Mr. and Mrs. Watt every future happiness.

A LARGE STEEL DOME.

The largest steel dome in the world, according to Engineering News, will be that which will surmount a large new hotel now in course of construction at West Baden, Ind. The dome, which is 200 ft. in outside diameter, rises about 50 ft. above its bed-plates and is supported by 26 steel ribs. All is connected at the crown to a circular plate drum, and tied together at the bottom by a circular plate-grinder tie.

Successive pairs of ribs are braced by bays in both upper and lower chords. The bracing consists of crossed adjustable rods. At the centre these rods are carried over to an attachment to the central drum so as to give more rigidity against twisting of the centre. The entire weight of the dome, including framework and covering was 475,000 lb. The dead load is, hence, about 15 lb. per square foot.

In course of erection, the large central dome was first raised to its proper position by means of a falsework tower, and a boom derrick was then securely fastened on the top for hoisting the ribs.

Oliver J. Westcott, in charge of the estimating department of The Illinois Steel Co., originated and worked out the design. The general contractors of the building are Caldwell & Drake, of Columbus, Ind.

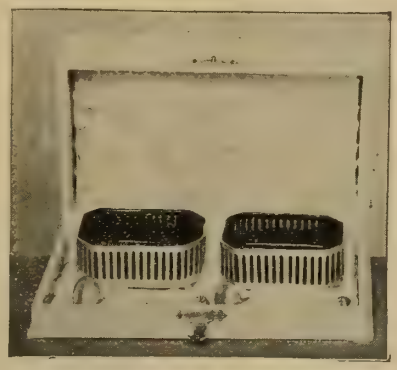
WE LEAD — OTHERS FOLLOW.

One reason of this is we are **not** in the **trust** or are we **members** of any **Silverware Association** or **Combine,** or, in other words, we are not a **Jumping Jack at the end of a string.**

RETURNED
NOV 22 1902

Berry Set.

RETURNED
NOV 22 1902



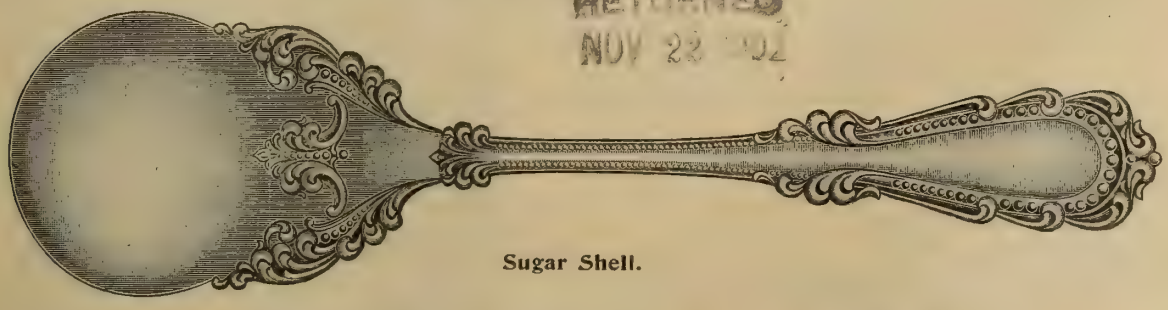
No. 646.—Salt Cellars.

Our travellers are now out with illustrations and samples of our newest up-to-date patterns, particularly suitable for the season's trade. Do not place your orders elsewhere until you see our new patterns.

If in the trade and you have not received a copy of our new catalogues write for them.

As we have no American Corporation or Trust to dictate to us what prices we should sell our goods at, there is no question but that **our** prices are right. We are strictly Canadian manufacturers, employing Canadian capital and labor.

RETURNED
NOV 22 1902



Sugar Shell.

The Toronto Silver Plate Co.

LIMITED

Factories and Salesrooms, TORONTO, CANADA.

E. G. GOODERHAM, Managing Director.

THE INTERCOLONIAL EXHIBIT.

A WALL space of some 140 feet was devoted to the exhibit of the Intercolonial Railway at the Toronto Exhibition this year. This was used to display 35 large and handsome reproductions of scenes, illustrating the country through which the Maritime Express passes. They included views in the Provinces of Quebec, New Brunswick, Nova Scotia and Prince Edward Island. There were summer resorts, fishing and hunting regions and sea bathing spots depicted, all calculated to entrance the minds of would-be tourists. A handsome centre to the exhibit was a large moose head, the trade crest of the railway company, which stood out from the wall in all its natural might. Among the pictures, one of the most striking was the photograph of the Miramichi moose, shot this year by Robert H. Armstrong.

The exhibit was prepared by Mr. W. L. Creighton, the advertising agent of the railway company, and during the two weeks of the Exposition it was in charge of Mr. N. Weatherston, the travelling freight and passenger agent. Mr. Weatherston was able, from his 15 years' service on the railway, to give excellent information to the many inquirers who passed by and admired the pictures. Indeed, the exhibit attracted much attention, and there was great eagerness evinced to secure the literature that had been prepared for distribution. Many people were surprised to learn of the facilities afforded by the railway company to summer tourists. From June 1 to September 30, greatly reduced rates are in force, with a good return up to November 1, and with very liberal stop-over privileges at all the principal points of interest.

Anyone who was unable to see the pictures shown by the Intercolonial is reminded that descriptive literature will always be readily supplied at the company's offices, which will explain everything about travel on that railway.

WHY?

Editor HARDWARE AND METAL, — Can you tell me through the columns of your valuable paper whether it is the fault of the paper manufacturers, or the people whom they pay to keep them honest, that there is a discrimination in favor of Ottawa as regards freights, which virtually shuts the Montreal men out of the tarred and grey paper market around and north of Ottawa? Again, I wonder why? WANDERER.

[Remarks: Perhaps some of our readers can enlighten "Wanderer."—Editor.]

INQUIRIES ABOUT CANADIAN TRADE.

THE following were among the recent inquiries relating to Canadian trade received at the Canadian Government Office in London:

1. A London firm of buyers for South-African business houses desires to get into communication with Canadian shippers of hams, bacon, cheese, fruits, canned goods and produce generally.

2. A North of England firm using quantities of spade and shovel handles wishes to be placed in touch with Canadian exporters of these goods.

3. A London firm interested in a new process for treating iron sand desires to get into communication with owners of iron sand deposits in Ontario and Quebec.

4. A firm at Boulogne (France) wishes to correspond with one or two reliable Canadian shippers of apples of good quality.

5. A Middlesbrough firm asks to be placed in communication with Canadian exporters of peas, beans, cheese and other produce from whom they could obtain quotations.

6. A Johannesburg (S. Africa) firm desires to secure agencies for Canadian natural and manufactured products, and will be glad to hear from houses in the Dominion requiring such services.

[The names of the firms making the above inquiries can be obtained upon application to the Editor of HARDWARE AND METAL.]

A. Lafontaine, general merchant, Drummondville, Que., has assigned, and his creditors held a meeting on September 15.

"Good-Cheer" Ranges ARE GOOD WORKERS.

AND THE ROYAL "GOOD CHEER"

Fully sustains the reputation of this celebrated line of Stoves.

ALL CAST LININGS.
DUPLEX DRAW-OUT GRATE.
SHEET STEEL OVEN.
OVEN THERMOMETER.

Thoroughly first-class in every respect.

The James Stewart Mfg. Co., Limited
WOODSTOCK, ONT.

THE J. H. ASHDOWN HARDWARE CO., WINNIPEG,
Wholesale Representatives for Manitoba and Northwest Territories.

"ROYAL GOOD CHEER"
SQUARE WITH HIGH SHELF.

John Bowman

HARDWARE & COAL CO.

LONDON, ONT.

Our stock of goods for the fall trade is now complete, and we can fill all orders promptly on the following lines :

Wire, Nails, Cordage, Window Glass, White Lead, Paints, Whiting, Churns, Linseed Oil, Spades and Shovels, Builders' Hardware, Guns and Sporting Goods. Finest stock in the Province of Cutlery.

Prompt Shipment. Prices Right.

Wire

Copper Wire

— FOR —

Telegraph, Telephone, Trolley and Transmission Lines.

Round, Square and Rectangular for Electrical Machines.

Brass Wire

of all kinds and for all purposes.

Plain Wire

Annealed,
Annealed and Oiled,
Tinned, Coppered,
Wire Nails, Bright Goods,
Wood Screws, Jack Chain,
"Crescent" Hat and Coat Hooks, Poultry Netting,
Barrel, Blind and Bed Staples.

Galvanized Wire

Barb Wire, Plain Twist,
Galv'd Fence Staples.

Manufactured by

The Dominion Wire Manufacturing Co., Limited

MONTREAL AND TORONTO.

HEAD OFFICE New Coristine Building, St. Nicholas Street, **MONTREAL.**

Long Distance Phones to all Departments.

RICHARD JOHNSON, CLAPHAM & MORRIS, Ld., Manchester AND LIVERPOOL, ENG.

CABLE ADDRESS—"Metallicus," Manchester.
CODES USED—ABC, AI, Liebers and Private Code.

Manufacturers and

GALV'D SHEETS
GALV'D CANADAS
BLACK SHEET IRON
BLACK CANADAS
Range & Furnace SHEETS

MONTREAL OFFICE:
Messrs. Copland & Co., Imperial Buildings.

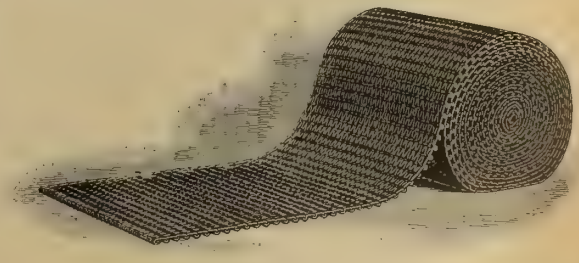
WAREHOUSE LEVER STREET

Metal Merchants

TINPLATES, TERNES
TINNED SHEETS
PIG TIN, PIG LEAD
WIRE NETTING
GALV'D BARB WIRE

HALIFAX OFFICE:
Messrs. Grant, Oxley & Co., 68 Bedford Row.

The phenomenal success of **THE UNITED STATES WIRE MATS AND MATTING** for the past 11 years has demonstrated that it is the matting the public has demanded since the beginning of the industry. It has gone into the hands of the dealers with most satisfactory results and unquestionably the most popular. They are the only practical, cleanly and hygienic mats for doorways and vestibules, hotels, theatres, kitchens, laundries, banks, schools, public buildings, bars, soda fountains, elevators, street and railway cars and station buildings, steamships, churches, etc., etc.



Write for our Booklet, "Modern Mats."

UNITED STATES WIRE MAT CO., DECATUR, ILL., U.S.A.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, September, 19, 1902.

HARDWARE.

AMONG the active lines this week are household hardware articles of all sorts. Kitchen utensils are also in good demand, and business in weather strips, coal hods, fire shovels, stoves and stove boards, etc., has considerably improved. Prices on most lines have remained unchanged. Some change will be found in cordage, lathyarn being higher. In scythe snaths for 1903. delivery, the discount is now 40 per cent. instead of 45 per cent. Lamp and lantern burners are now selling well. Carpet sweepers and cutlery have commenced to move for the Christmas trade.

BARB WIRE.—Very few orders have been received for this wire during the week and the market is dull. The price is still $3 per 100-lb. keg f.o.b. Montreal.

GALVANIZED WIRE.—No improvement is reported and trade continues quiet and without special feature. Quotations are: Nos. 6, 7 and 8 gauge, $3.45; No. 9, $2.80; No. 10, $3.55; No. 11, $3.65; No. 12, $2.95; No. 13, $3.05; No. 14, $4.05; No. 15, $4.55; No. 16, $4.80; No. 17, $5.20; No. 18, $5.45.

SMOOTH STEEL WIRE.—The market is rather quiet this week. Quotations are as follows: Bright and annealed, $2.60 per 100 lb. f. o. b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—Trade has not improved. The discount is 25 per cent. Net extras as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c.; ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—A few orders have been received this week at current prices, but the market is somewhat quiet. The discount is 62½ per cent.

FENCE STAPLES.—There is little or nothing doing in this article. Galvanized fence staples sell for $3.25 per 100-lb. keg; bright, $2.90 per 100-lb. keg; 25 and 50-lb. packages, 25c. extra.

WIRE NAILS.—Business in wire nails, while not especially active, has been fairly satisfactory for the season, and trade has been done on a basis of $2.5 in small lots and $2.50 in carlots f.o.b. Montreal, London, Hamilton, Toronto, Gananoque, Brantford, Windsor, Ont., St. John and Halifax.

CUT NAILS.—In these a fairly good trade is doing at unchanged prices. We quote: $2.45 per keg in small lots and $2.37½ per keg in carlots.

HORSE NAILS.—There is a good demand for horse nails. No change in the discounts has been made, and we quote: "C" brand, 40, 10 and 7½ per cent. off; on "M" brand, "Oval," 57½ per cent.; "New City," 57½ per cent.; "New Countersunk," 66 2-3 per cent.; "Monarch" horse nails are discounted at 70 per cent.

HORSESHOES.—In this line the market is active, though steady. No quotable change is reported. Quotations are as follows: Iron shoes, light and medium, pattern, No. 2 and larger, $3.35; No. 1 and smaller, $3.60; snow pattern, No. 2 and larger, $3.60; No. 1 and smaller, $3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; featherweight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra. F.o.b. Montreal only.

SCREWS.—Business is only fair. The market is without any striking feature. The discounts are quoted as follows: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—Lathyarn is ½c. higher this

NOV .7 1902
RETURNED

Yukon Triple Heater

Practically a Small Furnace.

Burns rough wood thirty inches long.

Cold air can be drawn from adjoining rooms, or outside if desired, by connecting pipe to collar at back of stove.

Heat travels three times the length of stove before entering stove pipe.

Is especially adapted for country schools.

Will heat a moderate-sized house as well as a furnace and at less cost.

Write for advertising matter.

All orders filled promptly.

The McClary Manufacturing Co.,

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

ENGLISH
GERMAN
BELGIAN
CANADIAN
AMERICAN
} PORTLAND CEMENTS.

FIRE
BUILDING
ENAMELLED
SILICA
MAGNESIA
} BRICKS.

DRAIN
CULVERT
} PIPES.

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31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .
Salt Glazed Vitrified
SEWER PIPE
Double Strength Culvert Pipe a Specialty.
THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT.
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Deseronto Iron Co.
LIMITED
DESERONTO, ONT.
Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."
Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"
BRAND
Foundry Pig Iron.
Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.
Write for Prices to Sales Agents
Drummond, McCall & Co.
or to MONTREAL, QUE.
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

week, single being now quoted at 11½c. and double at 12c. Jute sells at 9c. We quote as follows: Manila, 15c.; British, manila, 13c.; sisal, 12½c. lathyarn, 11½c. Prices on binder twine are as follows: Blue Ribbon, 650 feet to the pound, 15c.; Redcat, 600 feet to the pound, 14c.; Tiger, 550 feet to the pound, 13c.; Standard, 500 feet to the pound, 11½c.; sisal, 500 feet to the pound. 11½c. Prices are subject to a rebate of ¼c. in carload lots.

RIVETS AND BURRS.—The discounts on rivets and burrs have not been changed. A fair demand is experienced, and our quotations are as follows: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

BOLTS.—These move out fairly well at unchanged prices. The discounts are: Norway carriage bolts, 55 per cent.; common, 50 per cent.; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 per cent.; coach screws 66 2-3 per cent.; sleigh shoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼ per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

BUILDING PAPER.—There is but little doing in this line, though a few sales are effected at the following prices: Tarred felt, $1.70 per 100 lb.; 2-ply ready roofing, 85c. per roll; 3-ply, $1.10 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O K and I X L, 65c. per roll; heavy straw sheathing, $30 per ton; slaters' felt, 60c. per roll

SCREEN WIRE CLOTH.—Nothing is doing. We quote $1.37½ per 100 square feet.

POULTRY NETTING.—Trade continues very quiet. The discount on Canadian or English poultry netting is 50 and 10 per cent. off on 2 x 2 mesh, 19 wire, and 50 per cent. off on 2 x 2 mesh, heavier. Canadian list used.

HARVEST TOOLS.—Dull. Discount, 60 per cent.

FIREBRICKS.—A fair trade is reported this week, but there is still much room for improvement in the demand. English firebricks are quoted at $16 to $22 and Scotch at $17 to $22 per 1,000.

CEMENT.—Trade continues rather quiet and the market is featureless. We now quote: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per barrel ex-wharf, and American, $2.10 to $2.20 ex-cars.

SPORTING GOODS.—These are in active demand. Prices are firm, and we quote the discounts as follows: Empty, Canadian, 25 per cent.; American, 10 per cent. advance on list. Loaded, "Trap," 30 per cent.; American, 30 per cent. "Leader" and "Ideal," smokeless brands, 37½ per cent. Brass shot shells, Dominion, 55 per cent.; American, 40 per

A. C. LESLIE & CO.
HEADQUARTERS FOR
Tinplates—all grades
Canada Plates, Terne Plates
Black and Tin Taggers
Steel Sheets for all purposes
Imitation Russia Sheets
Import orders for wholesale buyers only
509-512 Merchants Bank Building,
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come to us about our pumps, although we guarantee them and agree to make good any part which through our fault is broken or disabled.
We know that our pumps are the best made or there would be more kicking about them.
You can recommend McDougall's Standard Pumps to your customers, and they will be sure to come to you for other things when they know you sell such good pumps.
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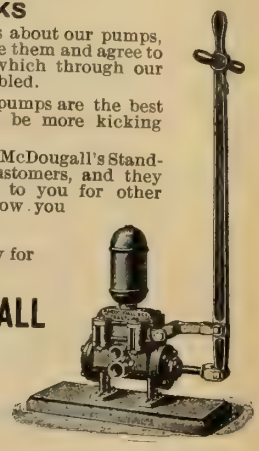
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GALT, ONT.
Quality Best.
Prices Right.

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"Boustead & Co's" Penang
"Straits"
"Lamb and Flag"
Copper —"Lake" —"MA"
Galvanized Sheets.
ADAM HOPE & CO.
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NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
OPEN HEARTH STEEL.

Do you carry a stock of

GRANATINE . .
FLOOR FINISH

FOR NATURAL WOOD FLOORS, OIL CLOTH, LINOLEUMS, ETC.?

If not, you should, as it is a finish you can always **highly recommend,** knowing it will not only **please the purchaser,** but give the impression that **you always handle reliable and up-to-date goods.**

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The Imperial Varnish & Color Co. LIMITED
Toronto, Ont., Canada.

YOU CANNOT ALWAYS TELL WHAT A PAINT IS BY LOOKING AT THE LABEL ON THE CAN.

But if that label reads

"Ark Brand"

you can depend upon the contents.

Every can of "Ark Brand" is guaranteed to give entire satisfaction.

If we haven't an agency established in your town write to-day and secure it.

One agency—one town.

THE FRANCIS-FROST Co. Limited
TORONTO.
Canadian Distributing Agents for Grippin's Crack Filler.

cent. Primers, Dominion, 30 per cent.; American, $1.60 per 1,000.

SNOW SHOVELS.—Jobbers report a very good demand for snow shovels, and we quote as follows: "Habitant," $2.25 to $2.40; "Victor," 30 per cent. off; steel railroad shovels, 40 and 5 per cent. off.

FIRE SHOVELS.—These are in active movement at unchanged prices. We quote: No. 70, 38½ to 40c. per dozen; No. 55 55 to 60c.; No. 57, 82½ to 90c.; No. 60 82½ to 90c.; No. 65, $1.37½ to $1.45; No. 80, 50 to 55c.; "Duplex," No. 7, $1.21; No. 9, $1.52; No. 11, $1.82.

METALS.

Prices in the general list of metals have been steady during the week, advanced figures being no doubt prevented to some extent by the importations, which have been fairly heavy. Orders for structural and railroad steel continued brisk. Pipe is in fair demand and the market is improving. Bar iron is also active, but sheets are reported quiet. Ingot tin is quoted lower this week, in sympathy with the English market, which still shows some weakness.

PIG IRON.—The exceptionally heavy movement in pig iron keeps up. We quote as follows: Canadian, $18.50 to $19 and Summerlee, $21.50 to $22.

BAR IRON.—This continues in brisk demand at $1.95 to $2 for merchants' bar and $2.20 for horseshoe iron.

BLACK SHEETS.—These are fairly active, but nothing of importance has occurred on the market. We quote: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50 and 8 to 20 gauge, $2.50.

GALVANIZED IRON.—There is a good demand and the market is active. We quote: No 28, Queen's Head, $4.40; Apollo, 10¾-oz., $4.40; Fleur de Lis, $4.15; Comet, $4.25; "Bell", brand, $4.30. For less than case lots 10c. extra is charged.

INGOT COPPER.—The copper market is somewhat steadier this week. The price is 14c.

INGOT TIN.—In sympathy with the foreign markets ingot tin is quoted lower this week. Straits is now quoted at 30 to 31c.

PIG LEAD.—There is no change and a fairly good demand prevails at $3.25.

LEAD PIPE.—There is some improvement in the demand this week. Composition and waste sell for 8c. and ordinary, 7c. The discount remains at 37½ per cent.

IRON PIPE.—This is in fair demand at unchanged prices. We quote: Standard pipe per 100 feet, in lengths under 19 feet: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1-in., $5.20; 1¼, $7.35; 1½, $8.95; 2-in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $3.85; ¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.20; 2-in., $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½, $4.20; ¾, $5.25; 1-in., $7.55; 1¼, $10.55; 1½, $12.75; 2-in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1-in., $9.55; 1¼, $13.25; 1½, $16; 2-in., $21.90. For threads and couplings 5 per cent. is added.

TINPLATES.—The English market is still easy, but no further declines are reported. Locally, there is no change. We quote: Charcoals, $4.75 to $5.25; cokes, $4.25.

STEEL.—This is fairly active, and we quote: Sleighshoe, $2.05; tire, $2.20; bar, $2.05; spring, $2.85; reeled machinery, $2.75; toecalk, $2.70.

CANADA PLATES.—These are moving out fairly well. We quote as follows: 52's, $2.70 to $2.80; 60's, $2.85 to $2.90; 75's, $2.80 to $2.85; full polished, $3.75, and galvanized, $4.25 to $4.35; galvanized, 60's, $4.45 to $4.55.

SHEET STEEL.—There has been no improvement in the demand for this metal. We quote as follows: Nos. 10 to 20, $2.50; 3-16, $2.50; ¼, 5-16 and ⅜, $2.40.

TOOL STEEL.—This is moving slowly. Our quotations are as follows: Black Diamond, 8c.; Sanderson's, 8 to 12c., according to grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 8 to 15c.; "Air Hardening," 30 to 50c.

TERNE PLATES.—There is no change. Trade is quiet and the price stays at $7.50.

COIL CHAIN.—Very little doing. Prices are unchanged, and we quote: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼-in., 7¼c. per lb.; 5-16, $5; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4.05; ½, $3.95; 9-16, $3.85; ⅝, $3.55; ¾, $3.50; ⅞, $3.45; 1-in., $3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC.—Trade has not improved and the market is quiet at $5.85 to $6.25.

ANTIMONY.—We quote 10c.

ZINC SPELTER.—There is not much doing. We quote 5c.

SOLDER.—Trade keeps up well, good sales being effected on a basis of 18c. for bar solder and 20c. for wire solder.

PAINTS AND OILS.

Linseed oil and turpentine are steady at the quotations here given, no change having been made since our last report. A feature of the market is the extraordinary demand for white lead. The trade is evidently of the opinion that now is a good time to buy. Some grinders have difficulty in keeping up with the orders which are pouring in. After about two weeks of quietness, owing to the large fairs being held, and several travellers off the road, the trade started in with a strong, healthy movement, and the whole list of paints and oils is exhibiting a buoyant tendency. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, \$5.15 to \$5.25; No. 1, \$4.77½ to \$4.87½; No. 2, \$4.40 to \$4.50; No. 3, \$4.02½ to \$4.12½; No. 4, \$3.65 to \$3.75, all f.o.b. Montreal. Terms, 4 months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—\$5.25 in casks; kegs, \$5.50.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote: Bulk, in bbls., \$1.90 per 100 lb.; bulk, in less quantity, \$2.05; bladders, in bbls., \$2.25; bladders, in 100 or 200-lb. kegs or boxes, \$2.40; in tins, \$2.55 to \$2.65; in less than 100-lb. lots, \$3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, \$4.50; in 100-lb. kegs, \$4.75; in less quantities, \$5.75 per 100 lb. No. 1 red lead, casks, \$4.25; kegs, \$4.50, and smaller quantities, \$5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, \$5.25; smalls, \$5.75 per 100 lb.

LINSEED OIL.—Raw, 75c.; boiled, 78c. In 5 to 9 bbls., 1c. less. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gal. advance.

TURPENTINE.—Single barrels, 70c.; 2 to 4 barrels, 69c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, \$2.35 to \$2.45; orange, \$2.25 to \$2.35.

MIXED PAINTS.—\$1.20 to \$1.45 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PARIS GREEN.—Petroleum, bbls., 16¾c. per lb.; arsenic kegs, 17c.; 50 and 100-lb. drums, 17½c.; 25-lb. drums, 18c.; 1-lb. packages, 18½c.; ½-lb. packages, 20½c.; 1-lb. tins, 19½c.; ½-lb. tins, 21½c. f.o.b. Montreal. Terms: 3 per cent. 30 days, or four months from date of delivery.

SCRAP METALS.

Heavy red brass is quoted ½c. lower this week and heavy yellow, ¼c. lower. Copper and brass are still dull. The movement in iron, however, is active, and prices are firm. We quote as follows: Heavy copper and wire, 10½c. per lb.; light copper, 8c.; heavy red brass, 10c.; heavy yellow, 8¾c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2¼c.; iron No. 1, wrought, \$15; No. 2, \$7 per ton; machinery scrap, \$16; stove plate, \$12; malleable and steel, \$5; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6¼ to 6½c. per lb.

GLASS.

A better movement is reported this week for glass, several orders having been received for immediate delivery. Prices are as follows: First break, 50 feet, \$2.10; second, \$2.20 for 50 feet; first break, 100 feet, \$4; second break, \$4.20; third break, \$4.70; fourth break, \$4.95.

HIDES.

There has been no change in this market. Trade is fair, but offerings have fallen off considerably. We now quote: No. 1 hides, 10c.; No. 2, 9c.; No. 3, 8c. Calfskins, 10 to 12c.; lambskins, 50c.

MARKET NOTES.

Lathyarn has advanced ½c.

Scythe snaths are 5 per cent. higher for 1903 delivery.

ONTARIO MARKETS.

Toronto, September 19, 1902.

HARDWARE.

IN wholesale hardware the fall rush is commencing and everything is moving with increased activity. The orders taken during Exhibition have kept the jobbers busy, and now that the travellers have returned to their routes business keeps up well. A good many orders have also come in from the Northwest since the harvest has turned out so well, and this, combined with their usual trade, is making business in all lines very active. Stoves and ranges are selling well and there are indications of a shortage in them before the end of the season, as the demand for them this fall will be heavy. No changes have been made in prices, and the market in all lines is steady.

BARB WIRE.—Very little business is doing in barb wire. We quote: \$2.65 in carlots and \$2.77½ for less than carlots f.o.b. Cleveland. From stock, Toronto, \$3.00.

GALVANIZED WIRE.—Trade in this line is light and the prices are unchanged. Quotations are as follows: Nos. 6, 7 and 8, \$3.50 to \$3.85 per 100 lb., according to quantity; No. 9, \$2.85 to \$3.15; No. 10, \$3.60 to \$3.95; No. 11, \$3.70 to \$4.10; No. 12, \$3 to \$3.30; No. 13, \$3.10 to \$3.40; No. 14, \$4.10 to \$4.50; No. 15, \$4.60 to \$5.50; No. 16, \$4.85 to \$5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at \$2.52½ in less than carlots and 12c. less for carlots of 15 tons.

FINE STEEL WIRE.—Business in this line is mostly confined to stove-pipe wire. The discount is 25 per cent.

SMOOTH STEEL WIRE.—The demand for this wire is small, and we now quote the base price: \$2.60 per 100 lb. Oiling, 10c.; coppering, 60c., and tinning, \$2 per 100 lb. extra. Delivery points Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS.—The volume of business in wire nails has increased a little during the week. Our quotations are as follows: Wire nails, in carlots, \$2.50 and in less quantities, \$2.55. The delivery points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—These are quiet. Prices are unchanged. We quote: \$2.45 per keg and \$2.37½ in carlots.

HORSE NAILS.—There is a greater demand for these than the manufacturers can supply. Some sizes are hard to get, especially "C" brands, and we quote the discounts as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "M" brand, 50, 10 and 5 per cent.; "Monarch," 60 2-3 per cent. "Countersunk" head, 60 per cent.

HORSESHOES.—There is an improvement in the demand for horseshoes this week. Our quotations are as follows: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.45; snow shoes,

EASTLAKE SHINGLES

ARE SO EASY TO HANDLE.

They fit together perfectly by means of their patent side lock—can be quickly laid by any handy man—and last so long, being absolutely Fire, Rust, Leak, and Lightning Proof. These are the points that commend them to your customers.

You're not doing all the business you might do, unless you keep Eastlakes in stock.

Metallic Roofing Co., Limited

TORONTO. MONTREAL. WINNIPEG.

$3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—The inquiry for these is even better than it was, but the difficulty in obtaining supplies is as great as ever, and we quote the discounts as follows: Flat head bright, 87½ and 10 per cent. discount; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze, 70 per cent.

RIVETS AND BURRS.—The condition of this market is similar to the situation in screws, and the discounts are quoted as follows: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—These are also in heavy demand and the supplies are very small, and our quotations are as follows: Carriage bolts, common ($1.00 list), 50 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3.00 list), 55 and 10 per cent.; machine bolts, all sizes, 50 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—Jobbers are experiencing a good sorting-up demand for spades and shovels. The discount is 40 and 5 per cent.

ROPE.—Trade in rope is of a light sorting-up nature. We quote: Pure manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, single, 11c., double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per dozen.

HARVEST TOOLS.—Trade in this line is keeping up well. The discount is 60 per cent.

EAVETROUGH, ETC.—Quite a number of orders for eavetroughing and conductor pipe are now coming forward with the approach of fall. Our quotations are as follows: Eavetrough, $3.10 per 100 square feet for 10-in., and conductor pipe, $4 for 3-in. and $5.25 for 4-in.

BUILDING PAPER.—A good demand continues for building paper. Quotations follow: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll.

TINWARE AND ENAMELLED WARE.—Some lines of tinware, such as stove furniture, are moving out briskly, but enamelled ware is quiet.

STOVES AND RANGES.—These are very much in demand and the prospects are that before the fall is over there will be a shortage of stoves. Stovepipes, elbows, etc., are also active.

SPORTING GOODS.—There is still a good demand for guns and rifles, principally from the North and Northwest, and ammunition is also going out freely.

CEMENT.—The market for cement is firm and unchanged. The manufacturers have taken enough orders to keep them busy for months ahead, and very few new contracts are being closed. Quotations are as follows: Canadian Portland, $2.40 to $3 and Canadian hydraulic, $1.35 up per barrel.

METALS.

The situation in metals is little changed from last week. Trade in all lines is good and there have been no changes in prices. The tin market abroad shows dullness and lack of speculative interest, and the New York and London copper markets are weak and dull. Owing to a slight improvement in the shipments of coke this week the outlook in pig iron in the United States is better than it has been for a couple of weeks back. Only a few of the Valley furnaces at Pittsburg have been banked at any time during the last few days, but production is not up to the normal.

PIG IRON.—There is a strong demand for pig iron and the market is firm. The situation at the Canadian furnaces is unchanged. Quotations at the furnaces are nominal at $23 for No. 1 and $22 for No. 2. Summerlee iron is quoted at $23 on track, Toronto, and English iron, $22 on track, Toronto.

STEEL BOILER PLATES.—A very fair amount of business continues in these at unchanged prices. We quote $1.80 for carload lots on track, Toronto.

STEEL RAILS.—Rails for steam railways are quoted at $30 per ton and those for electric railways at $36.

TOOL STEEL.—A fair amount of orders keep coming forward for tool steel and the market is unchanged. We quote: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 8 to 15c.; ditto, "Air Hardening," 30 to 50c.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's Special, 15 to 20c.

MILD STEEL.—No change is reported in this steel.

SPRING STEEL.—A good demand is experienced for spring steel.

BOILER TUBES.—A good business continues in these.

BAR IRON.—The demand is active and the supply is limited. We quote: $1.95 to $2.05 base. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb., 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS.—The demand for these continues good. We quote: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—These are moving freely and the prices are unchanged. We quote as follows: All dull, $2.90 to $3; half-polished, $3 to $3.10, and all bright, $3.75 to $3.85.

GALVANIZED SHEETS.—These are still in active demand, and our quotations are as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 29 gauge; Bell brand, $4.30 for 28 gauge.

TIN.—This is quiet on the local market. The London, Eng., tin market is easy and the United States market shows lack of speculative interest. A good demand is reported from consumers for spot tin, but competition for the business is keen, and it is being supplied at below cost of import. We quote $32 to $33 per 100 lb.

TINPLATES.—An improvement is noted in the demand for tinplates on the local market. We quote: Charcoal, $4.75 to $5 per box and cokes, $4.25.

COPPER.—A good demand for copper is reported. We quote: Ingot copper, $13.50 per 100 lb. and sheet copper, $22 to $23.

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'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
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West Troy, N.Y
Steel Carriage and Wagon Jacks,
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
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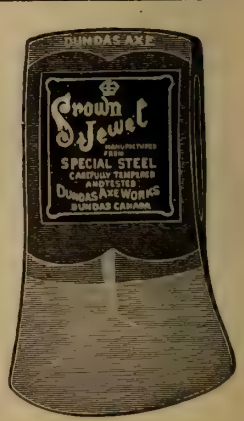
NEWMAN'S PATENT
INVINCIBLE FLOOR SPRINGS
Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.
MADE SOLELY BY
W. NEWMAN & SONS, Birmingham.

Oneida Community Goods
HALTERS, COW TIES SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT.

..A..
STANDARD.
The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.


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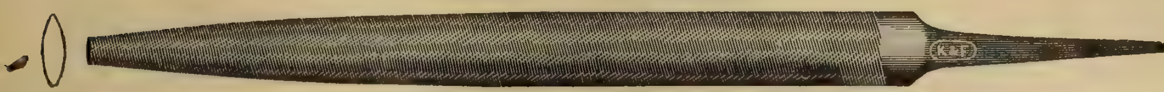
DOMINION WORKS, PORT HOPE, CANADA.

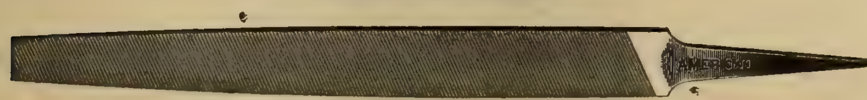
FILES and RASPS WARRANTED

KEARNEY & FOOT BRAND

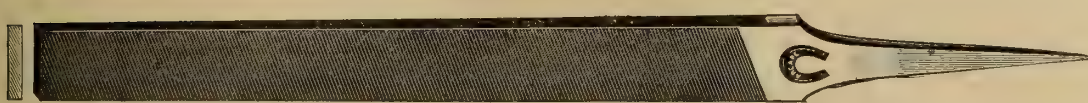


GREAT WESTERN BRAND

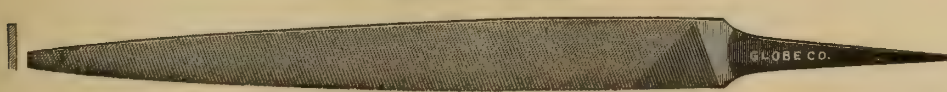
AMERICAN BRAND



ARCADE BRAND



GLOBE BRAND



The largest manufacturers in the world.

We manufacture the well-known brands of Cast-steel Files and Rasps shown herewith, all of which are warranted for high-class material and superior workmanship.

Our goods are now so'd in the four quarters of the globe, command the highest prices, and have won for themselves an enviable reputation, acquired as the result of many years' experience.

Walter Grose, Montreal,

Selling Agent for the Dominion of Canada.

One or other of the above brands may be purchased from prominent Hardware Merchants throughout the Dominion who carry an assorted sto k.

BRASS.—The market is unchanged in this line from last week. The discount is 15 per cent.

PIG LEAD.—This is moving fairly well in small lots. We quote: Pig lead, $3.50 and bar, $3.75.

IRON PIPE.—An active trade keeps up in iron pipe at unchanged prices, and our quotations are as follows per 100 ft.: ¼-in., $2.40; ⅜-in., $2.65; ½-in., $2.85; ¾-in., $3.65; 1-in., $5.20; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; galvanized, 1-inch, $7.20. Trade discount is 4 per cent. for carlots.

ZINC SPELTER.—The market for zinc spelter is quiet. We quote 5 to 6c. per lb.

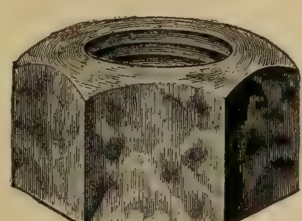
ZINC SHEETS.—These are unchanged. We quote: Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER.—Trade in this line is still active.

ANTIMONY.—A fair demand for antimony continues. We quote $9.50 per 100 lb.

PAINTS AND OILS.

The feature of the paint and oil market this week is the advance of 2c. per gallon in spitits of turpentine, due to the upward movement of the Southern market for the spirits, which have been advancing there steadily during the week. The spot stocks of the spirits here are small and the buying is moderate in nature. Raw and boiled linseed oils are unchanged, but show some activity. White leads in oil of standard brands are active at the prices quoted below, but some manufacturers are even offering the pigment at lower prices than these. Mixed paints are fairly active. The other lines are unchanged. We quote:



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

THE CELEBRATED

NATIONAL CUTLERY CO. SHEARS

Acknowledged the best and fully warranted.
Not connected with any Shear Combination.

Tailors' Shears,
Trimmers,
Ladies' Scissors,
Barbers' Shears,
Tinners' Snips.

DECATUR, BULL & CO., Sales Agents, MONTREAL

WHITE LEAD.—Ex-Toronto, pure white lead, $5 to $5.25; No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½.; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. pkgs.; genuine dry white lead in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $5 to $5.12½; ditto, in kegs of 100 lb, $5.50; No. 1, in casks of 560 lb., $4; ditto, kegs of 100 lb., $4.50.

LITHARGE.—Genuine, 6 to 6½c.

ORANGE MINERAL.—Genuine, 7½ to 8c.

WHITE ZINC.—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6.00.

SHINGLE STAIN.—In 5-gal. lots, 60c. to $1.20 per gal.

BENZINE AND GASOLINE.—Benzine, in barrel lots, 18¾c. per gal.; gasoline, ordinary, 21¼c., and engine, 22¼c. f.o.b. Toronto.

PARIS WHITE.—90c. to $1 per 100 lb.
WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35c.; in less than cases, 40c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35; white, $2.35 to $2.45 per gal.; in less quantities 10c. extra.

PUTTY.—Bladders, in bbls., $2.25; bladders, in 100-lb. kegs, $2.40; bulk in bbls., $1.90; bulk, less than bbls. and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.90.

PLASTER PARIS.—New Brunswick, $2 per bbl.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gal.; No. 1, $1.10 per gal.

CASTOR OIL.—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 barrels, 77c.; boiled, 80c.; 3 to 5 barrels, raw, 76c.; boiled, 79c.; 6 to 9 barrels, raw, 74c.; ; boiled, 77c., delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 71c.; 2 to 4 bbls., 70c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

This market continues steadily to improve and increased sales are reported this week, and our quotations are now as follows: Under 26 inch, $4.45; 26 to 40 in., $4.65; 41 to 50 in., $5.10; 51 to 60 in., $5.35; 61 to 70 in., $5.75; 71 to 80 in., $6.25; 81 to 85 in., $7; 86 to 90 in., $7.75. Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days. Discount off pane price list, 40 per cent.

OLD MATERIAL.

Trade in old material continues about the same as last week. New copper is weak and this is having its effect on the old metal, but no quotable changes have been made. Zinc is strong, and if the present indications prove true, there will be an advance next week. Our quotations are as follows: Heavy copper and wire, 10c. per lb.; light copper, 8c. to 8½c. per lb.; heavy red brass, 10c.; heavy yellow brass, 8 to 8½c.; light brass, 5c to 5½c.; lead, 2¼ to 2½c.; scrap zinc, 2¼ to 2⅜c.; iron, No. 1 wrought, $12 per net ton; No. 2 wrought, $6; machinery cast scrap, $13 to $14; stove plate, $10; malleable and steel, $6 to $6.50; old rubbers, 5 to 5½c. per lb., and country mixed rags, 50 to 60c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES.—Buying in hides is fair and the prices are steady at the following quotations: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 9c.; No. 2 green, steers, 8c.; cured, 8½ to 9c. per lb.

SKINS.—A fair demand is reported for skins, and quotations are as follows: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings, and lambskins, 50c.

WOOL.—This product is quiet and the quotations are unchanged at 13½c. for fleece wool and 7½c. for unwashed.

TALLOW.—No change is reported in the tallow situation. Prices are weak at 6¾ to 7c. per lb.

SEEDS.

The movement in seeds is confined to offerings of alsike at outside points. A little timothy is also being brought forward. We quote ' Alsike, $5 to $7 per bushel and timothy, $1.75 to $3.

COAL.

The situation at the mines is unchanged. Some people hold that there will be shortly a termination of the strike, but others do not expect any settlement for some time. The available supplies on the local market are small and prices are advancing sharply. We quote at international bridges: Soft coal, $3 to $4.50 per ton.

PETROLEUM.

The demand keeps improving, and we quote: Pratt's Astral, 17 to 17½c. in bulk (barrels extra); American water white, 17½ to 18c. in barrels; Photogene, 17 to 17½c.; Sarnia water white, 16 to 17c. in barrels; Sarnia prime white, 15 to 15½c. in barrels.

MARKET NOTES.

Turpentine has advanced 2c. per gal.

BE COURTEOUS TO THE DRUMMER.

"IT is a curious thing," said a leading jobber, "that there are so many retailers and retail buyers who, while painfully careful of the feelings and interests of their customers, are utterly oblivious to the feelings and interests of the commercial travellers with whom they come in contact. Let a man approach them as a purchaser and the are all smiles and suavity. Let him approach them as a seller, and they do not even treat him with common decency. They seem to feel a pleasure in visiting upon the head of wholesalers' agents all the snubs they suffer from their customers. As a consequence there is many a merchant doing business with travelling men who, while booking his order, curse them in their hearts, not because he is a close or shrewd buyer that they cannot over-reach, but because to get his order it is necessary to put up with an amount of indignity and humiliation that stirs their deep resentment."

Business is business and a commercial traveller or any other solicitor for patronage expects to put up with discomfort and annoyance, but no one has the right to ask him to patiently endure unnecessary humiliation. He who does shows an amount of conceit, an ignorance of the world and a capacity for making enemies that sufficiently prove his own insignificance as a man and a merchant. There are men on the road as elsewhere who cannot be too severely treated, but they are exceptions. The average travelling man has an exceptional knowledge of the world, exceptional powers of observation and insight into character and conditions, and an inside knowledge of goods and men that makes him a mine of information, a travelling storehouse, for the people with whom he comes in contact. With his access to the credit men of great wholesale houses, his acquaintance with other travelling men, and his many relations in the great markets of the country, he is a commercial factor whose influence it is hard to overvalue. What folly it is to excite without provocation the ill-will of such a man!

If a merchant cannot see the advantage of having the good-will of the travelling fraternity let him remember that credit and the amount of consideration shown the retailer by the wholesale house are often materially affected by the travelling man's favorable or unfavorable attitude toward him. It's a hard thing to be hard on a man whom you like, and the reputation of being a nice man to do business with is a valuable moral asset. Again, it is a good thing to have the good-will of the men from whom you never have bought and never expect to buy goods. The time may come when they can speak a word for or against you. The prestige for good or evil built up about us by the involuntary estimates or action of other people has its fruit as much as our direct efforts.—From The Keystone.

BUSINESS CHANCES.

GOOD opening for hardware business; large brick store and dwelling to let in Pickering, 23 miles east of Toronto. Option of buying small stock; party giving up business. For particulars apply to W. V. RICHARDSON, Pickering, Ont. (38)

GALVANIZING

Our plant is modern, and capacity large. Prices O.K. Other branches:

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK, ETC., ETC.

Ontario Wind Engine & Pump Co., Limited, 505 Atlantic Ave., Toronto

E. B. SALYERDS

Manufacturer of

Hockey Sticks

PRESTON,

Ontario, - Canada.

The Best Stick.
Made of Rock Elm.
Wholesale Trade Only Supplied.
Ask your Wholesale House for the Preston make of Stick.
Write for Prices.

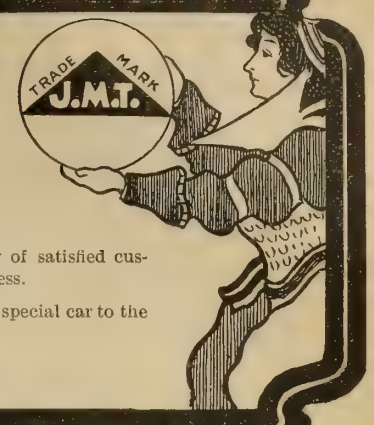
Carrying the "J.M.T."

If you are carrying a line of valves that bear the "J.M.T." trade mark you can feel assured that your customers are getting the best and that each sale makes you a satisfied customer.

The chief aim of business is the satisfied customer; likewise the vehicle that transports the dealer speedily along the road to success.

Over 1,000,000 "J.M.T." valves in daily use throughout the Dominion for gas, steam, water, ammonia, sulphite, tell the story of satisfied customers and account for our immense valve business.

Dealers carrying "J.M.T." valves ride in our special car to the station of successful trade.



THE JAS. MORRISON BRASS MFG. COMPANY LIMITED TORONTO, ONT.

THE "GLOBE" POLISH HAS COME TO STAY AND ALL DEALERS CAN STOCK IT WITHOUT HESITATION.

TRY "GLOBE" AND YOU WILL USE NO OTHER. IT IS THE BEST.

"GLOBE" METAL POLISH

Write for a supply of Show cards and Advertising Novelties.

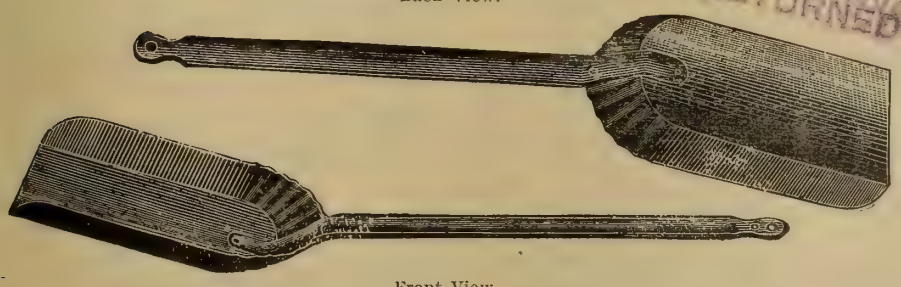
—WE SHALL BE PLEASED TO ANSWER ALL ENQUIRIES.—

RAIMES & CO., 164 DUANE ST., NEW YORK CITY.

Fire Shovels "DUPLEX"

CUT GIVES BOTH FRONT AND BACK VIEW OF "DUPLEX" SHOVELS.

Back View.



Front View.

Three Sizes—Nos. 7, 9, 11.
Inches, 5 x 7¾ x 16, 5 x 8¾ x 22, 5½ x 9 x 25.

Made of cold rolled hard steel, specially adapted for shovels, japanned, double handles, riveted to blade both inside and out, giving extra strength where the most strain comes.

Also **Coal Hods, Stove Boards, Stove Pipes, Elbows, Dampers, Lanterns, etc.**

THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL.

HEATING AND PLUMBING

BUILDING PERMITS IN TORONTO.

DURING the past week the following building permits were granted in Toronto : S. Kellow, a pair of semi-detached 2½-storey brick and stone dwellings, Albany ave., for $4,000 ; St. Stephen's Church, a one-storey addition to church, corner of College street and Bellevue ave, for $1,500 ; C. W. Thompson, for alterations to dwelling, brick and wood, Avenue Road, for $2,000 · Thos. Corbett, a two-storey and attic brick and stone dwelling, St. Clarens ave., for $1,900 ; Reliance Loan Company, a fourth additional storey to office building, brick, King street, for $4,000 ; Thos. McIlwain, pair semi-detached two-storey and attic, brick and stone dwellings, Clow ave., for $6,000 ; R. Anderson, two-storey dwelling, brick front, roughcast sides and back, 19 Carlaw ave. for $750 ; R. F. Scott, two-storey and attic brick dwelling, No 5 Rosedale Road, for $4,500 ; Lieut.-Col. W. C. Macdonald, alterations to dwelling, brick, No. 485 Huron street, for $2,000 : Orr Brothers, alterations and one-storey brick addition, Nos. 43-45 Queen street east, for $1,000 ; Robt. Dale, pair semi-detached, two-storey brick dwellings, on Euclid ave., for $3,000 ; R. Smith, two-storey brick dwelling, Albany ave., for $2,500 ; The Bell Telephone Co., three-storey brick addition to telephone offices, Nos. 31 and 33 Temperance street, for $35,000 ; Peter Macdonald, two-storey brick store on Sherbourne street, for $4,000 ; A. F. Langoes, two-storey and attic brick and stone dwelling, No. 700 Dundas street, for $1,800; pair two-storey brick and stone dwellings, detached, on Campbell ave., for $2,000 ; trustees Baptist Church, three-storey brick and stone Sunday school, Argyle street, for $9,000 : W. H. Brouse, two-storey and attic brick dwelling, No. 63 St. George street, for $3,300 ; A. Norman, two-storey stone foundation, brick front, roughcast sides and back, to cost $2,800 ; G. A. Walker, pair semi-detached, two-storey and attic brick and stone dwellings, Sorauren ave.; J. J. Fraser, pair semi-detached, two-storey brick dwellings, Nos. 16 and 18 Pendrith street, for $2,000.

BUILDING OPERATIONS IN SYDNEY.

According to The Sydney Record, the building boom at that place has been no means abated. The advance in the price of lumber and the increased cost of wages have been no barrier to the building industry. The contractors, notwithstanding the great number of men employed, are scarcely able to keep up with the orders they receive. During the past year The Rhodes, Curry & Co. have completed a contract of 600 houses for The Dominion Coal Co., at Glace Bay, and are beginning a new contract of 56 houses for The Dominion Steel Co., at Ashby, and 50 houses for The Nova Scotia Steel Co., at Sydney Mines. Other contractors have also large contracts.

NEW SOIL PIPE FACTORY.

Plans for the establishment of the new foundry for the manufacture of soil pipe, valves and all the smaller castings used in the plumbing business are being rapidly pushed forward by The A. C. Thompson Co., of Sydney. A. C. Thompson has just returned from a two weeks' visit to the United States, where he has been selecting the machinery necessary for the foundry. The foundry will give employment to a large number of men, and will be the largest industry of the kind in the Province of Nova Scotia.

PLUMBING AND HEATING CONTRACTS.

Mashinter & Co., Toronto, are furnishing a couple of houses on Euclid avenue with plumbing and gas lights.

Fiddes & Hogarth, Toronto, have secured the contract of plumbing for the Methodist Church on King street east, that city.

The heating and plumbing of the residence of Jas. Smith, Montague Place, Toronto, is being done by Mashinter & Company.

C. R. Bowers & Co., Chatham, report the following contracts : Plumbing of two houses for James Taff, Queen street ; also heating for dwelling of James Waugh, William street ; plumbing of dwelling of Thos Brown, Adelaide street.

PLUMBING AND BUILDING NOTES.

Burkholder & Green, plumbers, Vancouver, have dissolved.

A. S. Hunter, plumber, Rossland, B.C., has sustained loss by fire.

Tenders are now asked for the new $15,000 Roman Catholic Church at McGregor, Essex county, the plans for which were prepared by Moore & Henry, of London. The building is to be of stone and will have a seating capacity of 600.

INDUSTRIAL GOSSIP.

IN a few days A. J. Hughes and A. S. White, two English capitalists, who are inspecting the steel plants of Canada, will arrive in Toronto. These gentlemen, who are connected with an iron and steel business in Russia which employs from 9,000 to 12,000 men, and have a plant with a capacity of 300,000 tons of pig iron, hope, by a study of the steel works of the Dominion, to improve their methods of manufacture.

The new factory to be erected by The McClary Manufacturing Co., of London, will be somewhat of an innovation, as the walls and floor will be entirely of concrete and Portland cement. This new building, consisting of two storeys, will be 300 x 80 feet in dimension and will be used exclusively for stove mounting and nickleplating.

F. W. Wheeler, the retired shipbuilder of Bay City, was in Sault Ste. Marie, Ont., on Saturday, in conference with F. H. Clergue regarding the matter of a shipyard to be located at the Soo. Mr. Clergue has for a long time past desired to start a yard there, and it is said that he has at different times negotiated with various parties regarding the matter. Three years ago, Mr. Wheeler, who was one of the largest shipbuilders on the great lakes, sold his Bay City yards to the Trust, and has since been retired from business. Although very reticient as to the conversation which occurred at the meeting, Mr. Wheeler admitted that this subject was the chief topic of conversation.

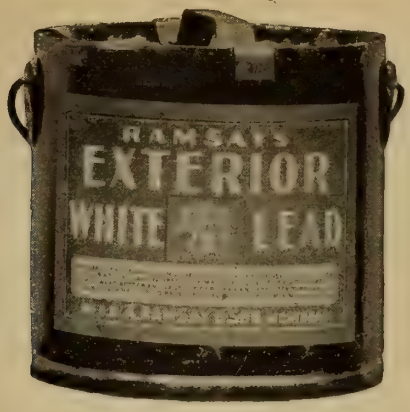
J. S. BENNETT'S DISPLAY.

One of the attractive displays at the Toronto Industrial Exhibition was the shelf boxes for groceries, drugs, hardware and other lines of trade, and kitchen cabinets manufactured by J. S Bennett, No. 15 Marion street, Toronto. The kitchen cabinet is among the latest of Mr. Bennett's inventions. It is fitted with a bread board and drawers for spices, etc. This cabinet has many ingenious features about it, and Mr. Bennett secured quite a number of orders for it.

Mike : "How much further does the soign say it is to Noo Yor-rk, Patsey ?"

Pat : "Twinty moiles."

Mike : "Well, thot's only tin moiles apiece."



IT STANDS ALONE.

Imitations in name, label or make, or attempts to class it with others, make no difference to

RAMSAYS EXTERIOR LEAD

When a painter uses it, he knows he has a good thing. If you have not tried it, why not have it along for Fall trade? Take a look at our handsome little booklets which we give you to hand to the painters. They are "convincers" and bring you business.

A. RAMSAY & SON, MONTREAL. ESTD. 1842. **PAINT MAKERS.**

THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.

No. 21
100 Candle Power.

Do you want a lamp which won't tire your eyes?

Do you want a lamp which makes sewing or reading a pleasure?

Do you want a lamp which gives more light than half a dozen kerosene ones for less money?

Do you want to sell the best lamp on the market?

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

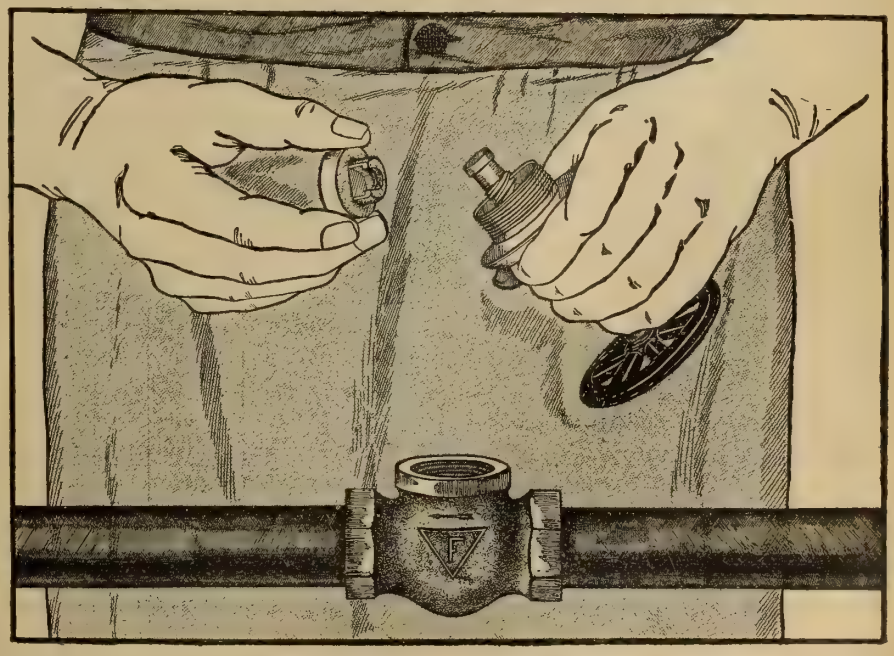
Every Lamp Guaranteed.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

Fairbanks Renewable Asbestos Disc Valve

These Valves are specified by the leading architects in Canada and the United States for high-grade work.

Send for Catalogue and Prices.



INSERTING A NEW DISC.

The Fairbanks Company

Montreal. **Vancouver.**

IMMIGRATION OF AMERICANS TO CANADA.

ACCORDING to a Winnipeg, special to The Evening Post, the extent of immigration into Manitoba and the Northwest Territories from the United States is little understood in the east. Sir Charles Dilke's prophecy of 12 years ago that these fertile lands would become the wealth centre of the Dominion is already being fulfilled. For the year ending June 30, 1902, 19 570 persons from the United States took up homesteads in Manitoba and the Northwest Territories, against 5,197 in the preceding year. Actual settlers number five times as many, as only heads of families can take up homesteads. In 1900 land along the C.P.R. was worth $3 an acre; now there are few obtainable lots close to the line, while the price of the nearest is $7 to $8 an acre. An examination of Winnipeg hotel registers shows that 40 per cent. of the visitors are from the United States. It is said that the cheapness of land makes it possible to produce wheat and flour at less cost than in Minnesota or the Dakotas. Millers of Minneapolis and St. Paul are anxious to get Canadian wheat, and are advocating reciprocity with Canada with the idea of having the grain duty removed. This influx of Americans is proving of great benefit to Canadian development, especially in the line of capital, as the American settlers are bringing millions with them into the country.

BACK FROM AUSTRALIA.

Mr. L. Rosenthal, representing the firm of A. L. Silberstein, New York, has returned to Montreal from his Australian trip, greatly pleased with his success there. The "Griffon" cutlery, made by this firm, have taken a firm hold on the trade in Australia. In the Carbo-Magnetic razor, especially, Mr. Rosenthal did an excellent business.

WHO IS RESPONSIBLE?

Editor HARDWARE AND METAL,—Would some of your readers kindly enlighten us on the following: We purchased a quantity of hardware from an English firm. The traveller who sold us the goods gave written prices c.i.f. Montreal, and we signed a contract on those terms. When the goods arrived they were in a rusty and unsalable condition. We protested in good form and endeavored to have the goods replaced as they had already been paid for, the arrangement being that they were to have been paid for on delivery to the steamship company on the other side.

The firm from whom we bought the goods ignore our protest, and claim that even though they were sold c.i.f. Montreal, they are not responsible for the entire insurance, and that they are not liable in any way.

We claim that having bought the goods, c.i.f., Montreal, we were bound to receive them only in good condition.

We would be glad to have the opinions of some of the readers of HARDWARE AND METAL on this subject.

IMPORTER.

[This is an important question and HARDWARE AND METAL willingly places its columns at the disposal of the trade for its discussion.—Editor.]

SUING FOR DAMAGES.

The Canada Hardware Co., Montreal, took action, through their legal representative, J. L. Chalifoux, against Suren, Hartmann & Co., hardware exporters, London, England. The Canada Hardware Co. claim that the English firm shipped out a quantity of hardware which reached this port in a damaged and partly unsalable condition. The difference between the price paid and the value at which the plaintiffs appraised the goods amounts in all to somewhat over $1,000, for which the action is brought.

MADE IN CANADA.

Editor HARDWARE AND METAL,—In passing among the exhibits at the Industrial Fair, Toronto, this year were to be seen displayed on most of the exhibits neatly printed cards "Made in Canada." Canadians had no reason to be ashamed of the goods so set out for special notice, and these cards added another link in the chain of education to that started by the Canadian Manufacturers' Association and endorsed by the Retailers' Association. The next link is the perfecting of lines made and reducing the cost of manufacture so they can meet foreign competition, and, at the same time, increase the return to labor.

The producer is also a consumer, and, in order to utilize the product of the country, he must have means to buy with. This our American neighbors do. How they do it will be my next article in next issue.

CANADIAN TRADE.

[These series of articles are contributed by a gentleman who has had experience in manufacturing, wholesale and retail business.—Editor.]

A BOOKLET ON VANCOUVER.

We are in receipt of a booklet issued by the Vancouver Tourist Association containing an excellent view of Vancouver harbor together with such scenes as render Vancouver of much interest to the touring world. The attractions and advantages offered by this city to tourists are admirably set forth and portrayed.

NECESSARY TO ADVERTISE.

Nearly everyone who aims to do business on a large scale, or for that matter on anything like a remunerative scale, recognizes the necessity of advertising, but how and where and when to do it are the important questions to be determined, says The National Advertiser. Random advertising will not accomplish much. It is the well-considered, carefully planned and determined effort that produces results. A product that is likely to strike the fancy of the public, if properly placed before the people, is certain to prove a winner, if it is put before them in the proper light. An article, however meritorious it may be, cannot succeed on its merits alone. It may be appreciated in the locality in which it is known, or among the friends who have tested its virtues and who know them from practical experience; but there it rests. With the aid of advertising, intelligently planned and energetically carried into execution, the merit of the article is known to hundreds and thousands instead of to the few who knew about it when it was depending upon the publicity its few friends were giving it in its early days. One newspaper—even one of moderate circulation—is of value to the advertiser, and repays many fold the investment in the advertising columns, provided the advertisement is prepared and given to the public properly. It is the manner of relating that does the trick. So, too, in the way of advertising—the way of writing and arranging it in print tells every time. The advertisement need not be a large one, but it must be well written and equally well displayed.

FIRE AT SPANISH RIVER.

The village of Spanish Station is about wiped out by fire. F. E. Lang's store and dwelling and about all his stock were burned; no insurance.

W. H. Graham's store and part of his stock were burned; partly insured.

NAILS
Right Prices
Quick Shipments
Quality Guaranteed
Also
STAPLES
Write, Telegraph or Telephone
Page Wire Fence Co.
Limited
Walkerville, Ontario

AD-WRITER AND MANAGER seeks position with manufacturing or retail firm in Eastern Canada. Fluent French, Accountant and Typewriter. For full particulars, address "Ad-writer," at offices of this paper, Montreal or Toronto. (36-4)

WANTED — HARDWARE MERCHANTS to handle Solarine Metal Polishes. Our product is best by test and used by thousands. Try it and be convinced. We have a liberal proposition to make to a good man in every town. Address Solarine Depot, Toronto. (38-4)

The Rocker Washer

WARRANTED to do the family washing **100 PIECES IN 1 HOUR.** No need for washboard; no wear on clothing. Write for special prices and description.
ROCKER WASHER CO.
Clinton St., Ft. Wayne, Ind.
Liberal inducements to live agents.

WILLIAM ABBOTT

Agent and Importer

Celebrated "Novo" Tool Steel
AIR HARDENING.

Cast Steel for all purposes.

Steel Wire Drill Rods.

13 St. John Street, ——— MONTREAL.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

THE C. G. YOUNG CO.

RUBBER STAMPS

AND SUPPLIES

No. 1 Adelaide Street East - Toronto

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

THE LONDON SCALE WORKS

GEORGE M. FOX
(Successor to John Fox.)

Manufacturer of Railroad, Hay and Platform Scales.

91 York Street, ——— LONDON, ONT.

FREE INSURANCE AGAINST FIRE

PLASBESTER

AGENTS WANTED IN EVERY TOWN.

the BEST ASBESTOS WALL PLASTER

Fire Proof
Frost "
Sound "
Will not crack.

ATKINS

HIGH-GRADE, SILVER STEEL SAWS

Are the FINEST that Money,
Experience and Skill can Produce.

No dealer's Stock is complete without them. They are easy to sell. Every saw warranted.

Write for Catalogue and Prices.

E. C. ATKINS & CO.

Factories and Home Office: INDIANAPOLIS, IND.

American Steel & Wire Co.

New York: Empire Building.
Montreal: New York Life Building.
Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.

PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THURLOW & CO., harnessmakers, Carleton Place, Ont., have assigned to John Macpherson. Their creditors meet on September 24.

J. A. Berube, general merchant, St. Fabien, Que., has assigned.

W. J. Miller, contractor, Carman, Man., has assigned to Thomas Keringham.

Juste Poirier, general merchant, Caraquet, N.B., has assigned to the sheriff.

E. C. Leblanc, planing mill owner, etc., Mattawa, Ont., has assigned to D. A. Dunlop.

P. Gagnon, general merchant, St. Flavie Station, Que., has effected a compromise.

Mrs. J. A. Blondin, general merchant, St. Maurice, Champlain Co., Que., has compromised.

The creditors of A. Lafontaine, general merchant, Drummondville, Que., meet on September 22.

P. Morin, general merchant, St. Tite, Que., is offering to compromise at 30c. on the dollar cash.

G. Leblanc & Co., general merchants, Napierville, Que., have assigned to Lamarche & Benoit.

The creditors of L. N. Despins, general merchant, Grand Falls, N.B., held a meeting on the 10th inst.

The creditors of Juste Poirier, general merchant, Catarquet, N.B., held a meeting on the 18th inst.

Mason & Stewart, general merchants, Parrsboro', N.S., are offering to compromise at 15 per cent.

The creditors of Robitaille Freres, general merchants, Lake Megantic, Que., hold a meeting on September 22.

Edwin B. Hill, general merchant, Lefroy, Ont., has assigned to John Elliott, and a meeting of creditors was held on the 22nd inst.

Obed. A. Ham, general merchant, Mahone Bay, N.S., is offering 50 per cent., payable within 30 days, and asks six and nine months extension on the balance.

PARTNERSHIPS FORMED AND DISSOLVED.

Roussin & Freres, carriagemakers, of Montreal, have dissolved.

La C. A. Hamel Cie, machinists, St. Hyacinthe, Que., have dissolved.

J. W. Gordon & Co., general merchants, Boucherville, Ont., have dissolved.

M. Stier & Co., general merchants, Montreal, have dissolved; Mrs. Moses Stier has registered.

Fullerton & Barrington, machinists, North Sydney, N.S., are advertising a dissolution of partnership.

SALES MADE AND PENDING.

R. C. Mudge, blacksmith, Eastwood, Ont., has sold out.

Cushing Bros., planing millers, Edmonton, N.W.T., are advertising their business for sale.

Henry Short & Sons, dealers in sporting goods, Victoria, B.C., are advertising their business for sale.

The stock of A. D. M. Bertrand, general merchant, St. Raymond, Que., has been sold at 66c. on the dollar.

The assets of K. Finnson, general, and lumber merchant, Icelandic River, Man., are advertised for sale by tender up to September 24.

CHANGES.

Pepin & Boucher, contractors, Montreal, have registered.

Hunter & Thomas, general merchants, Foster, Que., have registered.

W. J. Flynn, liquor merchant, Ottawa, is succeeded by Antoine Richer.

Paul Chappelle, hardware merchant, Bradford, Ont., has sold out to Moore Bros.

H. C. Holden, dealer in paints, etc., Kamloops, B.C., has sold out to A. P. Morris.

John Dobbin, general merchant, Regina, N.W.T., has sold out to George Mickleborough.

Joseph Messier has registered for J. Messier & Son, carriagemakers, East Farnham, Que.

J. C. Shaw & Son, hardware merchants, Wallaceburg, Ont., are succeeded by P. T. Barry.

J. F. Fumerton & Co., general merchants, Treherne, Man., have sold out to J. K. McLennan.

Tweed & Ewart, general merchants, Medicine Hat, N.W.T., have sold out to Stewart, Clarke & Co.

Banbury, Gourley & Banbury, bankers, Wolseley, N.W.T., are succeeded by the Union Bank of Canada.

The estate of R. A. Lawrence, general merchant, Wetaskiwin, N.W.T., has been sold at 68¾c. on the dollar.

The business formerly conducted under the style of Thomas Cahill, jr., general merchant, Lake Talon, Ont., is now run under the name of Cahill Bros.

T. H. Bawtinheimer & Sons, agricultural implement agents and lumber merchants, Red Deer, N.W.T., have sold their implement business to A. H. Trimble.

FIRES.

J. M. Nelson, general merchant, Temperanceville, Ont., was burned out.

J. W. Pownall, locksmith, etc., Rossland, B.C., has sustained loss by fire.

William Harper, builder, Charlottetown, P.E.I., was burned out; no insurance.

John E. Brown, dealer in hides, wool, etc., Hamilton, Ont., has sustained loss by fire; insured.

Chadwick Bros., manufacturers of metal and brass goods, Hamilton, Ont., have sustained loss by fire; insured.

Ebenezer Crow, general merchant and sawmill owner, Green's Harbor, Newfoundland, was burned out, sustaining a total loss with no insurance.

DEATHS.

James Thomas, contractor, Montreal, is dead.

J. E. Laboeuf, saddler, St. Casimir, Que., is dead.

W. L. Shields, general merchant and sawmill owner, Coboconk, Ont., is dead.

PAINTERS PERFECT WHITE LEAD

Manufactured by the Latest and most Approved Method, Securing Whiteness, Permanence, and the Greatest Covering Power.

This Lead is a new and scientific combination of materials which are in themselves perfect pigments, ground in pure refined Linseed Oil. It will be found on trial to be the whitest lead ever introduced, besides which it has great covering power, works well under the brush, and shows up tints sharp and clear. In thinning, it takes more Oil than any other Lead, and will, therefore, cover more surface. It will also wear better either on inside or outside work than any paint ever offered before.

THE CANADA PAINT COMPANY

LIMITED

Sole Manufacturers

MONTREAL and TORONTO

Special

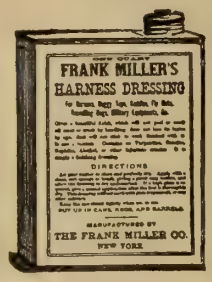
Order early—
The demand all the season has been phenomenal and orders should reach us at once to be filled before the winter rates are in force.

FRANK MILLER'S

HARNESS PREPARATIONS.

FRANK MILLER'S

HARNESS DRESSING



Recognized as
"THE STANDARD."
Produces a brilliant jet-black gloss which will not peel or smut and to which dirt will not stick.

Frank Miller's
Harness Soap
Unrivaled for cleaning and softening Harness
Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, thus adding life.
The highest quality of oil on the market.

LAMB FENCE High Carbon Steel Wire.
The H. R. LAMB FENCE CO., Limited, London, Ont.

People all over the Dominion of Canada are using our
Wrapping Papers.
We sell an extra fine quality of Brown or Manilla. When you buy here you get full weight and full count.
PROMPT ATTENTION TO ORDERS.
CANADA PAPER CO., Limited
TORONTO and MONTREAL.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

The Best Ready Roofing on Earth.

TRINIDAD ASPHALT MFG. CO.
Asphalt and Asbestine Gravelled
READY ROOFING
WITH INTERLOCKING LAP.
Fire, water, acid or gas proof.
Shipped with cement and nails for laying.
ASPHALT PAINT, CEMENT, COATING, ROOFING, DEADENING and SLATERS' FELT. BUILDING and INSULATING PAPER of all kinds. The trade supplied. Prices and samples from the
Canada Supply Co., Agents, Windsor, Ont.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.
12, 16 and 20 Guage.
Steel and Twist Barrels.
Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made.

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Cata'og on request. Worcester, Mass., U.S.A.

The P. R. Cumming Manufacturing Co., Limited
CLARKSBURG and TORONTO.

Above we illustrate the manner in which the

"Cumming" Corkscrew Can Opener
(PATENTED)
is boxed for counter display.

No other Can Opener has a blade like this, and none other works so quickly, cleanly and safely. We also make the **"SPRAGUE"** style. Send for catalogue.

Address—
The P. R. Cumming Manufacturing Co., Limited, 90 Richmond St. East **TORONTO**

MANITOBA MARKETS.

Winnipeg, September 15, 1902.

THE activity of the market continues without abatement, more particularly in the line of building hardware, as even at this late date a large number of new buildings are being started. The demand of houses is so far in excess of the supply that houses will be built as long as there is the remotest possibility of getting them closed in before the snow flies.

The question of stoves is naturally well to the front in this month and the trade is large in all lines of stoves and stove fixtures. The only articles in the hardware list that show change this week are horseshoe nails, on which there has been an advance, the discount being now 40 instead of 45 per cent.

Scrap iron shows an advance of $1 per ton. In paints and oils dealers are talking of an advance in linseed oil, although it is lower in the east. The demand here is exceptionally heavy at the present time.

Prices for the week are as follows :

Barbed wire, 100 lb	$3 30
Plain twist	3 40
Staples	3 95
Oiled annealed wire 10	3 75
" 11	3 80
" 12	3 85
" 13	4 00
" 14	4 15
" 15	4 25
Galvanized wire, 6 to 8 gauge	4 00
" 9 "	3 50
" 10 "	4 05
" 11 "	4 20
" 12 "	3 65
" 13 "	3 75
" 14 "	4 45
" 15 "	4 60
" 16 "	4 75
Wire nails, 30 to 60 dy, keg	3 25
" 16 and 20	3 35
" 10	3 35
" 8	3 45
" 6	3 50
" 4	3 65
" 3	3 90
Coil chain, 3-16 inch	10½
" ¼ inch	8¾
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Cut nails, 30 to 60 dy.	3 10
" 20 to 40	3 15
" 10 to 16	3 20
" 8	3 25
" 6	3 30
" 4	3 60
" 3	3 75
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No 1	4 30
No. 2 and larger	4 05
Snow shoes, No. 0 to No. 1	4 55
No. 2 and larger	4 05
Steel, No. 0 to No. 1	4 40
No. 2 and larger	4 35
Bar iron, $2.70 basis.	
Swedish iron, $5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	2 79
18 to 22 gauge	4 75
24 gauge	5 00
26 gauge	5 25
28 gauge	5 50
Genuine Russian, lb	12
Imitation " "	8
Tinned, 24 gauge, 100 lb.	7 75
26 gauge	8 00
28gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	11 00
" IX "	13 00
" IXX "	15 00

Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	6 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	$13 00
" ⅜	13 50
" ¼ and 5-16	13 70
Manila, 7-16 and larger	17 00
" ⅜	17 55
" ¼ and 5-16	18 00
Solder	20
Cotton Rope, all sizes, lb.	17
Axes, chopping	$ 7 50 to 12 00
" double bitts	12 00 to 18 00
Poultry netting, 24 in.	1 35
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	57½ p.c.
Bolts, carriage	50 p.c.
Machine	50 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Bluestone, cask lots	$5 50
Spades and shovels	40 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2½ p.c.
" " plain	70 and 15 p.c.

PETROLEUM.

Water white American	24½c.
Prime white American	22½c.
Water white Canadian	22c.
Prime white Canadian	20½c.

BINDER TWINE.

Sisal and Standard f.o.b. Winnipeg	$ 12
Manila, 550 feet	13
Manila, 600 feet	13¾
Pure Manila	15½

Five-ton lots ⅛c. less per lb., and car-lots ¼c. less.

SCRAP.

No. 1 cast iron	$14 to $15 per ton
No. 2 "	5 to 6 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 75
Less than barrel lots	80
Linseed oil, raw	82
Boiled	85
Lubricating oils, Eldorado castor	27½
Eldorado engine	26½
Atlantic red	29½
Renown engine	41
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 50
26 to 40 per 50 ft.	2 75
41 to 50 " 100 ft.	6 00
51 to 60 " " "	6 50
61 to 70 per 100-ft. boxes	7 00
Putty, in bladders, barrel lots per lb.	2½
kegs "	2¾
White lead, pure per cwt.	6 00
No. 1 "	5 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1.30 to $1.90

NOTES.

Mr. McEwen is opening a hardware business at Mather, Man.

Lyleton, Man., has a new hardware store conducted by M. A. Boyd.

Hector McLean, of Manitou, has purchased the hardware business of John Coughlin, at Mather, and will continue the same.

Common galvanized iron
has all the faults there are;
the worst one is its varying.
Apollo is uniform.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

YOU NATURALLY EXPECT THAT THE GOODS **YOU** BUY WILL GIVE ENTIRE SATISFACTION TO **THOSE** WHO BUY FROM YOU. WHEN YOU PURCHASE

2 AND 3 PLY READY ROOFING,
BUILDING PAPERS,
SHEATHING AND CARPET FELT,
COAL TAR PRODUCTS,
HANGING AND PRINT PAPER,
BROWN AND MANILLA WRAPPING

from us your expectations will be realized. Our lines are all guaranteed to give entire satisfaction. Quality, the best.

ALEX. McARTHUR & CO., 82 McGill Street, MONTREAL.

PAPER MILLS: JOLIETTE, QUE. FELT FACTORY: HARBOR AND LOGAN STREETS, MONTREAL.

CURRENT MARKET QUOTATIONS.

September 19, 1902.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—
56 and 28 lb. ingots, 100 lb. $32 00 $33 00

TINPLATES.

Charcoal Plates Bright.
M.L.S., equal to Bradley. Per box.
I.C., usual sizes $6 75
I.X. " 8 25
I.X.X. " 9 75
Famous, equal to Bradley—
I.C. 6 75
I.X. 8 25
I.X.X. 9 75
Raven and Vulture Grades—
I.C., usual sizes 5 00
I.X. " 6 00
I.X.X. " 7 00
I.X.X.X. " 8 00
D.C., 12½x17 .... 4 50
D.X 5 25
D.X.X. 6 00

Coke Plates—Bright.
Bessemer Steel—
I.C., usual size, 14x20 .... 4 25
I.C., special sizes, base 4 75
20 x 28 .... 9 00

Charcoal Plates Terne.
Dean or J.G. Grade
I.C., 20x28, 112 sheets 8 50
I.X., Terne Tin 10 50

Charcoal Tin Boiler Plates.
Cookley Grade—
X.X., 14x56, 50 sheet bxs. }
" 14x60, " } 0 06½
" 14x65, " }

Tinned Sheets.
72x30 up to 24 gauge 8 00
" " 26 " 8 50

IRON AND STEEL.

Common bar, per 100 lb. ... 1 95 2 05
Refined " " 2 45
Horseshoe Iron " 2 40
Hoop steel, 1½ to 3 in. base 2 90
Sleigh shoe steel, " 2 10
Tire steel 2 30 2 50
Reeled machinery 3 00
Toe calk steel 2 85 3 00
T. Firth & Co.'s tool steel, per lb 0 12½ 0 13
Jessop's tool steel 0 14
Morton's tool steel 0 12½ 0 13
Black Diamond and "B.C." tool steel 0 10 0 11
Chas. Leonard's tool steel 0 08 0 09
Park's "silver" tool steel 0 12 0 14
" "special" 0 15 0 20
Jonas & Colver's tool steel. 0 08 0 15
" "air hardening" 0 50 0 50
Drill steel, per lb. 0 08 0 10

BOILER TUBES. Per foot.

1½, 1¾ and 4 inch 0 09
2½ in. 0 16
3 in. 0 13
3½ in 0 16
4 in. 0 31

STEEL BOILER PLATE.

¼ in. 2 50 2 60
3-16 in. 2 60 2 70
⅝ in. and thicker 2 50 2 60

BLACK SHEETS. Com. D.Fl.

18 gauge 2 85 3 00
20 " 2 85 3 00
22 to 24 gauge 2 95 3 25
26 " 3 05 3 50
28 " .... 3 15 ....

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets 2 90 3 00
Half-polished 3 00 3 10
All bright 3 75 3 85

IRON PIPE.

Black pipe— Per 100 feet.
⅛ inch 2 90
¼ " 2 40
⅜ " 2 65
½ " 2 85
¾ " 3 65
1 " 5 20
1¼ " 7 35
1½ " 8 95
2 " 12 55
2½ " 20 00
3 " 24 00
3½ " 30 00
4 " 37 50
4½ " 42 00
5 " 47 00
6 " 60 00
Galvanized pipe—
¼ inch 3 20
⅜ " 3 45
½ " 3 85
¾ " 5 00
1 " 7 20
1¼ " 10 05
1½ " 12 20
2 " 16 85
Discount on pipe up to 2 in. 4 p.c. Larger sizes nett.
Malleable Fittings—Discount 30 p.c.
Cast Iron Fittings—
On all cast iron fitting, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis.
All others—discount 60 p.c.

GALVANIZED SHEETS.

	G.C.	Comet.	Bell.	Queen's Head.
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	4 00	4 05
26 "	4 25	4 00	4 15	4 25
28 "	4 50	4 25	4 35	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb. ....
" ¼ " ... 7 85 8 10
" 5-16 " ... 5 25 5 50
" ⅜ " ... 4 50 4 75
" 7-16 " ... 4 25 4 50
" ½ " ... 4 20 4 50
" 9-16 " ... 4 05 4 50
" ⅝ " ... 4 00 4 50
" ¾ " ... 4 00 4 50
Halter, kennel and post chains, 40 to 40 and 5 p.c.
Cow ties .... 40 p.c.
Tie out chains .... 65 p.c.
Stall fixtures .... 35 p.c.
Trace chain .... 45 p.c.
Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot. Per 100 lb.
English B.S., ton lots 13 50
Lake Superior ....

Bars.
Cut lengths, round, ½ to ⅞ in 23 00 25 00
" round and square, 1 to 2 inches 23 00 25 00

Sheet.
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60 .... 22 00 22 50
Plain, 14 oz., and light, 16 oz., irregular sizes 22 50 23 00
Tinned copper sheet 24 00
Planished 32 00

Braziers' (in sheets).
4x6 ft., 25 to 30 lb. each, per lb. 0 23
" 35 to 45 " " 0 22
" 50-lb. and above " 0 21

Boiler and T.K. Pitts.
Plain tinned, per lb. 0 28
Spun per lb. 0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.
Sheets, hard-rolled, 2x4 .... 0 3
Tubing, base, per lb. 0 23½

ZINC SPELTER.

Foreign, per lb. 5 50 6 00
Domestic " ....

ZINC SHEET,

5-cwt. casks 6 00 6 25
Part casks 6 25 6 50

LEAD.

Imported Pig, per 100 lb. 3 50
Bar, per lb. 0 05
Sheets, 2½ lb. sq. ft., by roll 0 06¼
Sheets, 3 to 6 lb. " 0 06
NOTE.—Cut sheets ½c. per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.
NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7 50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Discount, 60 p.c. on medium and extra heavy, and 55 p.c. on light soil pipe and fittings.

SOLDER. Per lb. Per lb.

Bar half-and-half, guarant'd 0 20
Bar, half and-half, commer'l 0 19½
Refined 0 19
Wiping 0 18½

ANTIMONY.

Cookson's, per lb. 9 50

WHITE LEAD. Per 100 lb.

Pure 5 00 5 25
No. 1 .... 4 62½ 4 87½
No. 2 .... 4 25 4 50
No. 3 .... 3 87½ 4 12½
No. 4 .... 3 50 3 75
Munro's Select Flake White 6 37½
Elephant and Decorators' Pure 6 12½
Brandram's B.B. Genuine 7 00
" " No. 1 .... 6 00
"Monarch" brand 6 12½
Decorator's Pure 5 87½
Essex Genuine 5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt. $4 75
Genuine, 100 lb. kegs, per cwt. 5 00
No. 1, 560 lb. casks, per cwt. 4 25
No. 1, 100 lb. kegs, per cwt. 4 50

WHITE ZINC.

Extra Red Seal 0 06 0 08
No. 1 .... 0 05½ 0 07
No. 2 .... 0 05 0 06

DRY WHITE LEAD.

Pure, casks 5 25
Pure, kegs 5 50
No. 1, casks 5 00
No. 1, kegs 5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.
Pure, per gallon 1 25
Second qualities, per gallon 1 0
Barn (in bbls.) 0 60 0 90
The Sherwin-Williams paints 1 40
Canada Paint Co's pure 1 25
Toronto Lead & Color Co's pure 1 25
Sanderson Pearcy's pure 1 20
Stewart & Wood's Champion pure 1 20
Standard Paint Co.'s "New Era" 1 30

COLORS IN OIL.

25 lb. tins, standard Quality.
Venetian red, per lb. 0 04½ 0 06
Chrome yellow 0 12 0 14
Golden ochre 0 08 0 10
French " 0 06
Marine black 0 09
Chrome green 0 0
French imperial green 0 12
Signwriters' black 0 16

Burnt umber 0 11
" sienna 0 11
Raw umber 0 11
" sienna 0 11

COLORS, DRY.

Common ochre, bbls 1 20 1 30
Yellow ochre (J.F.L.S.), bbl 2 00
Yellow ochre (La Belle) 1 15 1 25
Brussels ochre 2 00
Venetian red (best), bbl. 1 75 2 00
English oxides, per cwt. 3 00 3 25
American oxides, bbls. 1 25 2 00
Canadian oxides, bbls. 1 25 1 75
Super magnetic oxides, 93 p.c. 2 00 2 25
Burnt sienna, pure, per lb. 0 0
" umber, " " 1 10
Raw do 0 09
Drop black, pure 0 09
Chrome yellow, pure 0 18
Chrome greens, pure per lb. 0 09 0 10
Golden ochre 0 04 0 05
Ultramarine blue, in 28-lb. boxes, per lb. 0 06 0 18
Fire proof mineral, per 100 lb. 1 00
Genuine Eng. Litharge, per lb. 0 07
Mortar color, per 100 lb. 1 25 1 50
Pure Indian red, No. 45, lb. 0 08 0 10
Whiting, bbl. 0 55 0 60
English vermillion in 30-lb. bags. 0 95

PARIS GREEN. Per lb

Petroleum, casks 0 16½ 0 18
Arsenic kegs 0 17 0 19
50 lb. and 100-lb. drums 0 18½ 0 19½
25-lb. drums 0 19 0 20
1-lb. packages 0 20 0 20½
½-lb. do 0 22 0 22½

BLUESTONE.

Casks, for spraying, per lb. 0 07
100-lb. lots, do per lb 0 08

PUTTY.

Bulk in bbls. 1 90
Bulk in less quantity 2 05
Bladders in bbls. 2 25
Bladders in kegs, boxes or loose 2 40
Bladders in 25-lb. tins 2 35
Bladders in 12½ lb. tins 2 65
Bladders in bulk or tins less than 100 lb 2 90

VARNISHES.

In 5-gal. lots. Per gal. Net
Carriage, No. 1 .... 1 50 1 60
Pale durable body 4 10 4 25
" rubbing 2 85 3 20
Gold size, japan 2 85 3 00
No. 1 brown japan 0 85 0 90
Elastic oak 1 50
Furniture, extra 1 25
" No. 1 .... 1 10
Hard oil finish 1 65 1 75
Light oil finish 1 40 1 60
Damar 1 70 1 85
Shellac, white 2 35 2 45
" orange 2 25 2 35
Turpentine, brown japan 1 25 1 20
" black japan 0 85 1 20
" " No. 1 .... 0 50 0 75
Elastilite varnish, 1 gal. can, each, 2 00
Granitine floor finish, per gal. 2 75
Maple Leaf coach enamels: Size 1, $1.20; size 2, 70c.; size 3, 40c. each.
Sherwin-Williams' copal varnish, assorted case, from ½-pts. to 1 gal. $2.50.

CASTOR OIL.

East India, in cases, per lb. .. 0 09½ 0 10
" small lots 0 10 0 10½

COD OIL, ETC.

Cod oil, per gal. 0 50 0 55
Pure olive 1 20
" neatsfoot 0 90

GLUE

Common 0 08 0 09
French medal 0 10 0 14
Cabinet sheet 0 12 0 13
White, extra 0 18 0 20
Gelatine 0 25 0 30
Strip 0 18 0 20
Coopers 0 19 0 20
Huttner 0 15 0 16

STEEL, PEECH & TOZER, Limited

Phœnix Special Steel Works. The Ickles, near Sheffield, England.

Manufacturers of

Axles and Forgings of all descriptions, Billets and Spring Steel, Tyre, Sleigh Shoe and Machinery Steel.

Sole Agents for Canada.

JAMES HUTTON & CO., - MONTREAL

HARDWARE.

Ammunition.

Cartridges.

B. B Caps Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 40 p. c., Amer
Rim Fire Cartridges, Dom., 5 (and 5 p. c
Central Fire Pistol and Rifle 10 p.c. Amer.
Central Fire Cartridges, pistol sizes Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.
Central Fire, Military and Sporting, Amer. add 5 p.c. to list. B.B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p.c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads	per lb
Best thick white felt wadding, in ¾-lb bags	1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads in boxes of 1,000 each, 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Adzes.

Discount, 20 per cent.

Anvils.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, " " "	0 11¼

Augers.

Gilmour's discount 65 and 5 p.c. off list.

Axes.

Chopping Axes		
Single bit, per doz	5 50	10 00
Double bit, "	11 00	18 00
Bench Axes, 40 p.c.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 00	10 00

Axle Grease.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

Bath Tubs.

Zinc	6 00

Copper, discount 15 p.c. off revised list

Baths.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
" " " 2nd "	20 00

Anti-Friction Metal.

Tandem" A per lb.	0 27
" B "	0 21
" C "	0 11½
Magnolia Anti-Friction Metal, per lb	0 25
Frictionless metal, per lb	0 23
Hercules, per lb	0 15
SYRACUSE SMELTING WORKS.	
Aluminum, genuine	0 41
Dynamo	0 27
Special	0 22
Aluminum, 99 p.c. pure "Syracuse"	0 45

Bells.

Hand

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 45 per cent		

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 40 per cent.

Belting.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 p.c.

Bits.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen. net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind and Bed Staples.

All sizes, per lb	0 07¾	0 12

Bolts and Nuts.

	Per cent.
Carriage Bolts, common ($1 list)	50 and 10
" " full square ($2.40 list)	50 and 10
" " Norway iron ($3 list)	50 and 10
Machine Bolts, all sizes	50 and 10
Plough Bolts	50 and 10
Blank Bolts	50 and 10
Bolt Ends	50 and 10
Sleigh Shoe Bolts	65 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3¾c per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove rods, per lb. 5½ to 6c.
Nuts, in 50 lb. lots ¼c. per lb extra, in less than 50 lb. lots, ½c etxra.

Boot Calks.

Small and medium, ball, per M	4 25
Small heel, per M	4 50

Bright Wire Goods.

Discount ... 62½ per cent

Broilers.

Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
Henis, No. 9, "		7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

German, per doz	6 00	11 00
American, per doz	12 00	20 00

Butcher Knives.

Bailey's, per doz	0 60	6 30

Building Paper, Etc.

Tarred felt, per 100 lb	1 70
Ready roofing, 2-ply, not under 45 lb. per rol	85
Ready roofing, 3-ply, not under 65 lb. per roll	1 10
Carpet felt, per ton	45 00
Dry sheathing, per roll, 400 sq ft.	35
Tar sheathing, " " "	45
Dry fibre " " "	50
Tarred fibre, " " "	60
O.K. & I.X.L., " " "	65
Resin-sized, " " "	40
Oiled sheathing, " 600 "	1 10
" " " 400 "	70
Roof coating, in barrels, per gal.	17
" " small packages	25
Refined tar, per barrel	4 50
Coal tar, "	4 00
Coal tar, less than barrels, per gal.	15
Roofing pitch, per 100 lb.	85

Bull Rings.

Copper, $2.00 for 2½ in. and $1.90 for 2 in.

Butts.

Wrought Brass net revised list.

Cast Iron.

Loose Pin, dis., 60 per cent.

Wrought Steel

Fast Joint, dis. 65, 10 and 2½ per cent.
Loose Pin, dis. 65, 10 and 2½ per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Carpet Stretchers

American, per doz	1 00	1 50
Bullard's, per doz	....	6 50

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian Portland	2 55	3 00
English "	3 00	3 15
Belgian "	2 50	2 75
Canadian hydraulic	1 25	1 50
Arrow	....	2 25
Buffalo	....	2 00

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. S. & W. Extra 60, 10 and 5 p.c.

Churns.

Revolving Churns, metal frames—No. 0, $8—No. 1, $8.50—No. 2, $9.00—No. 3, $10.00—No. 4, $12.00—No. 5, $16.00 each. Ditto, wood frames—20c. each less than above. Discounts: Delivered from factories, 53 p.c.; from stock in Montreal, 51 p.c. Terms, 4 months or 3 p.c. cash in 30 days.
Churn frames, including bearings levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2 65. Metal frames 25c. extra. Discount 15 p.c., net 30 days.

Clips.

Axle dis. 65 per cent.

Closets.

	Net.
Plain York or Ontario Syphon Jet.	$9 60
Emb. York or Ontario Syphon Jet.	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. Elgin or Teu. Syphon Washout	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
" " " " emb.	10 20
Plain Richelieu	3 75
Emb. Richelieu	4 00
Connections	1 25
Low Down Ont. Sy. Jet, plain	11 70
" " " " " emb'd.	12 30
Closet connection	1 25
Basins P.O., 14 in.	0 70
" oval 17 x 14 in.	1 50
" " 19 x 15 in.	2 25

Compasses, Dividers, Etc.

American dis. 62½ to 65 per cent.

Conductor Pipe.

Plain or Corrugated.

2-inch, per 100 feet	3 00
3 " " "	4 00
4 " " "	5 25
5 " " "	6 75
6 " " "	9 00

Cradles, Grain.

Canadian, dis. 25 to 33⅓ per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair	.17½
" " 5, "	.22½
" 6, "	.15
Boynto pattern "	.20

Door Springs.

Torrey's Rod, per doz. (15 p.c.		2 00
Coil, per doz.	0 88	1 60
English, per doz.	2 00	4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.

Hand and Breast

Millar's Falls, per doz. net list.

DRILL BITS.

Morse, dis., 37½ to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.

EAVE TROUGH.

10-inch, per 100 ft.	$3 10

ELBOWS. (Stovepipe.)

	per doz.
5 and 6-inch, common	1 20
7-inch	1 35

Polished, 15c. per doz. extra.

ESCUTCHEONS.

Discount, 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 p.c
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS—Window—Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 20	4 25	....	6 25
26 to 40	2 40	4 65	....	6 75
41 to 50	....	5 10	....	7 50
51 to 60	....	5 35	....	8 50
61 to 70	....	5 75	....	9 75
71 to 80	....	6 25	....	11 00
81 to 85	....	7 00	....	12 55
86 to 90	....	7 75	..	15 00
91 to 95	..	....	...	17 50
96 to 100	...	....	....	20 50

GAUGES

Marking, Mortise, Etc.

Stanley's dis. 50 to 55 per cent.

Wire Gauges.

Winn's Nos. 26 to 33, each	1 65	2 40

HALTERS.

Rope, ⅜ per gross	....	....
" ½ "	....	9 00
" ⅝ to ¾	....	14 00
Leather, 1 in., per doz.	3 87½	4 00
" 1¼ in., "	5 15	5 20
Web, — per doz.	1 87	2 45

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent Can. dis. 25 to 27½ per cent.

Tack.

Magnetic per doz.	1 10	1 20

Sledge.

Canadian per lb.	0 07½	0 08½

Ball Pean.

English and Can., per lb.	0 22	0 25

HANDLES.

Axe, per doz. net	1 50	3 00
Store door, per doz.	1 00	1 50

Fork.

C. & B., dis. 40 per cent. rev list.

Hoe.

C. & B., dis. 40 per cent. rev. list.

Saw.

American, per doz.	1 00	1 25

Plane.

American per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair	13½

HANGERS.

		doz. pairs.
Steel barn door	5 85	6 00
Stearns, 4 inch	....	5 00
" 5 inch	....	6 50
Lane's covered—		
No. 11, 5-ft. run	....	8 40
No. 11½, 10-ft. run	....	10 80
No. 12, 10-ft. run	....	12 60
No. 14, 15-ft. run	....	21 00
Lane's O.N.T. track, per foot.	....	4½

HARVEST TOOLS

Discount, 60 per cent.

HATCHETS

Canadian, dis 40 to 42½ per cent.

You Don't Need to Worry

IF YOU HANDLE OUR

Building Papers, Roofing Felts and Wire Edged Ready Roofing.

All our goods please the consumer, and that means increased trade both for you and us.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

HINGES.

Blind, Parker's, dis. 16⅔ per cent.
Heavy T and strap, 4-in., per lb.... 0 06½
" " 5-in., " 0 06¼
" 6-in., " 0 06
" 8-in., " 0 05¾
" 10-in., " 0 05½
Light T and strap, dis. 65 and 5 per cent.
Screw hook and hinge—
6 to 10 in., per 100 lbs.... .... 4 50
12 in. up, per 100 lbs..... .... 3 25
Per gro. pairs
Spring.................... .... 9 00

HOES.

Garden, Mortar, etc., dis. 60 p.c.
Planter, per doz............. 4 00 4 50

HOLLOW WARE

Discount,............... 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird Cage, per doz.......... 0 50 1 10
Clothes Line, per doz........ 0 27 0 63
Harness, per doz............ 0 72 0 88
Hat and Coat, per gross...... 1 00 3 00
Chandelier, per doz.......... 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 47½ per cent.

Wire.

Hat and Coat, discount 45 per cent.
Belt, per 1,000 60
Screw, bright, dis. 55 per cent.

HORSE NAILS

"C" brand 40, 10 and 7½ p.c. off list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk, 66⅔ and 5 per cent.

HORSESHOES.

F.O.B. Montreal — No. 2 and larger. / No. 1. and smaller.

Iron Shoes.

Light, medium and heavy... 3 35 3 60
Snow shoes................. 3 60 3 85

Steel Shoes.

Light...................... 3 45 3 70
Featherweight (all sizes)..... 4 85 4 85
F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.
Toe weight steel shoes...... 6 70

JAPANNED WARE.

Discount, 45 and 5 p.c. off list, June 1899.

ICE PICKS.

Star per doz................ 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb............... 0 30 0 50
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis., 45 p.c.
Cabinet, trunk, and padlock, Am. per gross 60

KNOBS.

Door, japanned and N.P., per doz................ 1 50 2 50
Bronze, Berlin, per doz...... 2 75 3 25
Bronze Genuine, per doz.... 6 00 9 00
Shutter, porcelain, F. & L screw, per gross 1 30 4 00
White door knobs—per doz. 95 1 00

HAY KNIVES.

Discount, 60 per cent.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz................ 7 00
No. 3 "Wright's"................... 8 50
Ordinary, with O burner........... 4 00
Dashboard, cold blast............. 9 00
No. 0............................. 5 75
Japanning, 50c. per doz. extra

LEMON SQUEEZERS.

Porcelain lined, ...per doz. 2 20 5 60
Galvanized 1 87 3 85
King, wood.................. 2 75 2 90
King, glass................. 4 00 4 50
All glass................... 0 50 0 90

LINES.

Fish per gross.............. 1 05 2 50
Chalk " 1 90 7 40

LOCKS

Canadian, dis 40 p.c.
Russel & Erwin, per doz.... 3 00 3 25

Cabinet

Eagle dis. 30 p.c.

Padlocks

English and Am. per doz.... 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.

Flat head discount 25 p.c.
Round Head discount 20 p.c.

MALLETS.

Tinsmiths' per doz.......... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz.. .... 3 85 5 00
Caulking each.............. 60 2 00

MATTOCKS.

Canadian, per doz.......... 5 50 6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.
German, 15 per cent.
Gem, each, $1.15.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Quotations are: Cut. Wire.
2 d and 3d $3 45 $3 55
3 d 3 10 3 22
4 and 5d.................. 2 85 3 05
6 and 7d.................. 2 75 2 90
8 and 9d.................. 2 60 2 70
10 and 12d................ 2 55 2 65
16 and 20d................ 2 50 2 60
30, 40, 50 and 60d. (base)..... 2 45 2 55
Wire nails in carlots are $2.50
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 75 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.

NAIL PULLERS.

German and American....... 1 85 3 50

NAIL SETS.

Square, round, and octagon per gross............... 3 38 4 00
Diamond.................. 12 00 15 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 50 and 5 to 50 and 10 p.c.
2-in. Mesh, 18 w.g. and heavier, 50 p.c.

OAKUM. Per 100 lb

Navy 6 00
U.S. Navy....................... 7 25

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal. per doz............... .... 10 00
Zinc and tin, dis. 50, 50 and 10
Copper, per doz............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAILS.

Dufferin pattern pails, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
6, 10 and 14-qt. flaring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.

Per doz..................... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross... 1 35 1 50
Brass head " 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 p c.

PINE TAR.

½ pint in tins, per gross. 7 80
1 " " " 9 60

PLANES.

Wood bench, Canadian dis. 40 per cent. American dis. 50.
Wood, fancy Canadian or American 7½ to 40 per cent.

PLANE IRONS.

English per doz............ 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz............ 0 60 2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 p.c.
"J.M.T." Cushion work. dis. 50 p.c.
Fuller work, dis. 65 p.c.
6 doz. lots and over of the above, extra dis 10 p c.

Lever Handle Stops and Waste, discount 60 p c. With, in lots of 2 doz. and over, an extra dis. of 10 p.c.
"J.M.T." Globe, Angle and Check Valves, dis. 55 p.c.
Standard Globe, Angle and Check Valves, dis. 65 p.c.
"J.M T." Radiator Valves, dis. 55 p c.
Standard " " dis., 65 p.c.
Patent Quick Opening Valves, dis. 70 p.c.
No. 1 compression bath cock, net .. 2 00
No. 4 " " " 2 00
No. 7, Fuller's 2 70
No. 4½, " 2 35
Patent Compression Cushion, basin cock, hot and cold, per doz 15 00
Patent Compression Cushion, bath cock. No. 2208 .... 2 25
Square head brass cocks, 60 p.c.
" " iron " 60 p.c.
Competition Globe, Angle and Check Valves discount, 70 p. c.
Competition Quick Opening Radiator Valves, discount, 70 p.c.

PRESSED SPIKES.

Discount 22½ per cent.

PULLEYS.

Hothouse, per doz.......... 0 55 00
Axle....................... 0 22 0 33
Screw...................... 0 27 1 00
Awning..................... 0 35 2 50

PUMPS.

Canadian cistern........... 1 80 3 60
Canadian pitcher spout..... 1 40 2 10

PUNCHES.

Saddlers', per doz.......... 1 00 1 85
Conductors' " 9 00 15 00
Tinners', solid per set....... 0 00 0 72
" hollow per inch 0 00 1 00

RANGE BOILERS. Net.

Dominion, 30 gal. 5 75
Dominion, 35 " 6 75
" 40 " 7 75
Ronald's Galvanized, 30 gallons 6 50
" " 35 " 7 50
" " 40 " 8 50
Copper, 30 gallons.................. 20 00
" 35 " 23 20
" 40 " 26 40

RAKES.

Wood, per doz. net 110

RAZORS.

per doz.
Elliot's 4 00 18 00
Geo. Butler & Co.'s.......... 4 00 18 00
Boker's..................... 7 50 11 00
" King Cutter........ 12 50 15 00
Wade & Butcher's 3 60 10 00
Theile & Quack's............ 7 00 12 00
"Brantford" 10 60 11 00
Bailey's 6 00 12 00
Carbo Magnetic 15 00
Griffon Barbers' Favorite 10 75
Griffon No. 65.............. .... 13 0
Griffon Safety Razors........ .... 13 50
" Stropping Machines. 13 50
Klean Kutter................ ...... 1? 00

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Discount .... 40 per cent

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Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c. per lb.
Copper Rivets with usual proportion burrs 45 p. c. dis. cartons. 1c. per lb. extra, net.
Copper Burrs only, 30 and 10 p.c
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

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Canadian, dis. 35 to 37½ per cent.

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Sisal 12½
Pure Manilla..................... 15
"British" Manilla 13
Cotton, 3-16 inch and larger........ 16
" 5-32 inch.... 21
" ⅛ inch 22
Russia Deep Sea.................. 15
Jute 8
Lath Yarn 11

Sisal bed cord, 48 ft..... per doz. 65
" " 60 f ...... " 80
" " 72 ft. ..... " 95

RULES.

Boxwood, dis. 55 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

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Mrs. Potts, No. 55, polished. 70
" No. 50, nickle-plated. 75

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.
B & A. sand, 40 and 5 per cent.
Emery, 40 per cent.
Garnet (Rurton's), 5 to 10 p.c. advance on list

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Bronzed iron with hooks, per doz. 9 50

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Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.
Crosscut, Disston's, per ft.. 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3
Hack, complete, each 0 75 2 75
" frame only 0 75

SASH WEIGHTS.

Sectional, per 100 lbs....... 2 25 2 50
Solid, " 1 75 2 00

SASH CORD.

Per lb...................... 0 23 0 30

SAW SETS.

Lincoln and Whiting, per doz. 4 75
Hand Sets, No. 1 Woodyatt (Morrill) 4 25
X-cut Sets, No. 3 Woodyatt (Morrill) 9 50

SCALES.

Burrow, Stewart & Milne—
Imperial Standard, 40 per cent.
Weigh Beams, 35 per cent.
Champion Scales, 55 per cent
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.
Warren's new Standard 40 p c.
" " Champion 55 p.c.
" Weighbeams, 35 per cent.

SCREW DRIVERS.

Sargent's per doz.......... 0 65 1 00

SCREWS.

Wood, F.H., bright and steel, 87½ and 10 p.c
Wood R. H., " dis. 82½ and 10 p.c.
" F. H., brass dis. 80 and 10 p.c.
Wood, R. H., " dis. 75 and 10 p.c.
" F.H., bronze, dis. 75 p.c.
" R.H. " 70 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz. 3 25 4 00
" iron, " 4 25 5 00
Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.

Per doz., net....... .... 5 00 8 00

SCYTHE SNATHS.

Canadian, dis. 45 p.c.

SHEARS.

Bailey Cutlery Co., full nickeled, dis. 60 and 2½ p.c.
Bailey Cutlery Japan handles, 67½ p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.

SINKS.

Steel and galvanized, discount 45 per cent

SNAPS.

Harness, German, dis. 25 p.c.
Lock, Andrews'..... ...... 4 50 11 50

SOLDERING IRONS.

1, 1½ lb., per lb................... 0 37
2 lb. or over, per lb. 0 34

SQUARES.

Iron, No. 493, per doz...... 2 40 2 55
" Mo. 494, " 3 25 3 40
Steel, dis. 60 10 and 5 p.c.
Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.

Plain, dis., 75 and 12½ p.c. off revised list.
Retinned, dis., 75 p.c. off revised list.

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Galvanized.................. 3 25 3 50
Plain....................... 2 90 3 15
Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

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STOCKS AND DIES.

American dis. 25 p.c.

STONE.	Per lb.	
Washita	0 28	0 60
Hindostan	0 06	0 07
" slip,	0 09	0 09
Labrador	....	0 13
" Axe	....	0 15
Turkey	....	0 50
Arkansas	0 00	1 50
Water-of-Ayr	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. 2 in, 40 to 200 lb, per ton	....	25 00
" under 40 lb. "	....	28 00
Grind. under 2 in. thick "	....	29 00

STOVE PIPES.

5 and 6 inch Per 100 lengths	....	7 00
7 inch " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4—3 dozen in case, net cash	$4 80
No. 6—3 dozen in case, "	8 40

TACKS, BRADS, ETC.

Cheese-box tacks, blued ..... 80 & 12½
Trunk tacks, black and tinned 85
Carpet tacks, blued ..... 80 & 15
" " tinned ..... 80 & 20
" " (in kegs) 40
Cut tacks, blued, in dozens only .. 80
" ¼ weights 60
Swedes cut tacks, blued and tinned—
In bulk ..... 80 & 10
In dozens 75
Swedes, upholsterers', bulk .... 85, 12½ & 12½
" brush, blued & tinned, bulk .. 70
" gimp, blued, tinned and japanned ..... 75 & 12½
Zinc tacks 35
Leather carpet tacks 55
Copper tacks 50
Copper nails 5 1½
Trunk nails, black ..... 65 and 5
Trunk nails, tinned ..... 65 and 10
Clout nails, blued ..... 65 and 5

Chair nails		35
Patent brads		40
Fine finishing		40
Lining tacks, in papers		10
Lining tacks, in bulk		15
" " solid heads, in bulk		75
Saddle nails in papers		10
" " in bulk		15
Tufting buttons, 22 line, in dozens only		60
Tin capped trunk nails		25
Zinc glazier's points		5
Double pointed tacks, papers	90 and	10
" " " bulk		40
Shoe nails		60
Clinch and duck rivets		45

TAPE LINES.

English, ass skin, per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel, each	0 80	8 00

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Bailey's, dis. 25 p.c.

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

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Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.

Disston's discount 10 per cent.

German, per doz.	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian, per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 19
" " 4-ply	....	0 23
Mattress, per lb.	0 33	0 45
Staging, "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12¾
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	9 00

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White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

WIRE.

SMOOTH STEEL WIRE.

No. 0-9 gauge		$2 60
10 "		6c. extra.
11 "		12c. "
12 "		20c. "
13 "		30c. "
14 "		40c. "
15 "		55c. "
16 "		70c. "

Add 60c. for coppering and $2 for tinning

Extras net per 100 lb. — Oiled wire 10c., spring wire $1.25, special hay baling wire 30c. best steel wire 75c., bright soft drawn 15c. charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, dis. 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, 7.65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11 No. 29. $12—No. 30, $13—No. 31, $14—No. 32 $15, No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31 $4—Nos. 32-34, $6. Coppered, 5c.—oil, ing, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 33c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c

Brass wire, 62½ per cent. off the list.
Copper wire, 62½ per cent. net cash 30 days, f.o.b. factory.
Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, $3.50 to $3.85—No. 9, $2.85 to $3.15—No. 10, $3.60 to $3.95—No. 11, $3.70 to $4.10—No. 12, $3 to $3.30—No. 13, $3.10 to $3.40—No. 14, $4.10 to $4.50—No. 15, $4.60 to $5.05—No. 16. $4.85 to $5.35. Base sizes, Nos. 6 to 9 $2.52½ f.o.b. Cleveland.
Clothes Line Wire, regular 7 strand. No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70, No. 19, $2.35; No 20, $2.30, f.o.b. Hamilton, Toronto Montreal

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Galvanized barb	....	3 00
Galvanized, plain twist	....	3 00

Galvanized barb, f.o.b. Cleveland, $2.77½ in less than carlots, and $2.65 in carlots

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	per lb.
Colored	6
White	8

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 60 p.c.
Coe's Genuine, dis. 20 to 25 p.c

Towers' Engineer, each	2 00	7 00
" S., per doz.	5 80	6 00
G. & K.'s Pipe, per doz.	....	3 40
Burrell's Pipe, each	....	3 00
Pocket, per doz.	0 25	2 90

WRINGERS.

Leader per doz.	$30 00	33 00
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Sampson "	....	24 00

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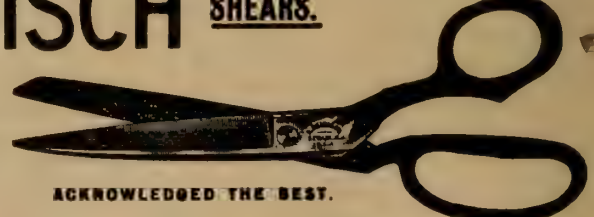

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VOL. XIV. MONTREAL AND TORONTO, SEPTEMBER 27, 1902 NO. 39.

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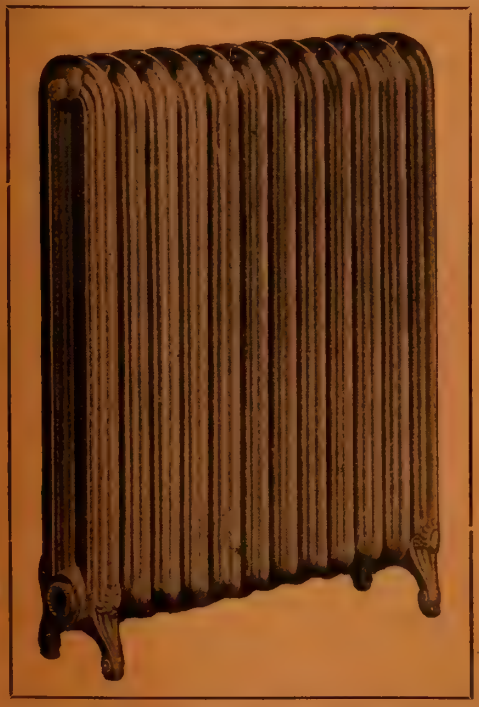

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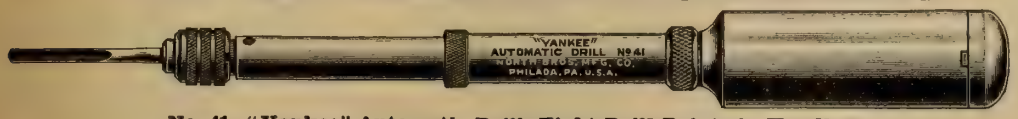

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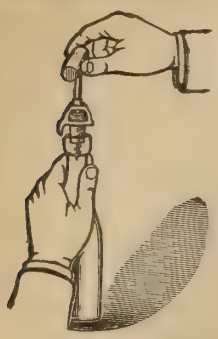

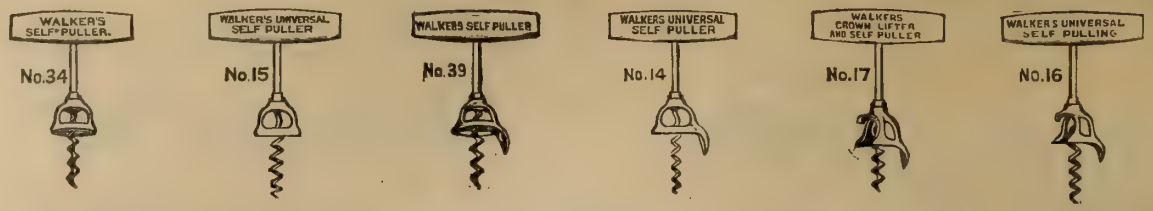

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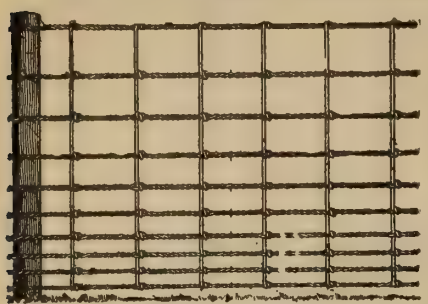

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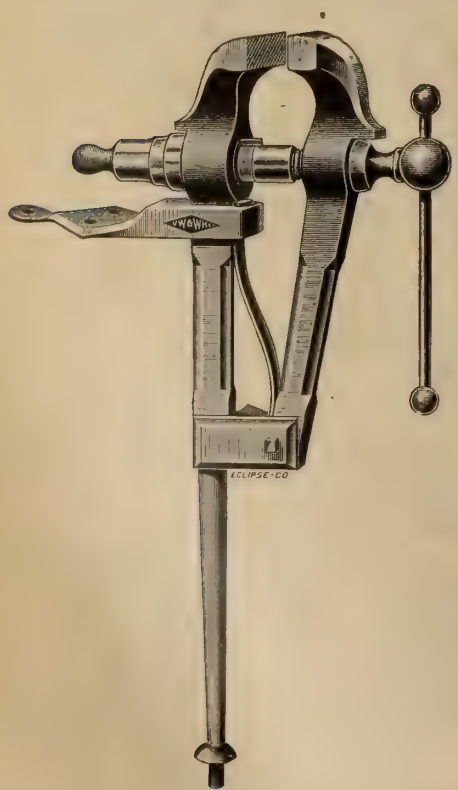

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Our facilities are unexcelled for making

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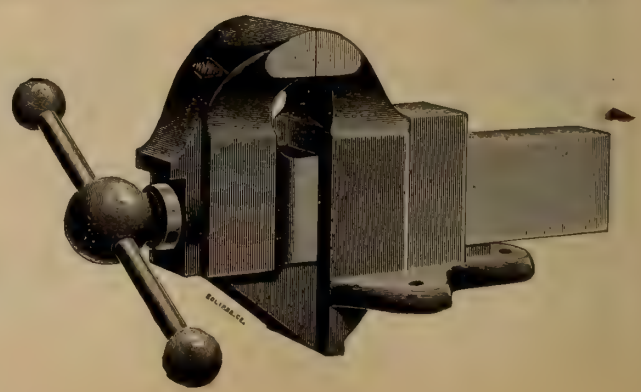

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JUNIOR CORN KNIVES. Crucible steel, oil tempered, 10-inch blade.

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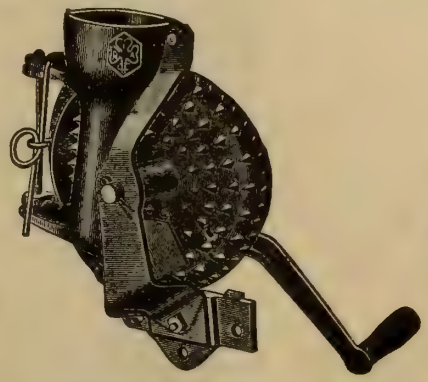
REAPING HOOKS. Best cast steel blade. Nos. 2, 3, 4 and 5.

BARDEN'S GRASS HOOKS. 12-in. blade, extra quality cast steel, well made throughout.

BLACK HAWK CORN SHELLERS. Malleable iron, chilled bearings, easily adjusted, deposits the shelled corn in one box and the cobs in another.



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TENNESSEE GRINDING MILLS. Grind corn, wheat, spices, etc., chilled bearings, hard metal grinding plates. Grinds coarse or fine.

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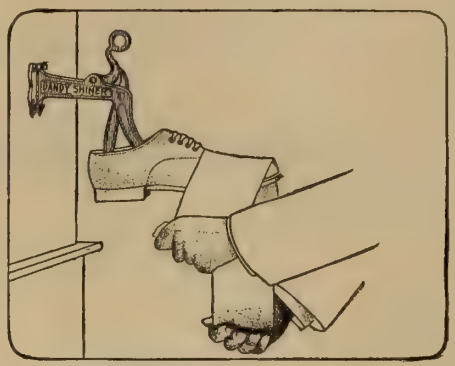

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Established 1845

Main Office and Mills at Waterbury, Conn.

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Pope's Island "White"
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Suitable for Spinning, Drawing, Stamping and Jewelers' Work.

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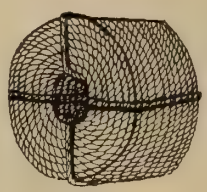

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Transmission Rope a Specialty.

"Good-Cheer" Ranges ARE GOOD WORKERS.

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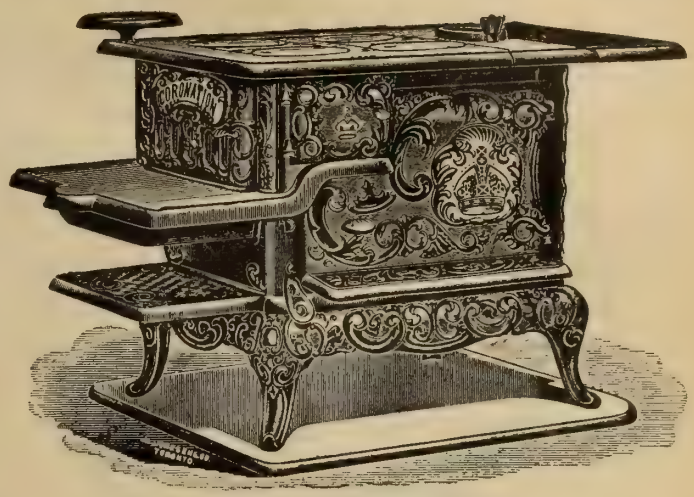

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No. 9-21	4 holes	27 inches	21 x 21 x 13
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Cast Iron or Steel Ovens. Large Feed Door.

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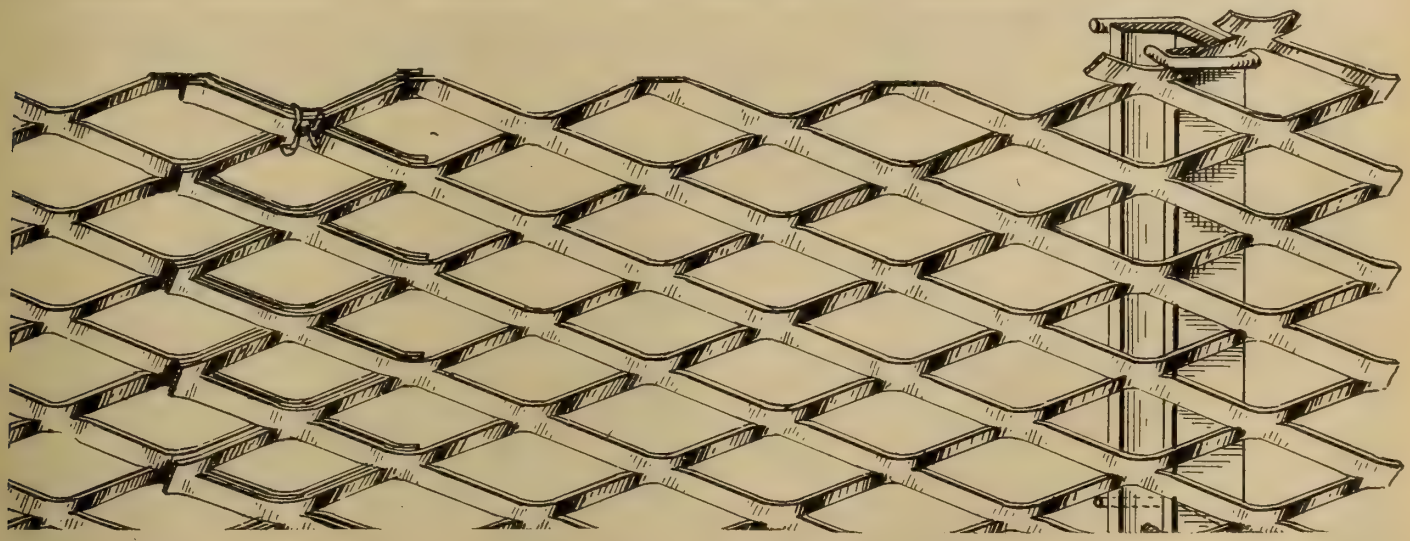
STEEL RANGES

HOT AIR FURNACES
REGISTERS, ETC.



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Popular with dealers in every part of the country because it is so enthusiastically praised by every buyer.

Our Imperial Oxford

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Are you familiar with its
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and other talking points

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If there's any range business in your locality you'll get it by handling the Imperial Oxford. Fullest details if you write

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WATER PAINT.

Every dealer handling . .

INDELIBLO
Cold Water Paint,

and every consumer who has used it is **pleased** with the results and success obtained with this up-to-date product.

At **one-third** the first cost, at one-fourth the expense of application, and results of actual tests show this paint, made in a dry powder in white and various colors, readily soluble in Cold Water, is a money-saver and a profit-maker.

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WORKING EXHIBIT AT TORONTO EXPOSITION, 1902.

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The merchant who realizes this and who keeps the neatest and best assorted stock is going to have the largest Christmas trade.

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We have a catalogue specially adapted for Christmas trade buyers. A post card will bring it to you.

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LONGEST LIFE & BRIGHTEST

OUR TRADE A MARK

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TRASH

A cheap mantle gives a fair-light for a few nights, then grows dim and shrinks up to a "wasp-waist" like this:

The "Wasp-Waist"
Cheap chemical.

This is caused by the cheap chemicals which the manufacturer used.

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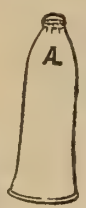
A good mantle, which cannot shrink, made of the purest chemicals, is the only kind we put our trade mark A on. It guarantees you the best that is made and will satisfy your customers.



The Auer Light Mantle
Pure chemicals.

Lowest prices on mantles, shades, chimneys, globes and sundries.

Write us if you are interested.

AUER LIGHT CO., MONTREAL.

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Manufacturers and Importers of . . .

White Lead,
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In extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

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And CELEBRATED
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of CHAS. TURNER & SON, LONDON.

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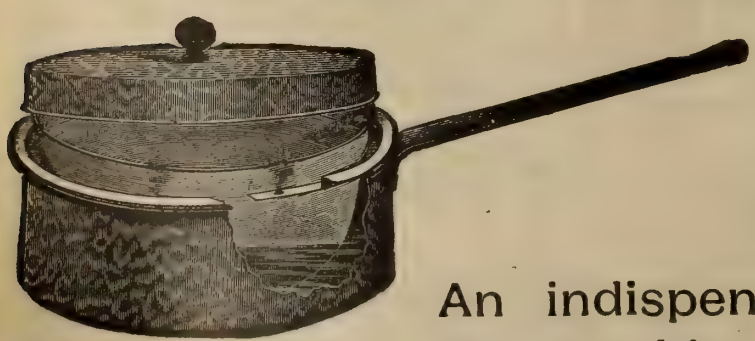
Kemp's Patent Steam Cereal Cookers

Made in Diamond, Pearl and Granite Steel Enameled Ware. Inside dish always supplied in White Ware.



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Only Manufactured by

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HARDWARE AND METAL

VOL. XIV. MONTREAL AND TORONTO, SEPTEMBER 27, 1902. NO. 39.

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Montreal.

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MOLTEN IRON CASE TO GO TO THE COURTS.

A DESPATCH from Ottawa says that permission has been granted The Dominion Iron and Steel Co. to bring action against the King on a claim for bounty on liquid iron manufactured into steel by the company. This means, in other words, permission to sue the Dominion Government. King Edward, of course, knows nothing about it and probably never will, unless he should read in the newspapers the fact that he is defendant in a suit which is attracting a great deal of interest.

This suit is the one which it was some weeks ago announced that The Dominion Iron and Steel Co. proposed to take against the Government.

The case is a most unusual one. There was probably never one like it before, and it is possible there will not be in the future.

As our readers are aware, the Dominion Government pays a bounty of $3 per ton on pig iron made from domestic ore and $2 per ton on the production made from foreign ore.

Now The Dominion Iron and Steel Co., instead of making into pig the iron which is to be utilized for steel-making purposes, transfers it in its molten state direct to its steel-making plant. On this molten metal the company claims it is entitled to the bounty which it would receive were the iron first made into pigs.

From what HARDWARE AND METAL can gather from an inside source, the Auditor-General, when the certificate of claim was presented to him for payment, refused to endorse it until he had obtained legal advice. This advice he obtained from a Toronto lawyer, and this being of a negative character, he accordingly acted upon it.

To many people at the first blush it no doubt seems as if the company is asking for something to which it has no legal right. But one thing, however, must not be overlooked, and that is the purpose of the bounty. Undoubtedly, that is to encourage the manufacture of iron in the country. It should not, therefore, it seems to us, concern the Government as to what methods are employed in making the iron as long as it is made. The method employed by The Dominion Iron and Steel Co. in making the iron is the modern one. It should therefore be encouraged rather than discouraged. To stipulate that the iron must first be made into pigs before it can be turned into steel would certainly be tantamount to saying: "If you want the bounty you must stick to antiquated methods."

There may be a difference of opinion in regard to the principle of giving bounties at all, but we do not see how there can well be any difference of opinion as to what methods are employed in producing the iron as long as it is produced, and that in a way that will permit of its being utilized for further and higher stages of manufacture.

REDUCTION IN HARVEST TOOLS.

HARVEST tools generally in Canada have been reduced in price, an extra 10 per cent. discount off the old list being now given, and a new list is reported to be in course of preparation, which may be issued in a few days. The cause of this change is that one United States firm has been lately exporting large quantities of harvest tools of their own manufacture to Canada, and offering them here at lower prices than are prevalent in the United States. This is in spite of the fact that the demand for harvest tools at present on the other side is heavy.

To meet this competition the Canadian manufacturers have been forced to cut their prices, and as they have a tariff of 35 per cent. in their favor they hope to ultimately gain control of the home market.

As soon as the foreign goods are driven off the home market prices may be expected to regain their former basis and probably go higher.

HOW TO USE SOFT COAL.

THE question which at present transcends all others in Canada and the United States is the fuel question. Everyone is turning over ways and means in his mind whereby the difficulty which has arisen because of the famine in hard coal may be overcome. Hard coal sufficient for even a fractional part of the requirements is now out of the question. One large user in Toronto this week offered $20 a ton for 100 tons and could not get even one ton.

All are now agreed that the best substitute is bituminous or soft coal. Another difficulty, however, here arises on account of the fact that the use of soft coal demands not only different attention than the hard coal which we have been in the custom of using in our furnaces and stoves, but closer attention. And a good deal of consideration is being given to this particular point.

Among those who have investigated the matter is the editor of Scientific American, and the result is given in part as follows :

"After careful inquiry among the coal dealers and general coal interests, we are satisfied that when the public begins to buy soft coal, as it will have to do before very long, the dealers will be able to supply all that is needed at a cost not to exceed, even in the suburbs, $5 or $6 a ton. We are assured by one of the largest dealers that there is no doubt that, even if the strike should continue for several months longer, it would be possible for householders to obtain an abundance of bituminous coal at the price named and probably for something less. Nor is there any quality in soft coal which renders it unfit for domestic use. Indeed, as a matter of fact, practically no other fuel is used, or has been used, for domestic purposes in Great Britain, and, while the cooking ranges differ somewhat in design from those used in this country for anthracite coal, it will be quite possible for the householder, by using a little judgment, to burn soft coal to advantage in the ordinary American cooking stove. The most important fact to remember is that the great quantities of gas thrown off when soft coal is first ignited render it necessary to supply considerably more air above the bed of fuel than in the case of anthracite coal. Thus, in replenishing the kitchen stove, it will not do to fill the grate entirely full of fresh fuel, since this would result in the rapid lowering of the oven temperature, which would not be restored until the mass had become ignited and the gases had been somewhat burned off. It will be found that the best method is to feed small quantities of fuel to the fire at frequent intervals, keeping the lower drafts closed more than would be in burning anthracite coal, and keeping the upper draft constantly open. For use in the heating furnace, soft coal will be found to give good results when once the proper manipulation of the furnace has been learned. It should be understood at the outset that more constant attention will be necessary, for the reason that soft coal burns more quickly and will not remain incandescent for so long a time as anthracite coal. During the daytime the attendant will have no difficulty in keeping a steady fire if he is careful to feed the furnace frequently ; to keep the bottom drafts but slightly open ; and to give a liberal feed of air through the air inlet in the furnace door. Owing to the rapidity of combustion of bituminous coal it will not be possible to bank up the furnace for the night and leave it with a certainty that there will be a live fire remaining in the morning ; but this difficulty can be overcome if a ton of anthracite is laid in with the winter's supply of soft coal, and the anthracite used only for banking up the fire over night. A ton of anthracite used for this purpose should suffice to tide the household over a period of high prices.

"There is one feature connected with the use of soft coal, however, which, unless it be carefully safeguarded, may introduce an element of danger. We refer to the heavy deposit of soot in the flues which will occur when soft coal is used. This soot, unless it is swept out at stated intervals, will accumulate, and being inflammable would be liable to ignite and produce a fierce fire in the chimney, with a consequent risk to the dwelling. It sometimes happens that the ends of rafters or beams are, by careless or ignorant construction, allowed to project into the chimney flues. These might become ignited and carry fire to the interior of the house. There is further danger that the shower of sparks from a burning chimney would ignite the shingle roof of the suburban cottage. These risks may be obviated by sweeping the chimney, say once in two months. The "chimney sweep" is an important personage in the old countries, and it would be a curious incidental development of the strike if he should make his appearance, even temporarily, in this country."

We would suggest that our readers place the above article up in their stores in a conspicuous place in order that their customers may read it.

RUMORED TURPENTINE COMBINE.

RUMORS are again rife in the South regarding a proposed combination of the naval store interests. Very little information, however, appears to have so far leaked out, there evidently being a desire to keep the public in ignorance as long as possible. It is said, however, according so latest despatches, that a general meeting of the turpentine factors will be held on October 1, when, it is alleged, steps will be taken towards organizing the combine.

Prices are ruling firm, but how far this may be due to the rumored movement for combination cannot be determined. "This temper of the market," remarks The Paint, Oil and Drug Review, "is encouraging, since September is a month of large receipts, which are expected to depress prices." The Naval Stores Review says that talk of 50c. winter spirits is heard, and there is no doubt that many look for some such price before the close of the season. In 1899-1900, the last year of small receipts, when the receipts of Savannah fell off 20,000 casks in comparison with the previous year, the market ranged above 50c. during the last three months of the season, and was never below 47c. from the middle of September.

Advices from New York say that stocks there on September 24, were only 1,541 barrels, and largely centralized in the control of one dealer. The market there, however, is light, as the large consumers are disposed to resist the higher values.

In Canada the market has also appreciated in sympathy with the outside conditions, quotations being 2c. per gal. higher than a week ago.

A LINK IN THE TRADE.

Notwithstanding the prophesies of some wise ones, wholesale houses in all lines of trade will be stronger than they have been in the past.

They form a natural link between the manufacturer and retailer, and are a part of the economic machinery whereby manufactured goods are concentrated for the convenience of all concerned.

SPECIALIZING IN MANUFACTURING.

By "Canadian Trade."

ANOTHER link in the chain to make "Made in Canada" on goods more general is to improve the quality and to produce at lower cost.

There is a tendency in Canada for manufacturers to try to make a large variety of different classes of goods in the one factory. By this method a greater variety of machinery is necessary. Employes from constant changing do not become as expert. The little details cannot be as well looked after, such, for example, as improvements in methods and designs. Consequently the cost of production is higher, and lines not so attractive in either finish or price as can be obtained from other countries.

Manufacturing in this country is, comparatively speaking, in its youth, and the market has been limited. With experience and larger markets, however, will come better methods.

We are more conversant with American methods on account of their being on the order of our own country. From the class of goods, and the prices they are sold at, it can be gathered that similar methods are employed in other countries. The cause is summed up in concentration of energy and resources. They largely confine their lines to as small a variety as possible, and adapt their machinery and methods to turning out lines attractive in finish at low cost. Special machinery is largely employed, and, to look after this machinery, competent help is employed and well paid. Being well paid, the employes exert themselves, and are expected to do so in order to turn out large quantities. Having money to spend, they utilize more of the goods produced, and obtain greater comforts for their homes, and as the homes are the strength of the nation, there is greater happiness and contentment.

This specializing has got some headway in this country, and is proving successful where tried. The mention of three concerns in different lines will emphasize this, namely, The Dominion Cotton Company, who make different lines of goods at each of their mills, one mill after another having been overhauled and adapted to the work it was to do with the best machinery that could be obtained to turn out better goods and larger quantities. The Toronto Radiator Co., whose goods have gone across the "great pond" to be installed in heating some of the largest buildings in England, and The Slater Shoe Co., who have developed a large business in men's boots. There are others. At a factory visited recently, I was shown a machine design by one of the proprietors that is to take the place and do the work of six different machines, and another designed by the same man that does work in 20 minutes, that formerly, under an old system, took over three weeks.

I will close by saying to manufacturers, concentrate ; make and push the sale of as few lines as possible. In other words individulize. Only increase lines as capital will warrant, obtaining the best machinery and the best results.

The next article will be "The Manufacturer, the Wholesaler, the Retailer."

AN IMPORTANT QUESTION OF TERMS.

Editor Hardware and Metal,—Referring to the article in your issue of September 20, headed, "Who is responsible?" "Importer" states : "We claim that having bought the goods c.i.f. Montreal, we were bound to receive them only in good condition."

He does not state regarding the terms or his insurance policy which he paid for with the cost and freight, neither does he state what the goods are, and what is the usual practice of insuring the same.

If the insurance policy (which is the common custom) specifies F.P.A. (free from particular average) no claim for damage can be made according to the terms of the same, "unless the ship is sunk, stranded, on fire or in collision."

It depends, therefore, what the goods were, and what were the terms of his insurance policy, and, therefore, a discussion by the trade, which you ask for, would be of a more satisfactory character if "Importer" would state the terms of the insurance policy on which the payment was made on the other side, as he states "they had already been paid for."

"Another Importer."

Montreal, September 22.

Editor Hardware and Metal,—With reference to the article in your last issue, "Who is Responsible?" and the succeeding article, "Suing for Damages" which evidently refers to the same matter, I beg to state that the queries and assertions are not stated correctly, and, as a matter of fairness, I beg to submit the following :

Amongst a number of contracts which I closed wirh The Canada Hardware Co. was one in which the goods arrived seadamaged by rust. In all cases my contracts stated "c.i.f. Montreal" and in all cases I had supplied policies "F.P.A." (Free of particular average unless caused by stranding, sinking or collision). All the previous shipments arrived without seadamage and nothing was said by The Canada Hardware Co. objecting to the form of policy. This question was only raised when the rusty shipment arrived. My contention is—which I think will be backed up by every importer in the trade, also in any court—that the term "c.i.f. Montreal" means "including ordinary insurance," and it is a matter of easy proof that the goods in question called for such F.P.A. policy. Further, it happened that in this special case I had notified The Canada Hardware Co. some time before shipment that these goods would be covered as usual, and that if they wished special insurance (with particular average) they would have to cover this themselves or pay us extra premium for same.

The Canada Hardware Co. are stating in the newspapers that they are going to sue my principals for the matter. So far we have received no direct notice from them, but have informed them that we are prepared at any time to meet the issue, and only regret that they should be willing to waste money on foregone conclusions.

I have taken the liberty to explain the matter in full as above, as the articles which appeared in your last issue are naturally worded so as to rather prejudice our standing.

Gerald Lomer,
Agent for
Suren, Hartmann & Co., of London.

Montreal, September 23, 1902.

OTTAWA AND TARRED PAPER.

Editor Hardware and Metal, — In reply to "Wanderer's" letter in your issue of September 20, would beg to say that gentleman must have been asleep for the past several months, as Ottawa has not been a point of delivery for dry and tarred sheathing, roofing felts, or, in fact, any goods controlled by the Tarred Paper Manufacturers' Association, since June 2 last. Under the circumstances, if "Wanderer" is unable to sell the above goods in Ottawa and the territory surrounding that city it must be from lack of enterprise and not because he is discriminated against in any way in the matter of freights.

I judge "Wanderer" is one of those gentlemen who thinks he should supply pretty nearly all the trade of the Dominion and who quite overlooks the fact that prices and terms being equal orders will naturally go to dealers at the nearest point of delivery. If it were otherwise the jobbing houses in the smaller cities could not possibly succeed, as the bulk of their trade is of a local character.

A Member of Tarred Paper Manufacturers' Association.

INDUSTRIAL GOSSIP.

TENDERS are being asked for the erection of the new varnish factory at Brantford. The location will be in the east ward at the foot of Drummond street.

J. & E. Brown, general merchants, of Portage la Prairie, are now asking for tenders for the erection of a new brick foundry, to consist of one storey, 40 by 120 feet in dimensions. By erecting this foundry the Brown firm are introducing a new industry into Portage la Prairie.

The great demand for cement, which is now utilized in such a variety of ways, is keeping the Canadian cement works very busy. The Canadian cement, besides finding a good market at home, is now being shipped in considerable quantities across the line. As in the other industrial establishments, there is a complaint among the cement manufacturers of difficulty in securing sufficient workmen to carry on all the operations which their business demand.

P. W. Richardson, of the big shipbuilding firm of Wigham & Co., of Newcastle, England, is in Sydney for the purpose of investigating the suitability of that city as the site of a steel shipbuilding plant. Mr. Richardson has arrived at no definite conclusion as yet, since he has not had time to discover whether Sydney would be a convenient locality for the collection of all those materials necessary in the construction of a ship.

Every effort is being made by L. C. Barnett, of the firm of Barnett & Record, elevator contractors, to complete the Port Arthur elevator in time to have it ready for the storage of grain this season. Mr. Barnett is seriously handicapped by lack of men, and fears that he will not be able to complete the building before the setting in of cold weather, which would hamper the work considerably. Mr. Barnett has endeavored to make some arrangement whereby the work might be carried on on Sundays, but so far witnout result.

Chief Engineer Kerr, of Ottawa, in an interview with a representative of The Ottawa Citizen, declared that so much water had been diverted from the civic supply that there would soon have to be a new pumping auxiliary operated by steam in addition to the two plants at work at present. The construction of a canal on Middle street by The Ottawa Power Company to distribute and develop available power on the Chaudiere, while it may be favorable to industrial development, will cause a heavy drain upon the water of the city. The diversion of the water to the Consumers' Electric plant and to suburban municipalities will also impoverish the water supply. According to Mr. Kerr, the cost of the new auxiliary would at least be $15,000, which, added to the price of coal and the wages of those necessary to operate the plant, would be a heavy burden on the already overtaxed ratepayers of Ottawa.

DOES NOT AFFECT TRAVELLERS.

The secretary of the Commercial Travellers' Association has received the following letter from directors of the Association in Winnipeg :

"The report that you have received in respect to the city of Winnipeg imposing a tax on commercial travellers is incorrect. These reports take their origin from the recent by-law put through by the city of Winnipeg covering transient traders. In the past very great complaints have been made to the city council in connection with peddlers. Under these circumstances a by-law was introduced covering this class only. The idea of imposing a tax on commercial travellers was never even suggested or discussed in connection with the recent by-law that has been placed in force."

WEST INDIES AND CANADA.

The following from The Antigua Observer indicates how commercial, if not political federation with Canada is being regarded and discussed in the West Indies :

"There is no doubt that Canada can supply us with 60 per cent.; Europe with 30 per cent. and the United States 10 per cent. of our whole imports.

"Freight from Canada is low—half of what it is from Europe—as low as from America, with this advantage also over European imports that you can order goods and receive same within a month, whereas from Europe months elapse before your goods come to hand. With exports of a perishable description the voyage to Europe occupies 14 days—to Canada seven days. In fact, even European manufactures may be imported from Europe via Canada at a slightly cheaper rate of freight than direct from Europe. Continental manufacturers are brought to this island with lighter shipping charges than from London or other cities in England. Goods from Glasgow come cheaper in the matter of freight via New York than direct from England.

"With closer commercial relations with the Dominion of Canada it would possibly lead to a branch of some Canadian bank being opened here and conducted on different principles to those that are at present in existence and which are not quite suited to the time."

TRADE CHAT.

J. P. LUCKHARDT, hardware merchant, of Elmira, Ont., is now on a prospecting tour in the Northwest, where it is his intention to secure a tract of land and start ranching on a large scale.

Moore Bros., Bradford, Ont., have succeeded to the hardware and stationery business of Paul Chapelle.

John S. Durand, of The James Walker Hardware Co., was married last week to Miss Henrietta Morrison, of Napierville.

Wm. S. Gurison, a well known commercial traveller, of Charlottetown, who represents The Logan Hardware Co., New Glasgow, N.S., has taken up his abode in Lunenburg, N.S.

By a decision of the council of Hull last week the grounds of the new Durham cement works about to be established in that city will be exempted from taxes for a period of 15 years.

A branch hardware store has been opened by A. C. Thompson & Co. at Sydney Mines. A. W. Smith, formerly in the hardware business in North Sydney, has assumed the management of the branch.

THE LATE FRED UNITT.

Mr. F. W. Unitt, of Toronto, who died the other day, for some years conducted a hardware business at the corner of Spadina avenue and Queen street in that city. Mr. Unitt was at one time an alderman in the "Queen City," and, besides, held prominent positions in the A.O.U.W. and the Masonic Order. Recently he devoted much of his time to the Industrial Exposition as manager of the main building.

Mr. C. A. Godson, of The Robertson, Godson Co., Vancouver, B.C., is in Toronto this week.

WIRE NAILS
TACKS
WIRE
Prompt Shipments
The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

ANSWER TO THE COAL QUESTION.

THE fuel question in Canada is becoming more and more serious. Coal is getting dearer and wood is getting scarcer, but we have the good fortune of expecting in the near future large productions of fuel from peat, both as a domestic commodity and coke for factory and smelting purposes. The Dominion Peat Products, Limited, of Brantford, Ont., are erecting a plant at Newington, near Ottawa, which will demonstrate the "Economic Process" owned by them, and will produce 50 tons per day. This "Economic Process" is a very different one to the ordinary compressing process which has been in vogue in Canada for several years, but has been unable to compete commercially with other fuels. Dr. Spencer claims that the "Economic Process" will produce large units cheaply and supply the market with a domestic fuel in the shape and size of an ordinary building brick, obtained from first driving the peat through a German machine, thence placing it in a hot air chamber for 24 hours and drying by superheating. The coke is made by the same process by extra superheating, the by-products being driven off into condensors for distillation, leaving us first-class coke, the best fuel in the world for smelting steel and iron. After this process has been demonstrated at Newington, factories will be erected all over Canada. Subscribers to the parent company's stock, which is selling at $10 per share, are getting 20 per cent. bonus, but only until a sufficient sum has been raised to work the first plant. Thus the company expects to place upon the market a clean, low-ash, non-odorous fuel at a figure that will compete with any other fuel in the market to the advantage of the consumer.

A REMARKABLE TEST.

A surprising test has recently been made of "Novo" steel on a cast iron power transmitter for rope instead of belt, the casing was 22 ft. 6 in. in diameter by 6 ft. high. It roughed off at a speed of 23 ft. to the minute, and five tools of "Novo" steel, 1 x 2 in., were engaged in the operation of roughing at one and the same time. The five tools removed in the roughing out chips at the rate of 500 lb. per hour, and the tools ran for 36 hours without grinding.

At the recent meeting of the Master Mechanics' Association, Chicago, the merits of the above steel were discussed by several of the members, and it was pronounced to be the best steel for rapid work that they had ever used, the results obtained from it being astonishing. This opinion has been fully borne out by the series of trials made in the principal railway and other shops in Canada, a number of whom have adopted it as a standard.

Many a Paint Dealer

has said, "I can't make any money handling paint," when, if he had carried the right sort of paint, he would have made good money out of it.

There's neither profit nor satisfaction in selling "cheap," low-quality paint or lead and oil. Neither one of them can give satisfaction.

There are profit, big sales, and the best sort of satisfaction in selling

THE SHERWIN-WILLIAMS PAINT

It's a paint made to sell. It has every quality that a good paint ought to have. It looks well, spreads easily, covers most surface to the gallon, saves the painter's time, wears long, is economical, and every package always is full measure.

It's well advertised, too. We do not sit back and expect our dealers to sell the paint. We help them push it. We help them make money out of it.

If you want to know more about our proposition; if you want a paint that will make money for you, write to-day for a copy of our "B-13" booklet.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CLEVELAND.

CHICAGO, NEW YORK, NEWARK, MONTREAL, BOSTON, TORONTO, SAN FRANCISCO. KANSAS CITY.

A NARROW ESCAPE.

The works of The Canada Horse Nail Co. had on Wednesday noon, September 24, a very narrow escape from fire. The adjoining building to their works, owned and used by the Department of Canals, took fire and in a very short time was entirely gutted. Fortunately no damage was sustained by The Canada Horse Nail Co. beyond the stoppage of their works for the remainder of the day.

A GOOD WINDOW.

C. Roussin, hardware dealer, of 1719 St. Catherine street, Montreal, recently had a clever window display of Sherwin-Williams paints. The centre of the display was formed by a large clock, with the motto beneath, "It's time to paint." Above the clock stood a large frame of colors and picture of a house painted with these paints. A frame was made around the whole window by cuts of the S.-W. paint cans, the corners of the windows being decorated with larger cuts. Below, above and at the sides of the central part were placed cans of all sizes of this paint, including the many kinds of enamel paint, floor finishes, buggy paint, etc. To show off the aluminum and stovepipe enamel, a piece of stovepipe was placed close to the window glass at the foot of the display. One end of the pipe was painted with aluminum, another with the black enamel, the centre being left in its natural state.

AN ASSIGNMENT.

The wholesale and retail hardware firm of Desforges, Desforges & Cie, 123 St. Paul street, Montreal, of which Joseph Desforges is the sole partner, has assigned on demand of J. A. Champigny, commercial traveller.

The liabilities amount to $23,744.12, the assets being the stock in trade, and a lot on Labelle street, Montreal. The chief creditors are: Dame Alexina Drolet, $10,600; L. H. Hebert, $1,033.35; Canada Hardware Co., $888; Letang Hardware Co., $930. There are reported to be over 200 creditors, mostly for small amounts.

PERSONAL MENTION.

Mr. Geo. Boomer, of Galt, has accepted a position with The Sherwin-Williams Paint Co. He will travel in the Eastern Provinces.

Mr. W. H. Evans, of The Canada Paint Co., we regret to hear, has been prevented from attending to business this week through illness, having taken a severe cold.

NOVA SCOTIA MARKETS.

Halifax, September 22, 1902.

THE hardware business has hardly recovered from the usual midsummer dull season, and for the last few weeks only a fair business was done. However, the business has been up to the average of former years and the dealers have little to complain of in this respect, except that they would prefer a regular, even volume of business all through the year. The prospects are looking well for a good autumn trade.

* * *

Very great difficulty is still experienced in having orders filled promptly by the manufacturers of iron and steel goods, but the opinion prevails that this state of affairs, which has lasted now for over a year, will be alleviated within a year. New iron and steel plants are getting into operation, and every month will see the supply getting on more even terms with the demand.

* * *

During Exhibition week the merchants had plenty of time to meet out-of-town customers, and to meet prospective customers—thus the dull season has been an advantage.

* * *

Payments from all quarters are well attended to and the travellers coming in off the road bring excellent reports of business activity all over the Province, which denote, besides a good autumn business, a good trade for next summer. Crops are good; business generally has thus been materially affected, and already a large amount of building operations are being planned for next year.

* * *

There is still a general demand for builders' hardware, but orders are small. Wire fencing, which earlier in the season was in great demand, is now dull and very little is moving. Prices remain unchanged at $3 base, and 3½ to 4c. for staples.

* * *

The advance in horse nails manufactured by The Canada Horse Nail Co. is still maintained, on account of the shortage in anthracite coal, a fact previously noted. Wire nails are easier in the United States market, and prices may be slightly cut at any time. So many new factories are being established that the production is even now far beyond the demand. The price of special wire nails and tacks has advanced in the primary market by ten per cent., but local prices are not affected as yet.

* * *

The trade barometer for this port—the exports—for the last week is away up, almost double the amount for the corresponding week last year, being $168,526 against $85,565. The goods exported are apportioned as follows: West Indies, $77,209; Great Britain, $50,403; St. Pierre and Newfoundland, $10,005; United States, $21,518; various ports, $5,718; Russia, $3,000; France, $689. The total exports from July 1, 1902 to date exceed those of the same period of 1901 by $240,432.

R. C. H.

PERPETUAL SATISFACTION

IS THE EXPERIENCE OF THOSE WHO SELL AND USE THE : : : :

IVER JOHNSON SINGLE GUN

Semi-Hammerless. Trigger Action. Automatic Ejector or Non-Ejector, at option of user. Flush Head Locking Bolt. Metal Tipped Fore End

THE TRADE PREFER THEM; THE PUBLIC DEMAND THEM.

Send for new Catalogue, just published.

IVER JOHNSON'S ARMS & CYCLE WORKS,

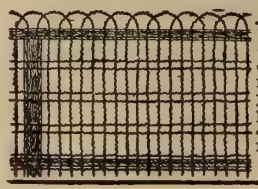
New York Salesroom: 99 Chambers St. FITCHBURG, MASS.

MANTELS, GRATES and TILE.

Are any of your customers building a new house? If so, why not try and sell them a mantel as well as hardware? They will want one, and it will pay you. Write us for catalogue and price.

THE BATTY STOVE & HARDWARE CO.

76 York St., TORONTO.



Page Metal Ornamental Fence. We now make fence that is ornamental, very showy and surprisingly cheap. It is just what is wanted for door yards, division fences in town lots, grave yards, orchards, etc. It is painted and retails at only **20 cts. PER RUNNING FOOT.** Just think of it. Let us send you full particulars. We also make farm fence, poultry netting, nails and staples.

The Page Wire Fence Co., Limited, Walkerville, Ont.

A minute or two and your shave is through. The "New Gem" Safety Razor is guaranteed to always shave any growth of beard. Catalogue mailed free from these Canadian agents. **Montreal** Caverhill, Learmont & Co.; **Quebec**—Crimie Hardware Co.; **Berlin**—Jno. Fennell & Son; **Hamilton**—Wood, Vallance & Co.; **St. John, N.B.** Kerr & Robertson; **Halifax, N.S.**—A. M. Bell & Co.; **Winnipeg, Man.**—J. H. Ashdown Hardware Co.; **Vancouver, B.C.**—McLennan, McFeely & Co.; **Victoria, B.C.**—M. & H. A. Fox; or direct from makers, **The Gem Cutlery Co.**—34 Reade St., **N.Y.C.**; 9 London St., E.C., **London**; 9 Pickhuben St., **Hamburg, Germany.**

IDEAL QUICK ADJUSTING BOOT & SHOE HOLDER

PAT JULY 12, 1902.

ALL METAL

Strong *Neat* *Durable*

The Canada Hardware Co.,

Wholesale Merchants Limited

MONTREAL

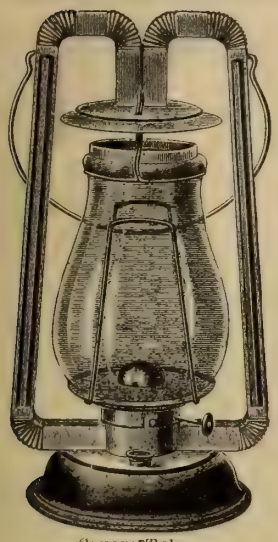
H. S. HOWLAND, SONS & CO., LIMITED.

WHOLESALE ONLY

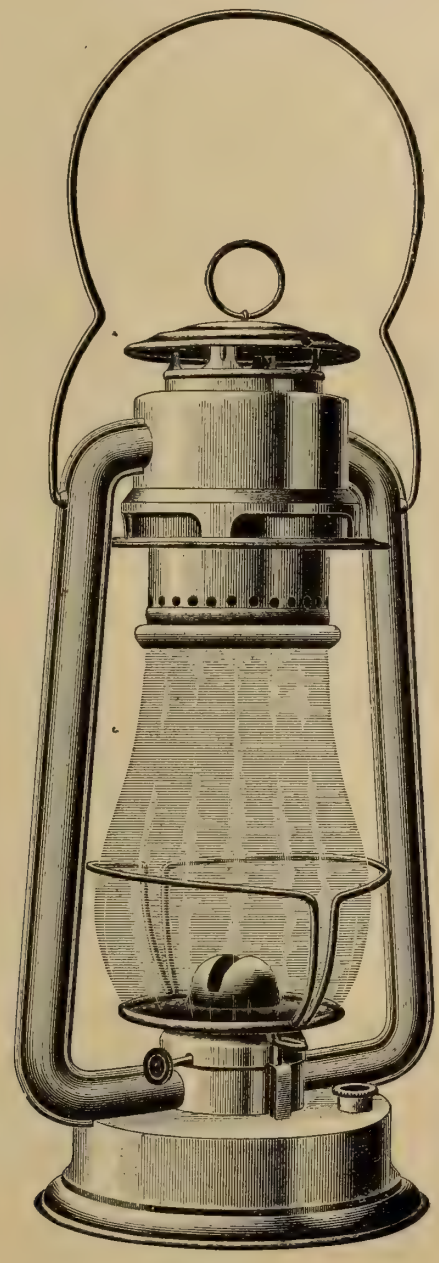
37-39 West Front Street, **Toronto.**

ONLY WHOLESALE

LANTERNS.

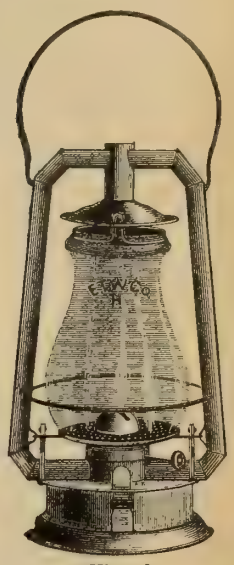


Square Tube.



"Cold Blast."

Plain, Copper-Plated,
Dash Board, Japanned.

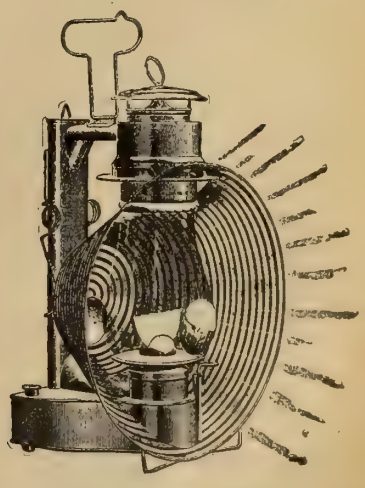


Hinged.

Common Lantern Globes.

"Cold Blast" Lantern Globes.

Dash Board, Japanned.



Search Light, Japanned.

For other lines see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO. LIMITED, **Toronto.**

WE SHIP PROMPTLY

Graham Nails are the Best.

Factory: Dufferin Street, Toronto.

OUR PRICES ARE RIGHT

MACHINERY AND ELECTRICAL SUPPLY DEPARTMENT

HEATING IN RED-HOT LEAD FOR HARDENING.

I HAVE seen from time to time in various mechanical papers articles on heating steel in the lead crucible. As some of these have been beneficial to me, says E. R. Markham, in The American Machinist. I have thought that a few points may be useful to some who possibly are having troubles that I have encountered in an experience that now covers several years.

For certain classes of work I consider the lead pot a very satisfactory method of heating. Take, for instance, such bicycle parts as cones, ball cups, etc., and such tools as small mills, shank mills, reamers, counterbores, and similar articles. For these it is a speedy and very reliable means to use, as the heat is so uniform and can be applied so safely. With it there is no danger of burning the outside of the article before the centre is heated. Large and small parts are heated alike, and quite a number of pieces can be heated at the same time, thus making it quite a cheap, speedy, yet reliable way of heating.

It is necessary to have a good, uniform heat under and around the pot, that can be maintained for quite a length of time. I prefer an oil or gas fire, but good results can be obtained when using coal or charcoal.

The most satisfactory crucible is one made of graphite especially for this purpose. A cast-iron one can be used, but as a rule it is not as satisfactory and is more costly, as it burns out very quickly. The graphite crucible should be annealed before using, as this toughens it, reduces the liability to cracking, and makes it longer lived. To anneal the crucible, place it in an oven or furnace, heat it to a red, take it out, and allow it to cool off slowly.

TONS OF SOOT.

A perpetual cloud of soot, gradually settling down, is known to overhang every large manufacturing city. To determine the amount of this wasteful dirt deposit in Manchester, England, Mr. W. Irwin weighed the solid matter obtained from a sample of snow that had been lying on the ground ten days, and has found an equivalent of 107 pounds per acre, or three tons per square mile. As the sample represented the condition over at least 100 square miles, the chimneys of Manchester are convicted of throwing out not less than 300 tons of soot in ten days. Analysis showed 48.6 per cent. of carbon, 6.9 of heavy oil and grease and 45.5 of ash, from which it appears that each day 30 tons of soot is given adhesiveness by about two tons of oily matter.

LIQUID FUEL IN ENGLAND.

A cable despatch from London says that the increasing use of liquid fuel is absorbing the attention of the British railroads and of the British Admiralty. Two of the former are now increasing their equipment of oil-fired locomotives, while the Admiralty is carrying on extensive experiments with liquid fuel at Keyham. The results are generally understood to be very satisfactory, though the details are jealously guarded by the Government experts.

MORE PUMPING PLANTS.

The engineers of the Brooklyn Water Department are preparing plans for three new pumping stations, which, when completed, will increase the water supply of Brooklyn from 10,000,000 to 12,000,000 gallons a day. The construction of the pumping stations was recently authorized by the Board of Aldermen. Deputy Commissioner Van Iderstine recently said that all three will probably be located in Nassau county. They are to cost in the neighborhood of $154,000.

The officials of the Water Department say there is great need for the proposed new pumping stations.

SUIT OVER A BICYCLE BRAKE.

The Canada Cycle and Motor Co. requested Mr. Justice Street, at the Non-Jury Assizes, Monday, to issue a mandatory order on William S. Wilson, of Brantford, to put the company in possession of letters patent of a certain bicycle brake, which they paid Wilson to perfect. Wilson, who is an expert machinist and draughtsman, had perfected this brake, and before quitting the employ of the firm, early in the spring, had promised to sign all papers requisite to give the company full control of its manufacture. This was not done, hence the company are presenting their petition. His Lordship issued an injunction prohibiting Wilson from handling the device, but reserved judgment on the order.

NEW TYPE OF ENGINE.

THE question as to what motive power is the most suitable and economical for engines is one which is now receiving much attention. It has been conceded that the oil engine of the present day is, for general purposes and moderate powers, the most convenient motor known, when its portability, small size and weight are taken into consideration. Hitherto, however, much difficulty has been experienced in operating these engines, owing to the comparative easiness with which they are thrown out of order. According to a British journal, Ropey & Co., Limited, Lincoln, Neb., have commenced the manufacture of a new type of oil engine which will remedy most of the defects common to oil engines. One of the improvements is that the jacket space for water around the cylinder is provided with a large cover readily removable in case of interference caused by impure water. In like manner access can be readily obtained to the piston and interior of the cylinder. What appears somewhat unusual is that the valves are mechanically instead of automatically controlled, which feature, however, renders the control more certain. The oil-feed of this new engine is controlled by a small force pump instead of being supplied by suction or gravity. The governing of this engine is almost perfect and the makers strongly recommend it for direct coupling to lighting dynamos.

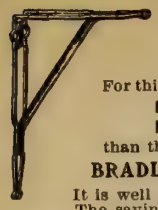
ELECTRICAL AND MACHINERY NOTES.

The Toronto Electric Co. will occupy their new offices on Adelaide street east on October 1.

The blower furnished by The Dominion Motor and Machine Co. to The Alexander Brown Milling Co. is now in operation.

The extensive buildings erected in Toronto Junction by The Canadian General Electric Co. are nearing completion. The blacksmith department will be put into operation next week.

The Dominion Motor and Machine Co. have shipped this week to G. R. Pruneau, Amhertsburg, a six H.-P. coal oil motor; also a four H.-P. motor to N. Hoove, Woodbridge.



Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be
NOTHING BETTER
NOTHING CHEAPER
than the . . . .
BRADLEY STEEL SHELF BRACKET
It is well **Japanned, Strong** and **Light.** The saving in freight is a good profit, aside from the **lower price** at which the goods are sold.

☞ Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

Over One Thousand

different pieces of Machinery offered at a bargain. Below is a partial list of Machines ready for shipment:

Boilers of all kinds.
Engines for all purposes.
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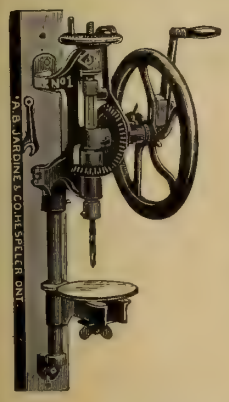
Write for Monthly Stock List describing a great many items of interest to machinery users.

H. W. PETRIE, 141-145 Front St. W., Toronto



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Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
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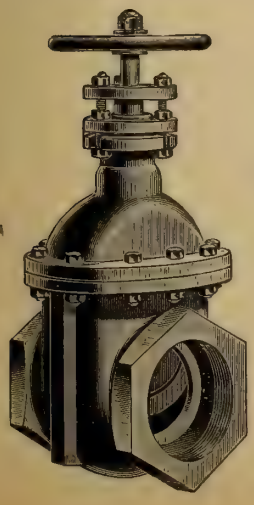

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They give satisfaction every time.

Catalogue on application.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.

DIAMOND EXTENSION STOVE BACK

They are easily adjusted and fitted to a stove by any one.

Please your customers by supplying them immediately with what they want.

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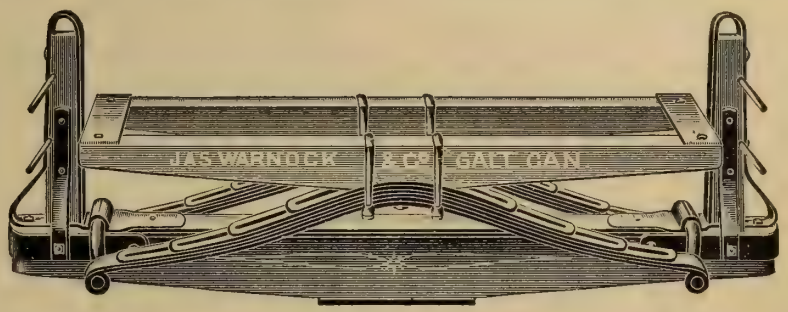
Sold by Jobbers of . . .
Hardware Tinware and Stoves.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
" " A. R. WOODYATT & CO., Guelph, Ontario.

"The Peerless"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices



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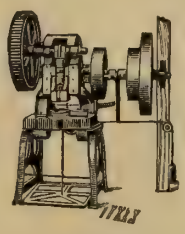

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Manufacturers of
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A FOOD CUTTER WHICH DOES ITS WORK WELL.

IT HAS NO RIVAL.

THE CANADA HARDWARE CO., MONTREAL.

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Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

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We manufacture these brands:—"LION," "PEERLESS," "OWL," "RAVEN," also Ready-mixed House and Floor Paints, Roof, Barn, Bridge and Brick Paints, Coach Colors, Varnishes, Japans, etc. Our prices will interest you. Write us,

The Ottawa Plant Works, Ottawa, Ont.

KNOX HENRY

Heavy Hardware and Metal Broker
Room 32 Canada Life Bldg., MONTREAL.

Samples sent free on application.

HORSE NAILS—"C" Brand Horse – Nails
Canada Horse Nail Co.

"BRASSITE" GOODS — Gunn Castor Co. Limited, Birmingham, Eng.

PORTABLE ELECTRIC GENERATOR.

THE Societe Nouvelle des Etablissements Decauville has devised a handy portable electric generator applicable for domestic purposes. It is convenient for lighting premises which cannot obtain the necessary current from central stations. The dynamo is driven by an oil or gas engine. The pipes delivering the liquid fuel, and those for the inlet and outlet of the cooling-down water, run under the flooring, at the foot of the engine. Adequately effective means are provided for the escape of the gases of combustion. The baseplate is cast in one piece, and is fitted with a two-cylinder engine, all the motive parts of which are cased in. Automatic lubrication is provided. The dynamo is mounted beside the engine, on the same base-plate. A compensating flywheel is placed between the engine and dynamo, forming an elastic coupling, which insures the independence of both the engine and dynamo shafts, and also regularity in the working.

A noticeable feature of the apparatus is a contrivance for insuring fixity in the degree of light, whatever may be the number of lamps in service. The engine can be easily and quickly dismantled and transported, while it does not require much attention while running—two essential features of the invention. The cylinders are 3½-inches diameter. The oil to lubricate the mechanical parts is supplied from a hand pump, and the cooling water is delivered under pressure, a suitable tank fed by a pump forming part of the installation, to insure a regular supply. The generating capacity of these engines is sufficient to supply current for 40 16 candle-power lamps. The switchboard contains an exciting rheostat, and is made for direct lighting.

Machines of similar design are also manufactured for the lighting of building yards. For this purpose the engine is mounted on a four-wheel trolley to facilitate transportation from one point to another. The installation in this instance comprises engine, dynamo, water-tank, pump and gearing, ribbed tubes forming a radiator for cooling, a tank for liquid fuel, another for the lubricating oil, a switchboard and a roll of cable for connecting the dynamo with the lamps.

A NEW MOTOR VEHICLE.

A new steam-wagon, constructed for transport purposes in West Africa, in the works of Simpson & Bibby, of Cornbrook, Manchester, receives a notice in a recent issue of The British Trade Journal. One of the most interesting features in connection with this wagon, calculated as it is to traverse virgin and frequently marshy country, is its enormous proportions. The load to be carried is no less than 18 tons, while the tare of the wagon itself is 11 tons. The driving wheels are five feet in diameter, and the engine, which can be also brought into use for practically any stationary service, has a normal power of 50 horse. One of the most practical features of this engine is that if it sticks fast in marshy ground it is fitted with self-contained haulage gear which would enable it to lift its own weight vertically. Contrary to the usual practice, the power-generating plant, engine and boiler is not mounted in front, but at the rear of the platform and the steering or front wheels are mounted upon the central pivot and are governed ingenuiously by hydraulic steering gear connected with the boiler. The furnace is exceptionally large so as to consume brushwood or any such rough fuel as is available. The engine is fitted with both steam and exhaust pipes. The wagon has already been subjected to trial trips over all kinds of country in Derbyshire, and so far has complied fully to all the demands required.

COMPRESSED AIR MOTORS FOR MINES.

During the last ten years a great many mines have, according to Cassier's Magazine, replaced animal haulage with compressed air motors, which lend themselves splendidly to the work desired. There are, in general, two systems—the low-pressure system, in which air is compressed to 500 or 600 lb.; and the high-pressure system, with air pressure of 2,000 lb. and over. The former system can be used in large galleries or tunnels or drifts where the width is ample and the track is reasonably straight. This permits a large receiver on the motor, 30 to 40 inches in diameter and from 8 to 16 feet long, to be handled with ease. The high-pressure system is used where the drifts are narrow or the curves on a small radius, permitting only a small wheel-base on the motor. Large receivers are, therefore, impractical, and steel tubes must be used and charged with high-pressure air to get sufficient volume. Compressed air may be used cold on either of these motors, or the air may be passed to small tanks of hot water supplied to the motor at the charging stations. The air and hot-water combination does almost double the work that cold air will do. These motors can carry sufficient air for any ordinary run desired and haul tremendous loads. Two miles and return, with 15 or 20 loaded cars, is not an extraordinary effort, and from the general results obtained, the cost of haulage is from one-half to one-third of the cost of the animal power. The air escaping from the exhaust of the motor engines adds to the ventilating effect in the mine and the whole system harmonizes thoroughly with the power outfit in the average mine.

THE FIRST IRON BRIDGE.

AFTER standing securely for upwards of 120 years the cast-iron bridge which The Coalbrookdale Company erected over the Severn in the years 1777-1779 has failed by the sudden breaking of the girders. The structure is believed to be the first metallic bridge ever erected, and it possesses the further distinction of having given its name to the picturesquely-situated riparian township of Ironbridge in Shropshire. The span of the arch is 100 feet, the width, exclusive of parapets, 26 feet, and the height from base-line to centre, 40 feet, while the weight of iron in the bridge is about 380 tons. No details are at present available as to the cause of fracture, but it is surmised that "fatigue," due to long-continued vibration, may have some connection with the collapse. Among other powers conferred on the trustees by the Act authorizing the construction of the bridge is included the right to levy toll on all vehicles, including mail-coaches, and on all persons, including His Majesty's forces and all members of the Royal Family.

Cast iron for bridge-building is no longer in favor, rolled iron or steel being the material generally used, but for all that, there are few wrought-iron or steel structures now being erected that are likely to remain intact for such a prolonged period as has the famous cast-iron bridge over the Severn. The huge Brooklyn Bridge is already showing ominous signs of decadence, and a certain railway bridge over which I pass daily has constantly to be tinkered at to maintain it in safe condition. On the other hand, cast iron is quite unsuitable for the heavy loads and fast speeds of modern railway trains, and so impressed with this fact were the directors of the Brighton Railway, after the Norwood Junction failure some years ago, that they at once decided to rebuild all the cast-iron bridges on their suburban system, substituting wrought-iron or steel structures.—"Vulcan" in Ironmonger.

ADHESIVE LIQUID FAT FOR DRIVING BELTS.

A patent has been granted in Germany to W. Hofschulte, of Freren (Hanover), for the following method of preparing a liquid fat for application to driving belts in order to increase their adhesion to the pulleys. The materials consist of: Saponified olein, 60 per cent.; vaseline oil, being 15 per cent.; castor oil, about 5 per cent.; resin oil, about 20 per cent.; the whole being mixed together in an iron pan and then heated, with continued stirring, until the resin has melted and intimate incorporation ensues. Finally, the mass is boiled for seven to eight minutes, without interrupting the stirring. The olein causes the boiled product to be perfectly clear and free from all suspended impurities, whereas tallow olein would furnish a thick product. An increase in the proportion of the vaseline oil at the expense of the olein causes precipitation of the other constituents, leaving the oleic acid floating on the surface. The fat described above, when applied to driving belts, permeates the leather, without drying or becoming viscid and leaving incrustations on the surface; consequently the leather remains supple and clean.

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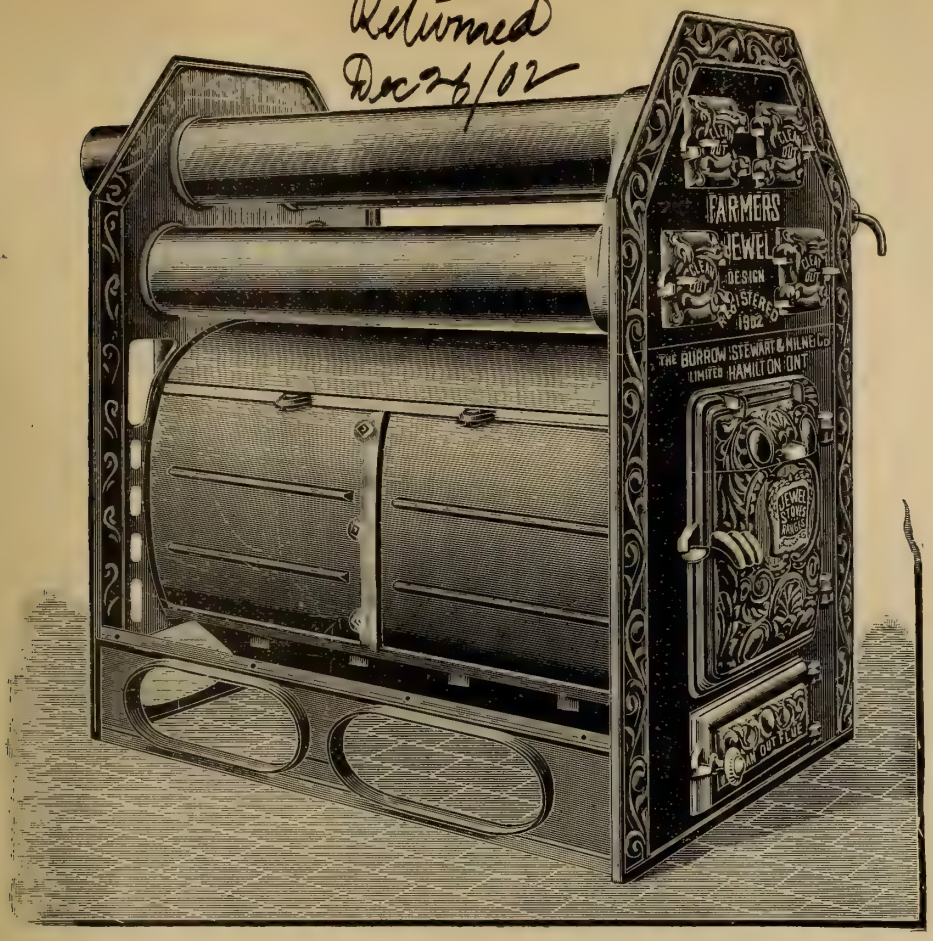

The

"Farmer's Jewel"

Portable wood furnace has been designed with the view of providing a wood burning heating apparatus of great power at a moderate cost, to heat houses up to 15 000 cu. ft. capacity.

Built in the most approved manner.

Heavy Steel Radiating Tubes.

Heavy Galvanized Iron Casing, lined with Asbestos and Corrugated bright tin of the best quality.

Note—Air-tight damper in top of feed door.

Size of feed door, 13 x 15 inches. Burns wood 36 inches long.

If you have not our 1902 catalogue "Jewel" Stoves, Ranges and Furnaces, send for one. It will pay you to **look into this.**

The **"Farmer's Jewel"** Furnace—list price $60.00. **You know the discount,** if not, ask.

The . . .

Burrow, Stewart & Milne Company,

Limited

Hamilton, Canada.

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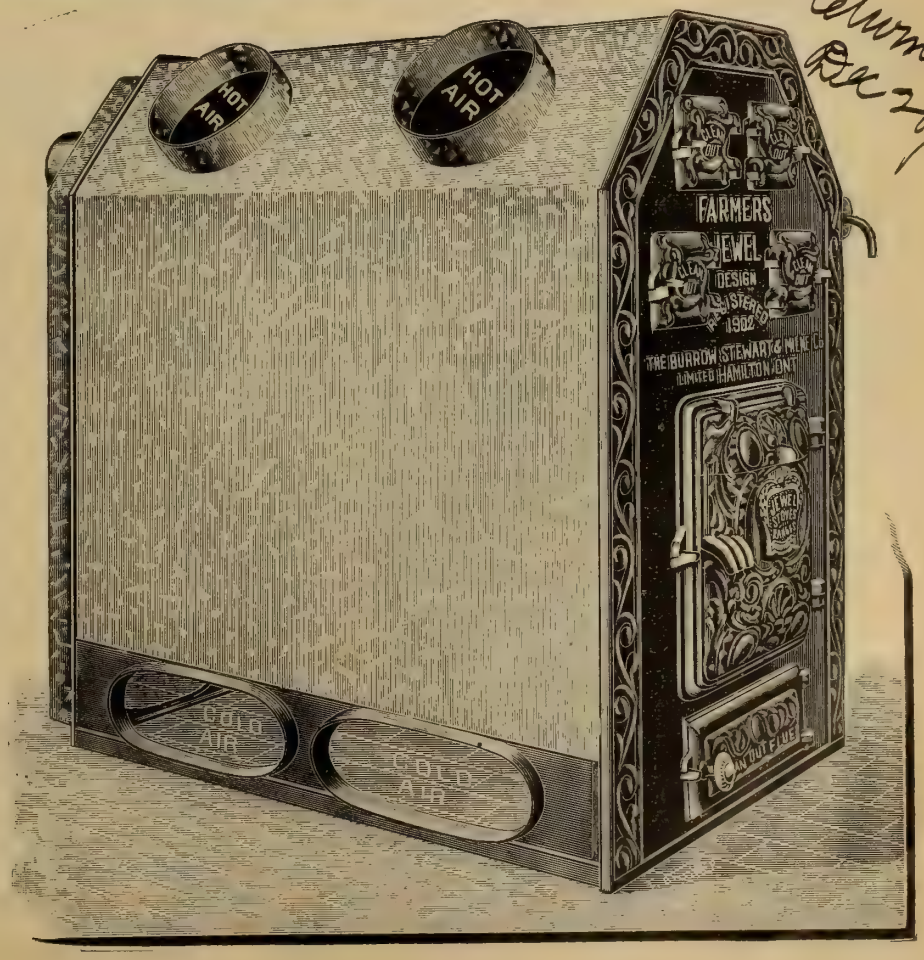

GALVANIZING

Our plant is modern, and capacity large. Prices O.K. Other branches:

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK ETC., ETC.

Ontario Wind Engine & Pump Co., Limited, 505 Atlantic Ave., Toronto.

WILLIAM ABBOTT

Agent and Importer

Celebrated "Novo" Tool Steel

AIR HARDENING,

Cast Steel for all purposes.
Steel Wire Drill Rods.

13 St. John Street, MONTREAL.

Lockerby & McComb

AGENTS IN CANADA

FOR THE

Celebrated P. & B. Cold Storage Lining

AND

. . Ruberoid Roofing . .

P. S.--Prices on Application.

65 Shannon Street, MONTREAL.

GLASS. GLASS.

We have several large consignments of special sizes of 32-oz., 26-oz. and 21-oz. Glass just arrived, and can fill all orders for large and odd-sized windows for dwellings, etc. Heavy stock of all kinds of Window Glass, and can make prompt shipment. Prices are right. It will pay you to send us your specifications.

Hobbs Manufacturing Co., Limited, London, Canada.

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CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.

E. B. SALYERDS

Manufacturer of

Hockey Sticks

PRESTON,

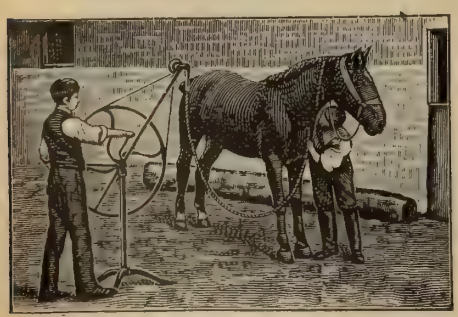
Ontario, - Canada.

The Best Stick.
Made of Rock Elm.
Wholesale Trade Only Supplied.
Ask your Wholesale House for the Preston make of Stick.
Write for Prices.

BURMAN & SONS' CELEBRATED CLIPPERS

Established 1871. **BIRMINGHAM, ENG.** for Horsemen and Barbers.

NO. 297.



NO. 3—POWER CLIPPER, with "Wrist Joint."

As supplied to { The Czar of Russia. The King of Denmark. Earl Roberts, Etc., Etc.

THE "WARWICK" CLIPPER.

Cuts over three teeth.

As supplied to His Majesty's War Department.

Having bought the good-will, machinery and stock of Wm. Bown, Limited, we shall in future supply the Celebrated "Newmarket" Clipper, marked exactly as before, with the addition of "Made by Burman & Sons, Limited, Birmingham" on the handles. Largest makers of Horse Clippers in the world.

SEND FOR PRICE LIST AND TERMS.

To be obtained from all the principal Jobbers throughout the Dominion.

THE AUER GAS LAMP

"Turns night-time into day-time"

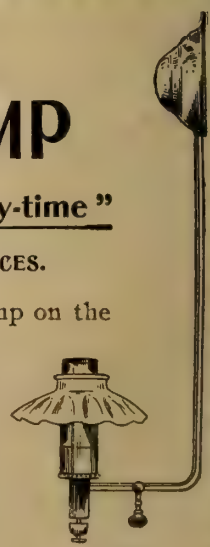
NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.



No. 25
100 Candle Power.

Do you want the Agency for it?

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

John Bowman

HARDWARE & COAL CO.

LONDON, ONT.

Our stock of goods for the fall trade is now complete, and we can fill all orders promptly on the following lines :

Wire, Nails, Cordage, Window Glass, White Lead, Paints, Whiting, Churns, Linseed Oil, Spades and Shovels, Builders' Hardware, Guns and Sporting Goods. Finest stock in the Province of Cutlery.

Prompt Shipment. Prices Right.

Wire

Copper Wire

— FOR —

Telegraph, Telephone, Trolley and Transmission Lines.

Round, Square and Rectangular for Electrical Machines.

Plain Wire

Annealed,
Annealed and Oiled,
Tinned, Coppered,
Wire Nails, Bright Goods,
Wood Screws, Jack Chain,
"Crescent" Hat and Coat Hooks, Poultry Netting,
Barrel, Blind and Bed Staples.

Brass Wire

of all kinds and for all purposes.

Galvanized Wire

Barb Wire, Plain Twist,
Galv'd Fence Staples.

Manufactured by

The Dominion Wire Manufacturing Co., Limited

MONTREAL AND TORONTO.

HEAD OFFICE New Coristine Building, St. Nicholas Street, MONTREAL.

Long Distance Phones to all Departments.

PROPRIETORS, PATENTEES AND MANUFACTURERS,

The World's Manufacturing Co.,

66 and 68 Victoria St., LONDON, S.W.

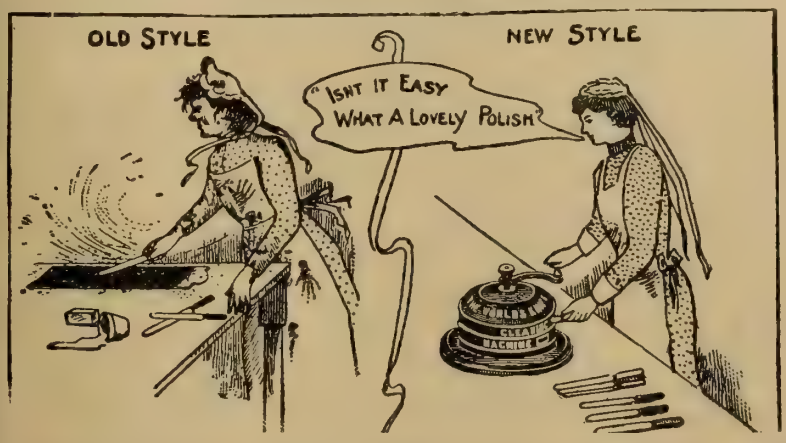
IT makes no dust.
IT will clean every sort and size of knife.
IT does not injure the knives or handles.
IT has no centre spindle through the discs.
IT will easily clean at the rate of over 300 knives per hour.
IT feeds itself with powder.
IT can be easily taken to pieces and put together again.
ITS parts are interchangeable.
IT is indispensable in every home.

IT is the simplest and best of all knife cleaners.
IT does away with the most objectionable work a servant or housewife has to do.
IT makes quite a nice occupation.
IT does away with excuses for dirty knives.
IT is handsomely plated in electro copper.
IT is an ornament to any kitchen.
IT is the most perfect Knife-Cleaning Machine.
IT is within reach of all.

Weight, about 12 lbs. **Size, 11 in. x 11 in., 7½ in. high.**

25,000 SOLD IN ENGLAND ALONE LAST YEAR.

(Patented at Home and Abroad)



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ENGLISH MAKE THROUGHOUT.

Special Prize Medal at Food and Cookery Exhibition, London, 1901.

Show Cards free.

For Public Institutions and the Home.

Complete in wood box with directions and tin of polish.

Highest award, Special Gold Medal, Military Exhibition, London, 1901.

Advertising Matter free.

Proprietors, Patentees and Manufacturers, **The World's Manufacturing Co.,** 66 and 68 Victoria St., LONDON, S.W.

Sole Wholesale Agents for the Dominion, DECATUR, BULL & CO., 30 Hospital St., MONTREAL.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

HARDWARE.

Montreal, September 26, 1902.

DURING the week, the market in general hardware has been marked by a continued activity, and both manufacturers and jobbers report a brisk demand. There continues to be an active inquiry for such seasonable articles as cow ties, lanterns, cant hooks, weather strips, axes, etc. Skates, hockey sticks, and cutlery, as well as all fancy lines, are moving very well in anticipation of the Christmas season. Harvest tools for delivery in 1903 have been reduced. The discount on scythe snaths has been changed to 40 per cent. off for 1903 delivery.

BARB WIRE.—This moves slowly, as is usual at this time of the year. There has been no change in the price, which is now $3 per 100-lb. keg f.o.b. Montreal.

GALVANIZED WIRE.—In this article, but few orders are being received and the market is quiet under steady and unchanged prices, and quotations are as follows: Nos. 6, 7 and 8 gauge, $3.45; No. 9, $2.80; No. 10, $3.55; No. 11, $3.65; No. 12, $2.95; No. 13, $3.05; No. 14, $4.05; No. 15, $4.55; No. 16, $4.80; No. 17, $5.20; No. 18, $5.45.

SMOOTH STEEL WIRE.—Most lines are in poor demand. A fair amount of business, however, has been transacted in annealed hay wire. Our quotations now are as follows: Bright and annealed, $2.60 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras, per 100 lb., are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—There is no change to report in this market whatever. Trade continues quiet with the discount at 25 per cent. Net extras are: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c.; ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—There is little doing. Both wires are discounted at 62½ per cent.

FENCE STAPLES.—Very little demand is experienced for these and the market is quiet. Galvanized sell at $3.25 per 100-lb. keg and bright at $2.90 per 100-lb. keg. For packages of 25 and 50 lb. an extra of 25c. is charged.

WIRE NAILS.—A fair volume of business has been done during the week and the market is in a healthy condition. No price changes are reported. In small lots wire nails sell at $2.55 and in carlots, $2.50 f.o.b. Montreal, London, Hamilton, Toronto, Gananoque, Brantford, Windsor, Ont., St. John and Halifax.

CUT NAILS.—Trade in this line is still satisfactory and the market is steady at the following prices: In small lots, $2.45 and in carlots, $2.37½ per keg.

HORSE NAILS.—The market is active this week and a good fall and winter trade is looked for. The discounts are unchanged, and we quote as follows: "C" brand, 40, 10 and 7½ per cent. off; on "M" brand, "Oval," 57½ per cent.; "New City," 57½ per cent.; "New Countersunk," 66 2-3 per cent.; "Monarch" horse nails are discounted at 70 per cent.

HORSESHOES.—A good demand continues and a brisk trade is doing at the prices here quoted. No changes have been made, and our quotations are as follows: Iron shoes, light and medium, pattern, No. 2 and larger, $3.35; No. 1 and smaller, $3.60; snow pattern, No. 2 and larger, $3.60; No. 1 and smaller, $3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; featherweight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra. F.o.b. Montreal only.

SCREWS.—The demand is no more than moderate and nothing of importance has transpired on the market. The discounts are quoted as follows:

"Famous" Oil Heater vs. High-Priced Coal.

No person wants to start a fire in furnace or base-burner before cold weather gets fairly settled, and it is not necessary if a "Famous" Oil Heater is provided.

The high and almost prohibitive price of coal has paved the way for the sale of a large number of Oil Heaters in every district.

The "Famous" sells easily, and the first sale leads to many more.

Is easily carried from room to room, and so simple that a child can operate it.

Makes no odor whatever and throws out an intense heat at a cost of about one cent per hour.

Write for full particulars. Advertising matter free.

The McClary Manufacturing Co.,

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

"Everything for the Tinshop."

ENGLISH
GERMAN
BELGIAN
CANADIAN
AMERICAN
} PORTLAND CEMENTS.

FIRE
BUILDING
ENAMELLED
SILICA
MAGNESIA
} BRICKS.

DRAIN
CULVERT
} PIPES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents

Drummond, McCall & Co.
or to MONTREAL, QUE.
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—No further change in price has occurred this week. The market is not active, the heavy demand being over for the season. Our quotations are now as follows: Manila, 15c.; British manila, 13c.; sisal, 12½c. lathyarn, 11½c. Prices on binder twine are as follows: Blue Ribbon, 650 feet to the pound, 15c.; Redcat, 600 feet to the pound, 14c.; Tiger, 550 feet to the pound, 13c.; Standard, 500 feet to the pound, 11½c.; sisal, 500 feet to the pound, 11½c. Prices are subject to a rebate of ¼c. in carload lots.

RIVETS AND BURRS.—There is not much doing. The market has developed no new phase, The discounts are: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

BOLTS.—In this line the movement continues only fair. The discounts are: Norway carriage bolts, 55 per cent.; common, 50 per cent.; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 per cent.; coach screws 66 2-3 per cent.; sleigh shoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼ per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

BUILDING PAPER.—Orders for building paper have been on the increase during the past week, many merchants buying for fall and winter interior work and business is reported fair. There are no quotable changes, and we quote: Tarred felt, $1.70 per 100 lb.; 2-ply ready roofing, 85c. per roll; 3-ply, $1.10 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O K and I X L, 65c. per roll; heavy straw sheathing, $30 per ton; slaters' felt, 60c. per roll

SCREEN WIRE CLOTH.—This is dull and is quoted at $1.37½ per 100 square feet.

POULTRY NETTING.—There is but a very light demand for this article. The discounts on Canadian and English netting are as follows: 50 and 10 per cent. off on 2 x 2 mesh, 19 wire, and 50 per cent. off on 2 x 2 mesh, heavier. Canadian list used.

HARVEST TOOLS.—Some improvement is noted in this market, a number of orders having been received for future delivery. The discount for 1903 delivery is 60 and 10 per cent., instead of 60 per cent., as at present.

FIREBRICKS.—These move along fairly well, the market showing a gradual improvement. There have been no changes in the prices. We quote: $16 to $22 for English and $17 to $22 for Scotch per 1,000.

CEMENT.—This is quiet and no material change is reported on the market. We quote: Canadian cement, $1.90 to

A. C. LESLIE & CO.

HEADQUARTERS FOR

Sanderson's Tool Steel
Merchant Bar Steel
Bar, Band and Hoop Iron
Steel Sheets and Plates
Structural Steel, etc., etc.

Import orders for wholesale buyers only.

509-512 Merchants Bank Building,
MONTREAL.

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PUMP IS THE McDOUGALL STANDARD.

No other pump can equal it for efficiency.

The designs are right up to date and are nice to look at.

The pumps are made to wear and to satisfy the purchaser.

The dealer will find McDougall Pumps the ideal for him to handle. He takes no risk in selling them, for if they are not as represented by us we want to know about it, and will make good the deficiency.

The R. McDOUGALL CO., Limited,
Write to-day for catalogue. GALT, ONT.

Pig Tin.

"Boustead & Co's" Penang
"Straits"
"Lamb and Flag"

Copper —"Lake"
—"MA"
Galvanized Sheets.

ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN
OPEN HEARTH STEEL.

Are you having trouble with your customers coming back complaining about the quality of the Varnish you sold them ?

IF SO, GET SOME

"ELASTILITE" VARNISH

And sell it to them next time and watch results
In tins only, from ½ pint to 1 gallon.
Satisfaction guaranteed or money back.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED

Toronto, Ont., Canada.

Canadian Agents for Buehne's "Red, White and Blue" Brand Steel Wool.

Confidence

in the paint on your shelves is better than a ton of advertising matter distributed around your town to induce your customers to buy an inferior preparation classed as Pure Mixed Paint.

"Ark Brand" Paint

is sold on its merits and has the confidence of its users, which is a lasting advertisement.

If you wish to build up a permanent paint trade write for agency now, if we are not represented in your town.

Manufactured by

THE FRANCIS-FROST Co. Limited

TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler.

$2.25 ; German, $2.20 to $2.30 ; English, $2.15 to $2.25 ; Belgian, $1.70 to $1.95 per barrel ex-wharf, and American, $2.10 to $2.20 ex-cars.

SPORTING GOODS.—The market is very active, all jobbers reporting an excellent business. Prices are unchanged. Our quotations are as follows : Empty : Canadian, 25 per cent.; American, 10 per cent. advance on list. Loaded: "Trap," 30 per cent.; American, 30 per cent. "Leader" and "Ideal," smokeless brands, $37\frac{1}{2}$ per cent. Brass shot shells, Dominion, 55 per cent.; American, 40 per cent. Primers, Dominion, 30 per cent. ; American, $1.60 per 1,000.

SNOW SHOVELS.—These are moving out rapidly. No special feature characterizes the market, and our quotations are as follows : "Habitant," $2.25 to $2.40 ; "Victor," 30 per cent. off ; steel railroad shovels, 40 and 5 per cent. off.

FIRE SHOVELS.—A good trade continues in this line. We quote as follows : No. 70, $38\frac{1}{2}$ to 40c. per dozen ; No. 55, 55 to 60c.; No. 57, $82\frac{1}{2}$ to 90c.; No. 60 $82\frac{1}{2}$ to 90c.; No. 65, $1.37½ to $1.45 ; No. 80, 50 to 55c.; "Duplex," No. 7, $1.21 ; No. 9, $1.52 ; No. 11, $1.82.

METALS.

The only quotable change this week is in ingot copper, which is lower. In other metals prices have been steady, though tinplates continue somewhat weak. Heavy arrivals of Canada plate and sheet iron have placed jobbers in a better condition as regards these lines.

PIG IRON.—The market continues very firm with a heavy movement and an unabated demand. We quote : Canadian, $18.50 to $19 and Summerlee, $21.50 to $22.

BAR IRON.—There is a good trade doing at unchanged prices. We quote $1.95 to $2 for merchants' bar and $2.20 for horseshoe iron.

BLACK SHEETS.—Trade continues fair. Supplies have increased considerably on the local market. Quotations follow: 28 gauge, $2.65 ; 26 gauge, $2.60 ; 20 to 24 gauge, $2.50 and 8 to 20 gauge, $2.50.

GALVANIZED IRON.—This is moving out fairly well at unchanged prices. We quote : No 28, Queen's Head, $4.40 ; Apollo, $10\frac{3}{4}$-oz., $4.40 ; Fleur de Lis, $4.15 ; Comet, $4.25 ; "Bell" brand, $4.30. For less than case lots 10c. extra is charged.

INGOT COPPER.—This is quoted $\frac{1}{2}$c. lower this week, the price now being $13\frac{1}{2}$c. The market is not active.

INGOT TIN.—There has been no further change in price. Straits is quoted at 30 to 31c., with a fair trade doing.

PIG LEAD.—A number of orders have been placed this week. The price is $3.25.

LEAD PIPE.—A moderate inquiry prevails. Composition and waste sell at 8c. and ordinary at 7c. The discount is $37\frac{1}{2}$ per cent.

IRON PIPE.—The demand is no more than fair and nothing of importance has transpired on the market, which is steady. Our quotations are as follows : Standard pipe per 100 feet, in lengths under 19 feet : Black, $\frac{1}{4}$, $2.40 ; $\frac{3}{8}$, $2.65 ; $\frac{1}{2}$, $2.85 ; $\frac{3}{4}$, $3.65 ; 1-in., $5.20 ; $1\frac{1}{4}$, $7.35 ; $1\frac{1}{2}$, $8.95 ; 2-in., $12.55. Galvanized, $\frac{1}{4}$, $3.20 ; $\frac{3}{8}$, $3.45 ; $\frac{1}{2}$, $3.85 ; $\frac{3}{4}$, $5 ; 1-in., $7.20 ; $1\frac{1}{4}$, $10.05 ; $1\frac{1}{2}$, $12.20 ; 2-in., $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows : Black, $\frac{1}{2}$, $4.20 ; $\frac{3}{4}$, $5.25 ; 1-in., $7.55 ; $1\frac{1}{4}$, $10.55 ; $1\frac{1}{2}$, $12.75 ; 2-in., $17.60. Galvanized, $\frac{1}{2}$. $5.20 ; $\frac{3}{4}$, $6.65 ; 1-in., $9.55 ; $1\frac{1}{4}$, $13.25 ; $1\frac{1}{2}$, $16 ; 2-in., $21.90. For threads and couplings 5 per cent. is added.

TINPLATES.—These are still easy on the English market, though no quotable change is reported. Locally, there is a fairly good demand, and business is done on a basis of $4.75 to $5.25 for charcoals and $4.25 for cokes.

STEEL.—Business is fairly brisk at the prices here quoted : Sleighshoe, $2.05 ; tire, $2.20 ; bar, $2.05 ; spring, $2.85 ; reeled machinery, $2.75 ; toecalk, $2.70.

CANADA PLATES.—Heavy arrivals are reported this week and whatever scarcity existed in some lines has been entirely relieved. Quotations are as follows : 52's, $2.70 to $2.80 ; 60's, $2.85 to $2.90 ; 75's, $2.80 to $2.85 ; full polished, $3.75, and galvanized, $4.25 to $4.35 ; galvanized, 60's, $4.45 to $4.55.

SHEET STEEL.—This moves along as usual with no new feature to note. Our quotations are as follows : Nos. 10 to 20, $2.50 ; 3-16, $2.50 ; $\frac{1}{4}$, 5-16 and $\frac{3}{8}$, $2.40.

TOOL STEEL.—Jonas & Colver's "Air Hardening" steel has been advanced by 10 to 15c. Other brands are unchanged. Our quotations are as follows : Black Diamond, 8c.; Sanderson's, 8 to 12c., according to grade ; Jessop's, 13c.; Leonard's, $7\frac{1}{2}$c.; Jonas & Colver's, 8 to 15c. ; "Air Hardening," 45 to 60c.

TERNE PLATES.—The market is quiet. We quote $7.50.

COIL CHAIN.—There is no improvement as yet and trade is quiet and fea-

tureless. Quotations are as follows : No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼-in., 7¼c. per lb.; 5-16, $5 ; 5-16 exact, $5.25 ; ⅜, $4.25 ; 7-16, $4.05 ; ½, $3.95 ; 9-16, $3.85 ; ⅝, $3.55 ; ¾, $3.50 ; ⅞, $3.45 ; 1-in., $3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC.—We quote $5.85.

ANTIMONY.—This is unchanged at 10c.

ZINC SPELTER.—The market is quiet The price is 5c.

SOLDER.—The market is steady and unchanged under a good demand. We quote bar solder, 20c. and wire, 18c.

PAINTS AND OILS.

During the past week business in all seasonable lines has been good and manufacturers are well employed. The demand for white lead has been very brisk, and prices are well maintained. Turpentine is strong both on the Southern market and locally at present figures ; if no reaction sets in at the South, local dealers may have to advance prices. Linseed oil is quiet but irregular. The usual fall activity has commenced in putty, and a good demand is expected from now until the close of navigation. We quote :

GROUND WHITE LEAD.—Best brands, Government standard, $5.15 to $5.25 ; No. 1, $4.77½ to $4.87½ ; No. 2, $4.40 to $4.50 ; No. 3, $4.02½ to $4.12½ ; No. 4, $3.65 to $3.75, all f.o.b. Montreal. Terms, 4 months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5.25 in casks ; kegs, $5.50.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote : Bulk, in bbls., $1.90 per 100 lb.; bulk, in less quantity, $2.05 ; bladders, in bbls., $2.25 ; bladders, in 100 or 200-lb. kegs or boxes, $2.40 ; in tins, $2.55 to $2.65 ; in less than 100-lb. lots, $3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50 ; in 100-lb. kegs, $4.75 ; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25 ; kegs, $4.50, and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c. ; less quantities, 5½c.; flake litharge, casks, $5.25 ; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 75c.; boiled, 78c. In 5 to 9 bbls., 1c. less. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gal. advance.

TURPENTINE.—Single barrels, 70c.; 2 to 4 barrels, 69c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45 ; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.45 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PARIS GREEN.—Petroleum, bbls., 16¾c. per lb.; arsenic kegs, 17c.; 50 and 100-lb. drums, 17½c.; 25-lb. drums, 18c.; 1-lb. packages, 18½c.; ½-lb. packages, 20½c.; 1-lb. tins, 19½c.; ½-lb. tins, 21½c. f.o.b. Montreal. Terms : 3 per cent. 30 days, or four months from date of delivery.

For Yourself

you choose reliability and endurance when it comes to building.

Choose the same for your Customers.

Then you are certain of harmonious conditions and ever-increasing sales and prestige.

We make every conceivable need in Sheet Metal Building Materials—honest, capable goods give the acme of artistic effect, as well as enduring reliability.

With our lines in stock, you'll never have an apology to make to your patrons.

Consider—these things count for much.

Metallic Roofing Co., Limited

TORONTO. MONTREAL. WINNIPEG.

SCRAP METALS.

The market shows no material change, except in heavy copper and wire, which is quoted ½c. lower. The demand for copper or brass is very small, although higher prices are obtained in the United States markets. We quote as follows : Heavy copper and wire, 10c. per lb.; light copper, 8c.; heavy red brass, 10c.; heavy yellow, 8¾c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2¼c.; iron No. 1, wrought, $15 ; No. 2, $7 per ton ; machinery scrap, $16 ; stove plate, $12 ; malleable and steel, $5 ; mixed country rags, 60 to 70c. per 100 lb. ; old rubbers, 6¼ to 6½c. per lb.

GLASS.

The market is quiet, business being confined to small orders for immediate requirements. Our quotations are as follows : First break, 50 feet, $2.10 ; second, $2.20 for 50 feet ; first break, 100 feet, $4 ; second break, $4.20 ; third break, $4.70 ; fourth break, $4.95.

HIDES.

Deliveries of hides have been arriving more freely during the past week and the market is in a good condition. Trade is fairly good. We quote as follows : No. 1 hides, 10c.; No. 2, 9c.; No. 3, 8c. Calfskins, 10 to 12c. ; lambskins, 50c.

MARKET NOTES.

The discount on scythe snaths is 40 per cent. for 1903 delivery.

Jonas & Colver's "Air Hardening," tool steel is 10 to 15c. higher.

Harvest tools, delivered in 1903, are discounted at 60 and 10 per cent.

ONTARIO MARKETS.

Toronto, September 26, 1902.

HARDWARE.

ALL fall lines of hardware are in active demand and the market is in a good, healthy condition. Large orders keep coming forward for stove pipes, stove boards, and similar articles. Stoves, ranges and furnaces are moving out freely. Sporting goods, such as guns, rifles and loaded shells are very much in demand this fall, and building paper is moving out in large quantities to various parts of the country. The approach of the cold weather is causing builders to hurriedly complete their work, and this is causing a big business in builders' hardware. Harvest tools are active on future account, and to meet the prices quoted by a United States importer, prices here have been reduced an extra 10 per cent. Some jobbers were cutting the prices of poultry netting, and so a general change has been made in the prices of 2-inch mesh, 19 w.g., which are now quoted at 60 to 60, 10 and 5 per cent. discount. The old discount was 50 and 5 to 50 and 10 per cent.

BARB WIRE.—No business of any account has been done in this line, and we quote : $2.65 in carlots and $2.77½ for less than carlots f.o.b. Cleveland. From stock, Toronto, $3.

GALVANIZED WIRE.—The demand for this wire is quiet. We quote : Nos. 6, 7 and 8, $3.50 to $3.85 per 100 lb., according to quantity ; No. 9, $2.85 to $3.15 ; No. 10, $3.60 to $3.95 ; No. 11, $3.70 to $4.10 ; No. 12, $3 to $3.30 ; No. 13, $3.10 to $3.40 ; No. 14, $4.10 to $4.50 ; No. 15, $4.60 to $5.50 ; No. 16, $4.85 to $5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at $2.52½ in less than carlots and 12c. less for carlots of 15 tons.

FINE STEEL WIRE.—Trade in fine steel wire is principally confined to stovepipe wire, which is fairly active. The discount is 25 per cent.

SMOOTH STEEL WIRE.—The volume of trade in this line is small and the prices are unchanged. The base price is quoted as follows : $2.60 per 100 lb. Oiling, 10c.; coppering, 60c., and tinning, $2 per 100 lb. extra. Delivery points Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS.—A fairly good trade is reported in this line. Quotations are as follows : Wire nails, in carlots, $2.50 and in less quantities, $2.55. The delivery points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—Trade in these is of a light nature. We quote $2.45 per keg and $2.37½ in carlots.

HORSE NAILS.—The demand for horse nails keeps up well and the manufacturers are rushed to fill orders. We quote the discounts as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "M" brand, 50, 10 and 5 per cent.; "Monarch," 60 2-3 per cent. "Countersunk" head, 60 per cent.

HORSESHOES.—The volume of business continues heavy and the market is strong and unchanged. We now quote: Iron shoes, No. 2 and larger, light, medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—There is still a surplus of orders for screws on the local market, which the manufacturers are unable to fill, as they still are hampered by a scarcity of raw material. The discounts are as follows: Flat head bright, 87½ and 10 per cent. discount; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent., and flat head bronze, 70 per cent.

RIVETS AND BURRS.—No change is reported in the situation in these and the prices are unchanged. The discounts are as follows: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—There is a strong and active market for these, with a scarcity of supplies. Quotations are as follows: Carriage bolts, common ($1.00 list), 50 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3.00 list), 55 and 10 per cent.; machine bolts, all sizes, 50 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—Activity is the feature of the spade and shovel market. The discount is 40 and 5 per cent.

ROPE.—A small business is doing in rope. Quotations are as follows: Pure manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, single, 11½c.; double, 12c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per dozen.

HARVEST TOOLS.—A good many orders have been taken during the last week for harvest tools on future account. A United States manufacturer has been shipping quantities of these goods into Canada and offering them at prices below the basis quoted last week, so there has been a reduction all round. The discount now is 60 to 60, 10 and 5 per cent.

EAVETROUGH, ETC.—A good business continues in this article, and we quote as follows: Eavetrough, $3.10 per 100 square feet for 10-in., and conductor pipe, $4 for 3-in. and $5.25 for 4-in.

BUILDING PAPER.—A good many orders are coming forward for building paper. Some lines, especially tarred sheathing, are a little scarce this week, owing to the fact that some manufacturers are out of tar. Our quotations are as follows: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll.

TINWARE AND ENAMELLED WARE.—Enamelled ware is experiencing a fair sorting-up demand, and, in tinware, a good many stovepipes, elbows, stoveboards, etc., are being sent forward to various parts of the country.

STOVES AND RANGES.—These are very active and the demand is greater than the supply. A number of furnaces are being sold also.

SPORTING GOODS.—Trade in sporting goods is heavy at present. There is a big call from the North and Northwest for guns, rifles, loaded shells, powder, shot, etc.

CEMENT.—The market for cement continues strong and unchanged, with a heavy inquiry. The manufacturers are still away behind with their orders and are taking scarcely any new ones. We quote: Canadian Portland, $2.40 to $3 and Canadian hydraulic, $1.35 up per barrel.

METALS.

The metal business in general is good and there is a strong tone to the market. Manufacturers, both in Europe and America, are nearly all sold out of supplies. On the local market there has been acutely felt a scarcity of bar iron, and it has been almost impossible to get some sizes. The outside spot tin market is weak, the demand is light and prices are still easing off. Futures are firm. Copper in New York is dull and unchanged, but is firmer in London, Eng. The iron market abroad is strong and there is no prospect of relief in the shortage of pig iron in the United States, as the fuel question there is still unsolved.

PIG IRON.—The demand for pig iron keeps up well and the market is strong and unchanged. In the United States there is no prospect of relief in the shortage of pig iron, the coal strike being yet unsettled. Prices at the furnaces are nominal at $23 for No. 1 and $22.50 for No. 2. Summerlee iron is quoted at $23 on track, Toronto, and English iron, $22 on track, Toronto.

STEEL BOILER PLATES.—The demand for these is fair and the prices are firm. We quote $1.80 for carload lots on track, Toronto.

STEEL RAILS.—Steam railway rails are quoted at $30 per ton and those for electric railways at $36.

TOOL STEEL.—An active market continues for tool steel and the prices are firm and unchanged. We quote as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 8 to 15c.; ditto, "Air Hardening," 30 to 50c.; Chas. Leonard's, 8 to 9c.; Park's "Silver," 12 to 14c.; Park's Special, 15 to 20c.

MILD STEEL.—The market is unchanged from last week.

SPRING STEEL.—This metal continues in active demand.

BOILER TUBES.—A fair demand keeps up for these.

BAR IRON.—The local market is strong and unchanged. There has been a scarcity in some sizes during the week. Our quotations are as follows: $1.95 to $2.05 base. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb., 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS.—These are in active demand and prices are firm. We quote: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—A good business is being done in this line and prices are un-

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
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Steel Carriage and Wagon Jacks,
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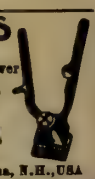
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NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
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Oneida Community Goods
HALTERS, COW TIES SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT.

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STANDARD.
The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.

Dundas Axe Works, Dundas, Ont.
W.L. Haldimand, Jr., Eastern Agent, Montreal.

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DOMINION WORKS, PORT HOPE, CANADA.

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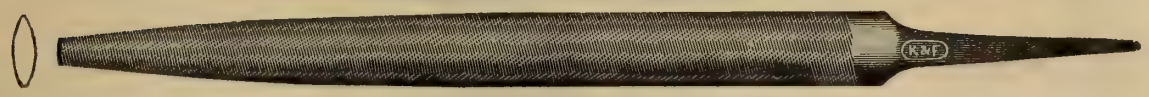

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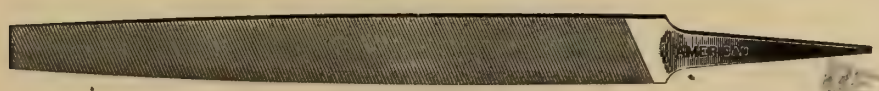
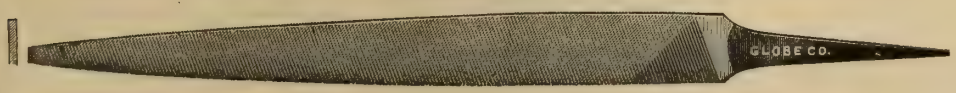


ARCADE BRAND

GLOBE BRAND



The largest manufacturers in the world.

We manufacture the well-known brands of Cast-steel Files and Rasps shown herewith, all of which are warranted for high-class material and superior workmanship.

Our goods are now so'd in the four quarters of the globe, command the highest prices, and have won for themselves an enviable reputation, acquired as the result of many years' experience.

Walter Grose, Montreal,

Selling Agent for the Dominion of Canada.

One or other of the above brands may be purchased from prominent Hardware Merchants throughout the Dominion who carry an assorted stock.

changed. There are shortages in some sizes. We quote: All dull, $2.90 to $3; half-polished, $3 to $3.10, and all bright, $3.75 to $3.85.

GALVANIZED SHEETS.—A good business continues doing in galvanized sheets. Quotations are as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 29 gauge; Bell brand, $4.30 for 28 guage; Gordon Crown, $4.50 for 28 gauge.

TIN.—Some business is doing in tin in small lots. The weakness on the outside markets has been marked. We quote $32 to $33 per 100 lb.

TINPLATES.—These are in better demand this week. We quote: Charcoal, $4.75 to $5 per box and cokes, $4.25.

COPPER.—This metal is in fair demand. We quote: Ingot copper, $13.50 per 100 lb and sheet copper, $22 to $23.

BRASS.—No change is reported in this market. The discount is 15 per cent.

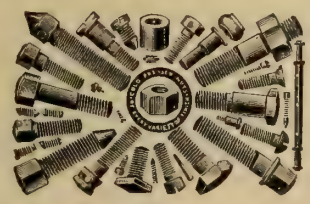
PIG LEAD.—There has been an improvement in the demand for pig lead. We quote: Pig lead, $3.50 and bar, $3.75.

IRON PIPE.—The local market for iron pipe continues strong and active, and our quotations are as follows per 100 ft.: ¼-in., $2.40; ⅜-in., $2.65; ½-in., $2.85; ¾-in., $3.65; 1-in., $5.20; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; galvanized, 1-inch, $7.20. Trade discount is 4 per cent. for carlots.

ZINC SPELTER.—A small business has been done in this article during the week. We quote 5 to 6c. per lb.

ZINC SHEETS.—These have been fairly active. We quote: Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER.—A good business keeps up in solder.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

THE CELEBRATED

NATIONAL CUTLERY CO. SHEARS

Acknowledged the best and fully warranted. Not connected with any Shear Combination.

Tailors' Shears
Trimmers
Ladies' Scissors
Barbers' Shears
Tinners' Snips

DECATUR, BULL & CO., Sales Agents MONTREAL.

ANTIMONY.—This metal is in moderate demand. We quote $9.50 per 100 lb.

PAINTS AND OILS.

The continued stiffening of turpentine is still the main feature of the paint and oil market. During the past week three successive rises have taken place in the primary markets of the South, and an advance of 2c. on last week's market has occurred here, with still a higher advance probable. The market, otherwise, is steady, and shows more firmness than a couple of weeks ago. The general demand keeps up and is likely to be maintained all through the fall. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $5 to $5.25; No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½.; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. pkgs.; genuine dry white lead in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $5 to $5.12½; ditto, in kegs of 100 lb., $5.50; No. 1, in casks of 560 lb., $4; ditto, kegs of 100 lb., $4.50.

LITHARGE.—Genuine, 6 to 6½c.

ORANGE MINERAL.—Genuine, 7½ to 8c.

WHITE ZINC.—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in casks, $6.00.

SHINGLE STAIN.—In 5-gal. lots, 60c. to $1.20 per gal.

BENZINE.—In barrel lots, 18¾c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35c.; in less than cases, 40c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35; white, $2.35 to $2.45 per gal.; in less quantities 10c. extra.

PUTTY.—Bladders, in bbls., $2.25; bladders, in 100-lb. kegs, $2.40; bulk in bbls., $1.90; bulk, less than bbls. and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.90.

PLASTER PARIS.—New Brunswick, $2 per bbl.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls., and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gal.; No. 1, $1.10 per gal.

CASTOR OIL.—English, in cases, 9½ to 10c per lb. and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 barrels, 77c.; boiled, 80c.; 3 to 5 barrels, raw, 76c.; boiled, 79c.; 6 to 9 barrels, raw, 74c.; ; boiled, 77c., delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 73c.; 2 to 4 bbls., 72c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

The demand for window glass, as is usual at this season of the year, has increased considerably. The demand in other kinds is also good. Quotations are as follows: Under 26 inch, $4.45; 26 to 40 in., $4.65; 41 to 50 in., $5.10; 51 to 60 in., $5.35; 61 to 70 in., $5.75; 71 to 80 in., $6.25; 81 to 85 in., $7; 86 to 90 in., $7.75. Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days. Discount off pane price list, 40 per cent.

OLD MATERIAL.

The demand for old material continues good. New copper is still weak. As yet, zinc has not altered. Brass, owing to the weakness of the copper market, has dropped a little. We quote: Heavy copper and wire, 10c. per lb.; light copper, 8c. to 8½c. per lb.; heavy red brass, 9½c.; heavy yellow brass, 8 to 8½c.; light brass, 5c to 5½c.; lead, 2¼ to 2½c.; scrap zinc, 2½ to 2¾c.; iron, No. 1 wrought, $12 per net ton; No. 2 wrought, $6; machinery cast scrap, $13 to $14; stove plate, $10; malleable and steel, $6 to $6.50; old rubbers, 5 to 5½c. per lb., and country mixed rags, 50 to 60c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES.—Buying in hides continues fair. In green hides there is an advance of ½c. With this exception quotations are the same as last week. We quote: No. 1 green, 8½c. No. 2 green, 7½c. No. 1 green, steers, 9c.; No. 2 green, steers, 8c.; cured, 8½ to 9c. per lb.

SKINS.—Prices are steady and the demand is fair. We quote as follows: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings, and lambskins, 50c.

WOOL.—Wool continues quiet at the same quotations. We quote: Fleece wool, 13½c. and unwashed, 7½c.

TALLOW.—Prices are still weak at 6¾c. to 7c. per lb.

SEEDS.

There is still little moving in the seed market save alsike, and this, owing to the bad weather during the alsike harvest, is frequently inferior in quality. The movement is chiefly confined to outside points. Timothy is also on the market in small quantities. We quote as follows: Alsike, $6 to $6.25 per bushel; timothy, $1.50 to $1.75 per bushel. The prices are higher for extra fine grade seed.

COAL.

As anthracite coal is just now out of the question, the dealers are obtaining large shipments of bituminous coal. The washed nut coal, which is now largely replacing the anthracite, is quoted at $5.30, while the Ohio lump coal, for furnace use, is selling at $5.50.

PETROLEUM.

The demand for petroleum continues good. Our quotations are now as follows: Pratt's Astral, 17 to 17½c. in bulk (barrels extra); American water white, 17½ to 18c. in barrels; Photogene, 17 to 17½c.; Sarnia water white, 16 to 17c. in barrels; Sarnia prime white, 15 to 15½c. in barrels.

GASOLINE.

We quote: Gasoline, ordinary, 21¼c. and engine, 22¼c. f.o.b. Toronto.

MARKET NOTES.

Turpentine has been advanced 2c. per gallon.

The discount on harvest tools has been changed from 60 per cent. off to 60 to 60, 10 and 5 per cent. off the list.

The discount on poultry netting, 2-inch mesh, 19 w.g., has been changed from 50 and 5 to 50 and 10 to 60 and 60 and 10 per cent. off the list.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

AD-WRITER AND MANAGER seeks position with manufacturing or retail firm in Eastern Canada. Fluent French, Accountant and Typewriter. For full particulars, address "Ad-writer," at offices of this paper, Montreal or Toronto. (36-4)

WANTED — HARDWARE MERCHANTS to handle Solarine Metal Polishes. Our product is best by test and used by thousands. Try it and be convinced. We have a liberal proposition to make to a good man in every town. Address Solarine Depot, Toronto. (38-4)

Manufacturer's Agent Wanted

to represent manufacturers of Knife-Cleaning Machines having a ready sale. Apply—

THE SHEFFIELD ENGINEERS, Limited,
(39-3) Sheffield, England.

AGENT WANTED

to sell up-to-date Gas and Oil Engines. Apply with full particulars of connection, etc.

Box 15, HARDWARE AND METAL MERCHANT,
(39-3) 109 Fleet Street, London, E.C.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

HELP your customers

to save fuel by supplying

The "PRESTON" RADIATOR

In this Radiator we have combined Artistic Appearance, Great Heating Surface, Simplicity and Low Cost.

It is a heater which at once appeals to the good judgment of a purchaser, as there are no complicated parts, it is easily cleaned, has no parts to get out of repair, and its vast heating surface is plainly visible.

A customer can estimate just what he is getting when he buys a "Preston" Radiator. It is not necessary to sell them on approval.

The damper, when set horizontal, fills the space between the tubes and compels all the products of combustion to pass out between tubes and circle about the outer shell.

The cold air enters tubes at bottom of radiator and escapes at top, creating a good circulation of air in any room where it is located.

It can be used on smoke pipe above stove or at floor in an upper room.

We Solicit Trial Orders.

The Metal Shingle & Siding Co.

Limited

Preston, Ont.

FILES.

WE ARE NOT IN THE TRUST.

Quality of our goods guaranteed and our discounts very liberal. A trial order solicited. Write for discounts.

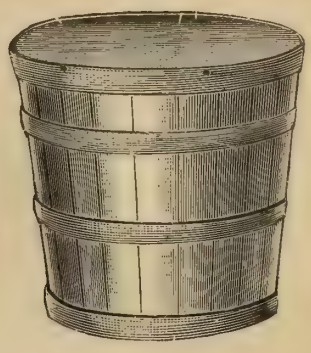
99 Niagara St., **TORONTO FILE CO.**

RASPS.

CANADIAN GOODS FOR CANADIANS.

"A good package adds much to the worth of the goods."

Cane's Newmarket Butter Tubs



are made from the best-selected spruce--wooden hooped--or welded steel wire hooped--corrugated--allowing for expansion or contraction, so that they keep in perfect condition.

If one of our representatives has not yet called upon you and you are in a hurry for these goods, telephone or telegraph us direct at our expense.

UNITED FACTORIES, Limited,

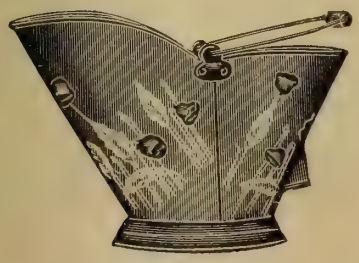
OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

Head Office: Toronto.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

ESTABLISHED 1860. INCORPORATED 1895.



COAL HODS

Lithographed and Decorated in Attractive Colors. . . .

Also Plain Black, Black with Gold Bands and Galvanized, Open and Funnel Mouth and Covered Back Hods.

Fire Shovels, Stove Boards,

Stove Pipes, Elbows, etc.

THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL.

HEATING AND PLUMBING

BUILDING PERMITS ISSUED.

TORONTO.

THE following permits have been issued in Toronto since last Wednesday: J. D. Kent, two-storey and attic brick and stone dwelling, No. 119 Macdonell ave., for $2,500; William Pudifin, pair semi-detached two-storey and attic brick and stone dwellings, on Dufferin street, for $3,200; also two-storey and attic detached brick dwelling, Dufferin street, for $2,000; A. Chisholm, pair semi-detached two-storey and attic brick dwellings, Delaware ave., $3,500; A. Nonnan, pair semi-detached two-storey and attic brick, stone and roughcast dwellings, Nos. 199-201 Albany ave., for $2,800; The Toronto Hardware Manufacturing Co., one-storey foundry and factory, brick and steel, Dufferin street, for $20,000; Jas. Burford, two-storey and attic brick dwelling, 1021 Bathurst street, for $2,700; H. H. Snyden, two-storey and attic brick residence, No. 25 Chicora ave., for $3,800; R. Peterkin, two-storey and attic brick dwelling, No. 472 Church street, for $3,000; J. S. Montgomery, for two pairs semi-detached, two-storey and attic brick dwellings, Nos. 549-555 Euclid ave., for $1,200; Toronto General Hospital, additional storey, brick, to women's pavilion, Gerrard street east, for $3,000; W. H. Knowlton, for four attached two-storey and attic brick and stone dwellings, Duchess street, $4,500; Jas. Green, pair semi-detached two-storey and attic, brick and stone dwellings, Daymar ave., for $3,000; All Saints' Church, one-storey, brick club building, corner of Wilton avenue and Sherbourne street, for $3,300; the Macpherson estate, two-storey brick dwelling, Macpherson ave., for $2,000; Walter Randall, two-storey and attic brick dwelling, Shaw street, for $1,600.

HAMILTON.

Permits have been issued to The International Harvester Company, Hamilton, Deering division, for the erection of the additional brick buildings for which contracts were awarded last week, to cost $80,000; to Rastrick & Sons, for a brick cottage on Arkledun ave., for G. Cook, to cost $800; and to R. Tope, for a brick dwelling on Bold street, between Pearl and Ray streets, for H. E. Elmer, to cost $1,700.

OTTAWA.

During the past week the following permits have been issued in Ottawa: Geo. Tomlinson, brick shop and dwelling, on Gladstone ave., $2,600; W. J. O'Connor, alteration to dwelling, Albert street, to cost $300; H. McKenney, brick-veneered dwelling, Maclaren street, $1,500; Lawrence Brennan, brick and ironclad dwelling, Redpath street, $650; W. E. Harris, frame dwelling, McKay street, $600; Thomas Dean, frame dwelling, Cambridge street, $800; Dey Bros., skating rink, on Gladstone ave., $3,500.

THE COST OF LABOR.

The following table, compiled by The New York Tribune, shows the increase in wages in New York for labor per hour, from 1869 to 1902:

	1869.	1879.	1902.
Bricklayers	34	30	60
Carpenters	34	20	56
Gasfitters	25	30	50
Hod carrier and other laborers	21	17	37½
Marblecutters	32	25	55
Marble polishers	20	17	44
Masons	34	30	65
Painters	27	25	44
Plasterers	39	30	62
Plumbers	27	30	50
Roofers	32	25	50
Stonecutters	34	30	55

EMPLOYES PRESENT WEDDING GIFT

AN evidence of the pleasant relations existing between master and man was given at the establishment of Blyth & Watt, plumbers and hardware merchants, corner of Bank and Somerset streets, Ottawa, the other evening. Mr. Watt, who was recently married and had just returned with his bride from a trip to New York, was made the recipient of a present, artistic in its appearance and valuable for its utility. It was a secretary, one of the most complete obtainable.

The presentation was made on behalf of the office staff and employes of the other departments by the foreman, E. C. Holloway. In a congratulatory address, reference was made to the pleasant relationship existing between employers and employes in the establishment. The kindly interest always shown by Mr. Watt was dealt with in appreciative terms. Assurance was given of the sincere wishes of the subscribers to the present for the future happiness of Mr. and Mrs. Watt. Warm applause marked the acceptance of the present by the former. In replying, he thanked his employes for their evidences of good-will and wishes. Dealing in turn with the happy relationship existing in the establishment, Mr. Watt abscribed to it much of the success of the business. He remarked that he always held his employes' interests in mind, and he was glad to know that they appreciated the fact. Mr. Watt afterwards received the individual congratulations of those present.

NEW COMPANY INCORPORATED.

Incorporation has been granted to Chas. Henry Worsnop, Halifax, England; Jas. W. Pike, Montreal; H. E. Hodgson, Cleckeaton, England; T. P. Howard, Montreal, and C. D. Gaudet, Montreal, as The Eclipse Lighting and Heating Company. The company has a capital of $200,000, and will carry on the business of general founders, metal turners, etc., besides going into the acetyloid and acetylene gas business.

PLUMBING AND HEATING CONTRACTS.

The Bennett & Wright Co., Limited, are furnishing the plumbing, heating and lighting for the new Salvation Army Training Home on Sherbourne street, Toronto.

Guest & Co., Toronto, will move on October 1 to larger and better lighted premises at 102 Church street, where they will still make the manufacture of water motors their specialty.

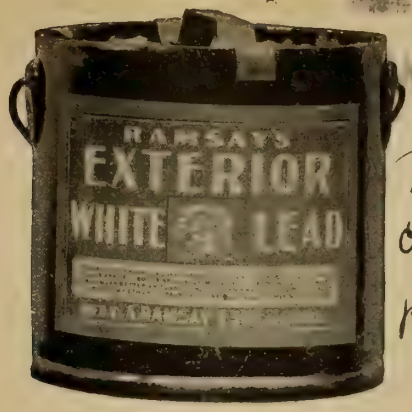
While few contracts are being closed in the plumbing line, the demand for job work is enormous, and plumbers, like other industrial employers, are complaining of difficulty in obtaining efficient workmen.

This week water motors are being shipped by Guest & Co. to Niagara, Hamilton and Brantford. Two are also being furnished for Toronto church organs. The same company have supplied a water motor for Wellesley Methodist Church, a boiler for Dr. Aikens residence, Queen street, and gas fitting for the dwelling of R. L. Johnson, Earl street.

PLUMBING AND HEATING NOTES.

The T. A. McLean Manufacturing Company, of Charlottetown, P.E.I., have secured the contracts for heating and plumbing Richard Grant's new residence, and for heating the house of Edward Kelly, Southport.

A. G. C. Simpson, grocer, boot, shoe and crockery dealer, Teeswater, Ont., has sold his grocery stock to J. G. McBeath.



IT STANDS ALONE.

Imitations in name, label or make, or attempts to class it with others, make no difference to

RAMSAYS EXTERIOR LEAD

When a painter uses it, he knows he has a good thing. If you have not tried it, why not have it along for Fall trade? Take a look at our handsome little booklets which we give you to hand to the painters. They are "convincers" and bring you business.

A. RAMSAY & SON, MONTREAL. ESTD. 1842. **PAINT MAKERS.**

Booth Copper Co., Limited

Cuts Copper and Brass

SHEETS—TUBES—RODS

to any size.

FULL STOCK ALWAYS ON HAND.
PROMPT SHIPMENTS.

The BOOTH COPPER CO., Limited

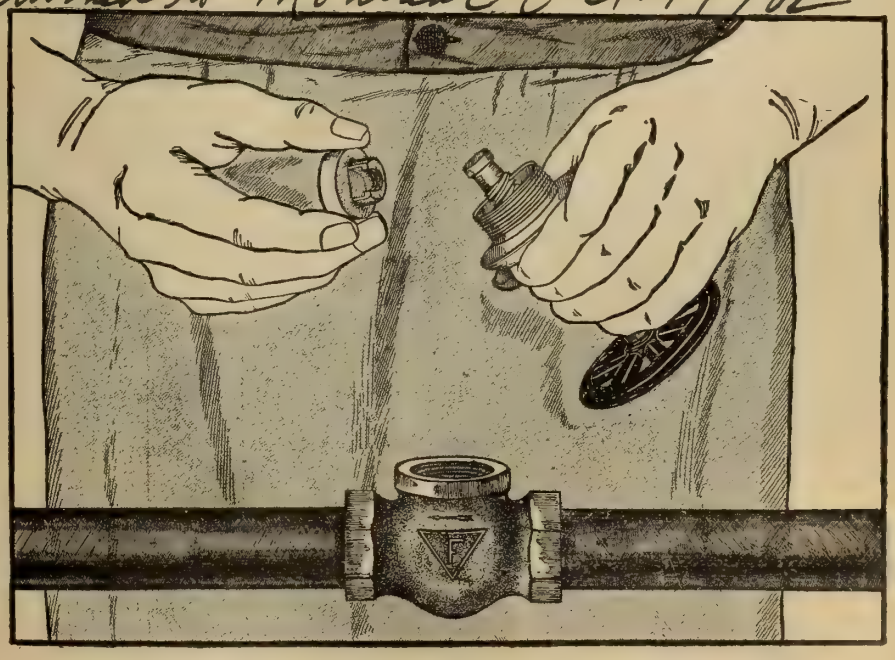
119-123 Queen St. East,

TORONTO.

Fairbanks Renewable Asbestos Disc Valve

These Valves are specified by the leading architects in Canada and the United States for high-grade work.

Send for Catalogue and Prices.



INSERTING A NEW DISC.

The Fairbanks Company

Montreal. **Vancouver.**

THE CANADA FOUNDRY CO.

THE most conspicuous exhibit, perhaps, in machinery hall at the recent Industrial Exhibition at Toronto, was that of The Canada Foundry Co., which occupied a space extending along the entire side of the west end of the building.

Behind snow-white columns was an elaborate display of the products of the company, containing an exhibit of water and gas, cast-iron pipe, elbows, T's, and special castings, hydrants, valves, valve-boxes, stop-cock boxes, combination and single-drinking fountains, and many other special manufactures of this company.

An interesting feature was a freight-car truck, one of an order of 100, for the Canada Northern Railway; and another object of interest was a sample of the great forges, part of the equipment of the new forge shop at Toronto Junction. There were also samples of structural steel, and an automatic cold-pressed nut machine in operation, this machine being the only one of its kind in Canada. An automatic screw machine, making three by one-half (3 x ½) cap screws also attracted much attention.

The company had also an extensive display of ornamental iron work, including a large bronze tablet for the Canadian Bank of Commerce, and a section of iron dado work for the Montreal office of The London, Liverpool and Globe Insurance Company, this being part of a contract amounting to $50,000, recently obtained by the company.

There were also shown several samples of their well-known wrought iron fences, and the entire exhibit was enclosed with the popular design No. 110.

A prominent feature of this portion of the exhibit was a heavy wrought-iron gate made for John Penman, of Paris, Ont. The entire corner section of the exhibit was devoted to the display of wrought-iron fire dogs, fenders and screens, which were all of modern design and remarkably strong and well made.

Upon an easel in the corner was displayed a sample board of hammered leaf work made by the artistic blacksmiths of the ornamental iron department. This class of work is being used to a very large extent by all the prominent architects for interior decoration, being seen in the recent designs for grills, railings, staircases, etc.

At night the exhibit was brilliantly illuminated by the latest type of enclosed arc lamps, manufactured by The Canadian General Electric Company.

Exhibit of The Canada Foundry Co., Limited, at the Toronto Industrial Exhibition.

HO FOR CHRISTMAS.

Among up-to-date merchants there is always a great effort to make a good display for the holiday trade. A great deal of attractiveness can be obtained in this line at a small outlay to the merchant by using the adjustable stand or table. It can be used as a table, or in five different positions as shelves, and is really indispensable to the progressive storekeeper. United Factories, Limited, Toronto, highly recommend these goods and cheerfully furnish any information regarding this splendid substitute for the old-fashioned counter.

THE POWER OF ADVERTISING.

In the hardware store of the well-known firm of Kerr & Robertson, wholesale and retail hardware jobbers, of St. John, N.B., may be seen a framed cut of two elephants telling a funny story. This was extracted several years ago from "Hardware and Metal" in connection with the advertising for liquid paints. The picture, which tells its own tale in a quiet but graphic way, is a silent but strong advertisement and is highly prized by the firm mentioned above. Only yesterday The Canada Paint Company had a request from a large hardware firm, which reads as follows:

Gentlemen,—We noticed in HARDWARE AND METAL a picture of a man with a very long arm. Could we have the use of this electro-plate for advertising?

It will be remembered that this was also an advertisement of The Canada Paint Company's which aupeared in this journal. It depicts a young man standing on his toes reaching out for trade. A good advertisement is well thought of and creates more than a passing interest.

THOS. BIRKETT & SON CO., Limited, Wholsale Hardware Merchants, **Ottawa, Ont.**

Barb Wire, **Hay Wire,** **Cut Nails,** **Wire Nails,** **Cordage,** **Glass,** **Etc.**	The Only Exclusive Wholesale Hardware Firm Between Montreal and Toronto.	**Tarred and Dry Sheathing,** **Tarred Felt,** **Rosin, Pitch,** **Chopping Axes,** **Broad Axes,** **Cross Cut Saws,** **Etc.**

A complete stock of Lumbermen's and Builders' Hardware always on hand. **A Trial Solicited.**

PRICES RIGHT. ASK FOR PRICES.

Where Moses was when light went out
Has been a question asked by some.
If he had known of "Pennoline"
Darkness to him would ne'er have come.

PENNOLINE was not in existence in Moses' time. It is a later-day oil, and to be in competition in this enlightened age it must be first class, and it is. Ask any dealer who is selling Pennoline if he don't find it the most satisfactory illuminating oil he ever handled. Then write us for full particulars.

THE UNION PETROLEUM CO. of Canada, Limited, TORONTO.

Branches—Vancouver, Winnipeg, St. John.

ATKINS HIGH-GRADE, CROSS-CUT **SAWS** ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS

E. C. ATKINS & Co., LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS.

Factories and Home Office: INDIANAPOLIS, IND., U.S.A. Write for Catalogue and Prices.

American Steel & Wire Co.

New York: Empire Building. **Montreal:** New York Life Building. **Chicago:** The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

C. HOWARD & CO., carriagemakers, etc., Pembroke, Ont., have assigned to Samuel Sutton.

Louis Frenette, tinsmith, Grand Mere, Que., has suspended business.

P. E. Forget, general merchant, Labelle, Que., is offering 60c. on the dollar.

Desforges, Desforges & Co., wholesale and retail hardware merchants, Montreal, have assigned.

Hooper & Stanley, general merchants, Louisburg, N.S., have offered to compromise at 40c. cash.

The creditors of J. A. Fomme, general merchant, St. Johns, Que., hold a meeting on the 26th inst.

The creditors of Alex. Nichol, general merchant, Roxton Pond, Que., held a meeting on the 22nd inst.

The business of Mrs. Chas. Reid, general merchant, Hartland, N.B., was closed by the sheriff under execution of judgment.

Olivier Arsenault, general merchant, Bonaventure River, Que., has assigned; Lefaivre & Taschereau are provisional guardians.

PARTNERSHIPS FORMED AND DISSOLVED.

Martyn & Hammette, contractors, London, Ont., have dissolved; E. Martyn continues.

Moon & Staples, agricultural implement agents, Orono, Ont., will dissolve partnership October 1, 1902.

The G. Hutchinson Co., general merchants, Alliston, Ont., have dissolved; Geo. Hutchinson continues.

SALES MADE AND PENDING.

D. V. McMillan, general merchant, West Branch, N.S., is advertising to sell out.

Henry Ball, general merchant, Thornton, Ont., is advertising his business for sale.

Thos. T. Watson, general merchant, Everett, Ont., is advertising his business for sale.

The stock of P. Morin, general merchant, St. Tite, Que., has been seized and is advertised for sale.

CHANGES.

E. J. Bittencourt, junk dealer, Victoria, B.C., has sold out.

M. J. Burns, harnessmaker, Toronto, has retired from business.

Henry Moss, tinsmith, Renfrew, Ont., has disposed of his business.

L. N. Beard & Co., manufacturers' agents, Montreal, have registered.

Joseph Carton, general merchant, Oustic, Ont., has removed to Fergus.

J. A. M. Pilon, hardware merchant, St. Henri de Montreal, has registered.

The National Syndicate Match Company, St. Raymond, Que., has registered.

David Annand, general merchant, Milford, Ont., has sold out to G. H. McFatridge.

Richard & Lamoureux, general merchants, Contrecoeur, Que., have registered.

A. W. Gay, carriagemaker, St. John, N.B., has sold out to The Lawton Co., Limited.

John Coughlin, hardware merchant, Mather, Man., has sold out to Hector McLean.

Sarah Kanter, general merchant, Sydney, C.B., has sold out to Benjamin Kanter.

Wm. Howard, general merchant, Baysfield, Ont., is selling out and removing to Toronto.

S. H. Northcott, general merchant, Hespeler, Ont., has sold out to Hahn & Company.

W. T. Van Antwerp, general merchant, Okanagan Landing, B.C., is succeeded by J. Taylor.

Ferris & Slocum, general merchants, Upper Jemseg, N.B., are succeeded by Slocum & Dykeman.

The Canadian Bank of Commerce is opening branches at Mossomin, N.W.T., and Neepawa, Man.

Grant Bros., hardware merchants, of Ottawa, have disposed of their Somerset street branch to W. T. Johnston & Co.

L. McBrine & Co., manufacturers of valises and trunks, Berlin, Ont., are succeeded by L. McBrine & Co., Limited; the transfer is to date from September 12, 1902.

FIRES.

George C. Gladman, sawmiller, etc., Carling, Ont., has been burned out.

W. E. O'Brien, saw and grist miller, Durham, Ont., has been burned out.

B. Lequime & Co., sawmill owners, of Grand Forks, B.C., have sustained loss by fire.

A. B. Greer, manufacturer of carriages, London, Ont., has sustained a small loss by fire; fully insured.

E. P. Charton & Co., departmental store, Montreal, had the stock in the St. Lawrence street store damaged by water; insured.

DEATHS.

Robert McLeod, lumber merchant, of Black River, N.B., is dead.

AMMUNITION CONTRACT.

The Colonial Ammunition Company of Melbourne, Australia, have received an order from the Commonwealth Defence Department for the supply of 10,000,000 rounds of .303 rifle ammunition, of which 9,500,000 rounds will be ball cartridge and 500,000 blank, to be delivered half the quantity by the end of the present year and the balance by June 30, 1903. The Federal Commonwealth states that the annual supply will shortly have to be increased to 17,000,000 rounds. The above is, of course, a purely Government contract, but, apropos "Shooting Irons" of all sorts, it may be as well to mention that shooting is one of our great national sports and the field for sporting rifles in Australia is a good one. Good English makes sell well, but are high-priced as a rule. American makes are not nearly so well represented as they might be and there is ample room for a good medium class of trade if the article was well advertised, worthy of merit, and would retail at 7 or 8 guineas.—Iron Age.

PAINTERS PERFECT WHITE LEAD

Manufactured by the Latest and most Approved Method, Securing Whiteness, Permanence, and the Greatest Covering Power.

This Lead is a new and scientific combination of materials which are in themselves perfect pigments, ground in pure refined Linseed Oil. It will be found on trial to be the whitest lead ever introduced, besides which it has great covering power, works well under the brush, and shows up tints sharp and clear. In thinning, it takes more Oil than any other Lead, and will, therefore, cover more surface. It will also wear better either on inside or outside work than any paint ever offered before.

THE CANADA PAINT COMPANY

LIMITED

Sole Manufacturers

MONTREAL and TORONTO

Special

Order early—

The demand all the season has been phenomenal and orders should reach us at once to be filled before the winter rates are in force.

FRANK MILLER'S

HARNESS PREPARATIONS.

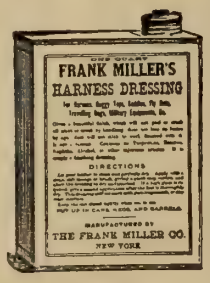
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant jet-black gloss which will not peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness

Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, thus adding life.

The highest quality of oil on the market.

LAMB FENCE

Factory-Made, complete ready to stretch.

The H. R. LAMB FENCE CO., Limited, London, Ont.

WRAPPING PAPERS

FULL COUNT. FULL WEIGHT.

Whether Brown or Manillas, quality with us is always sure. We have the papers that tradesmen of all kinds need. All orders promptly shipped.

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

The Best Ready Roofing on Earth.

TRINIDAD ASPHALT MFG. CO.

Asphalt and Asbestine Gravelled

READY ROOFING

WITH INTERLOCKING LAP.

Fire, water, acid or gas proof.

Shipped with cement and nails for laying.

ASPHALT, PAINT, CEMENT, COATING, ROOFING, DEADENING and SLATERS' FELT. BUILDING and INSULATING PAPER of all kinds. The trade supplied. Prices and samples from the

Canada Supply Co., Agents, Windsor, Ont.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels.

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

"Simplest "Take Down" Gun Made.

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

Sausage Stuffer, Lard *and* Fruit Press

8 Sizes *and* Styles

Rapid Grinding *and* Pulverizing Mills

10 Sizes and Styles for Hand and Power

No. 3, $5.00

Bone, Shell *and* Corn Mill

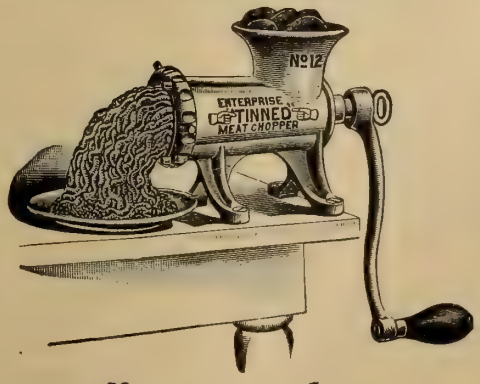
No. 750, $7.50

TRADE **"ENTERPRISE"** MARK

Meat *and* Food Choppers

TINNED

40 Sizes *and* Styles for Hand *and* Power from $1.00 to $300.00



No. 12, - - $2.50

Sold by all *the* leading Jobbers *of the* Dominion

ILLUSTRATED CATALOGUE MAILED FREE

The Enterprise Mfg. Co. *of* Pa.

Philadelphia, Pa., U. S. A.

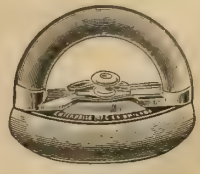
Meat Juice Extractor

No. 21, $2.50

Raisin Seeder

No. 36, $1.00

Cold Handle Polishing IRON



No. 82, $6.75 per doz.

MANITOBA MARKETS.

Winnipeg, September 22, 1902.

THERE are no changes in prices to report, but there is some complaint of cutting among dealers which is reducing profits to an unreasonable extent. In paints, oils and glass, trade is good and the only new feature is the advance of 2c. on linseed oil, making the present price 84c. for raw and 87c. for boiled. The demand in the glass market is very heavy

Quotations are as follows :

Barbed wire, 100 lb.	$3 30
Plain twist	3 40
Staples	3 95
Oiled annealed wire 10	3 75
" 11	3 80
" 12	3 85
" 13	4 00
" 14	4 15
" 15	4 25
Galvanized wire, 6 to 8 gauge	4 00
" 9 "	3 50
" 10 "	4 05
" 11 "	4 20
" 12 "	3 65
" 13 "	3 75
" 14 "	4 45
" 15 "	4 60
" 16 "	4 75
Wire nails, 30 to 60 dy, keg	3 25
" 16 and 20	3 35
" 10	3 35
" 8	3 45
" 6	3 50
" 4	3 65
" 3	3 90
Coil chain, 3-16 inch	10½
" ¼ inch	8¾
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Cut nails, 30 to 60 dy.	3 10
" 20 to 40	3 15
" 10 to 16	3 20
" 8	3 25
" 6	3 30
" 4	3 60
" 3	3 75
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No 1	4 30
No. 2 and larger	4 05
Snow shoes, No. 0 to No. 1	4 55
No. 2 and larger	4 05
Steel, No. 0 to No. 1	4 40
No. 2 and larger	4 35
Bar iron, $2.70 basis.	
Swedish iron, $5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	2 79
18 to 22 gauge	4 75
24 gauge	5 00
26 gauge	5 25
28 gauge	5 50
Genuine Russian, lb	12
Imitation " "	8
Tinned, 24 gauge, 100 lb.	7 75
26 gauge	8 00
28 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	11 00
" IX "	13 00
" IXX "	15 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	6 00
Wrought pipe, black up to 2 inch....50 an 10 p.c.	
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	$13 00
" ⅜	13 50
" ¼ and 5-16	13 70
Manila, 7-16 and larger	17 00
" ⅜	17 55
" ¼ and 5-16	18 00
Solder	20
Cotton Rope, all sizes, lb.	17
Axes, chopping	$7 50 to 12 00
" double bitts	12 00 to 18 00
Poultry netting, 24 in.	1 35
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	57½ p.c.
Bolts, carriage	50 p.c.
Machine	50 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Bluestone, cask lots	$5 50
Spades and shovels	40 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.

Loaded shells :

Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2½ p.c.
" " plain	70 and 15 p.c.

PETROLEUM.

Water white American	24½c.
Prime white American	22½c.
Water white Canadian	22c.
Prime white Canadian	20½c.

BINDER TWINE.

Sisal and Standard f.o.b. Winnipeg	$12
Manila, 550 feet	13
Manila, 600 feet	13¾
Pure Manila	15½

Five-ton lots ⅛c. less per lb., and car-lots ¼c. less.

SCRAP.

No. 1 cast iron	$14 to $15 per ton
No. 2 "	5 to 6 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 75
Less than barrel lots	80
Linseed oil, raw	84
Boiled	87
Lubricating oils, Eldorado castor	27½
Eldorado engine	26½
Atlantic red	29½
Renown engine	41
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 50
26 to 40 per 50 ft.	2 75
41 to 50 " 100 ft.	6 00
51 to 60 " " "	6 50
61 to 70 per 100-ft. boxes	7 00
Putty, in bladders, barrel lots per lb.	2½
kegs "	2¾
White lead, pure per cwt.	6 00
No. 1 "	5 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1.30 to $1.90

NOTES.

Minnedosa has a new hardware store under the management of Gunn & Baker.

J H. Walker, Olds, Alta., has sold out his hardware business to Code & Hayes.

Mr. Learmont, of Caverhill, Learmont & Co., Montreal, is making his first visit to the West, and in common with others is surprised at the development of Winnipeg. He states the company is entirely satisfied with its venture here and may extend operations in the near future.

APOLLO BEST BLOOM
GALVANIZED IRON

Whatever advantage belongs to galvanized iron and liberal dealing goes with Apollo.

Costs not a cent, and relieves you of much anxiety.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

YOU NATURALLY EXPECT THAT THE GOODS **YOU** BUY WILL GIVE ENTIRE SATISFACTION TO **THOSE** WHO BUY FROM YOU. WHEN YOU PURCHASE

2 AND 3 PLY READY ROOFING,
BUILDING PAPERS,
SHEATHING AND CARPET FELT,
COAL TAR PRODUCTS,
HANGING AND PRINT PAPER,
BROWN AND MANILLA WRAPPING

from us your expectations will be realized. Our lines are all guaranteed to give entire satisfaction. Quality, the best.

ALEX. McARTHUR & CO., 82 McGill Street, MONTREAL.

PAPER MILLS: JOLIETTE, QUE. FELT FACTORY: HARBOR AND LOGAN STREETS, MONTREAL.

CURRENT MARKET QUOTATIONS.

September 26, 1902.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—
56 and 28 lb. ingots, 100 lb. $32 00 $33 00

TINPLATES.

Charcoal Plates Bright.

M.L.S., equal to Bradley. Per box.
I.C., usual sizes $6 75
I.X. " 8 25
I.X.X. " 9 75

Famous, equal to Bradley—
I.C. 6 75
I.X. 8 25
I.X.X. 9 75

Raven and Vulture Grades—
I.C., usual sizes 5 00
I.X. " 6 00
I.X.X. " 7 00
I.X.X.X. " 8 00
D.C., 12½x17 .... 4 50
D.X 5 25
D.X.X. 6 00

Coke Plates—Bright.

Bessemer Steel—
I.C., usual size, 14x20 .... 4 25
I.C., special sizes, base 4 75
20 x 28 .... 9 00

Charcoal Plates - Terne.

Dean or J.G. Grade
I.C., 20x28, 112 sheets 8 50
I.X., Terne Tin 10 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X.X., 14x56, 50 sheet bxs. }
" 14x60, " } 0 06½
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge 8 00
" " 26 " 8 50

IRON AND STEEL.

Common bar, per 100 lb. ... 1 95 2 05
Refined " " 2 45
Horseshoe Iron " 2 40
Hoop steel, 1½ to 3 in. base 2 90
Sleigh shoe steel, " 2 10
Tire steel 2 30 2 50
Reeled machinery 3 00
Toe calk steel 2 85 3 00
T. Firth & Co.'s tool steel, per lb 0 12½ 0 13
Jessop's tool steel 0 14
Morton's tool steel 0 12½ 0 13
Black Diamond and "B.C." tool steel 0 10 0 11
Chas. Leonard's tool steel 0 08 0 09
Park's "silver" tool steel 0 12 0 14
" "special" 0 15 0 20
Jonas & Colver's tool steel. 0 08 0 15
" "air hardening" 0 45 0 60
Drill steel, per lb. 0 08 0 10

BOILER TUBES. Per foot.

1½, 1¾ and 4 inch 0 09
2½ in. 0 16
3 in. 0 13
3½ in. 0 16
4 in. 0 31

STEEL BOILER PLATE.

¼ in. 2 50 2 60
3-16 in. 2 60 2 70
⅝ in. and thicker 2 50 2 60

BLACK SHEETS. Com. D.Fl.

18 gauge 2 85 3 00
20 " 2 85 3 00
22 to 24 gauge 2 95 3 25
26 " 3 05 3 50
28 " .... 3 15 ....

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets 2 90 3 00
Half-polished 3 00 3 10
All bright 3 75 3 85

IRON PIPE.

Black pipe— Per 100 feet.
⅛ inch 2 90
¼ " 2 40
⅜ " 2 65
½ " 2 85
¾ " 3 65
1 " 5 20
1¼ " 7 35
1½ " 8 95
2 " 12 55
2½ " 20 00
3 " 24 00
3½ " 30 00
4 " 37 50
4½ " 42 00
5 " 47 00
6 " 60 00

Galvanized pipe—
¼ inch 3 20
⅜ " 3 45
½ " 3 85
¾ " 5 00
1 " 7 20
1¼ " 10 05
1½ " 12 20
2 " 16 85

Discount on pipe up to 2 in. 4 p.c. Larger pipes nett.
Malleable Fittings—Discount 30 p.c.
Cast Iron Fittings—
On all cast iron fitting, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis.
All others—discount 60 p.c.

GALVANIZED SHEETS.

	G.C.	Comet.	Bell.	Queen's Head.
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	4 00	4 05
26 "	4 25	4 00	4 15	4 25
28 "	4 50	4 25	4 35	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb. ....
" ¼ " ... 7 85 8 10
" 5-16 " ... 5 25 5 50
" ⅜ " ... 4 50 4 75
" 7-16 " ... 4 25 4 50
" ½ " ... 4 20 4 50
" 9-16 " ... 4 05 4 50
" ⅝ " ... 4 00 4 50
" ¾ " ... 4 00 4 50

Halter, kennel and post chains, 40 to 40 and 5 p.c.
Cow ties .... 40 p.c.
Tie out chains .... 65 p.c.
Stall fixtures .... 35 p.c.
Trace chain .... 45 p.c.
Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot. Per 100 lb.
English B.S., ton lots 13 50
Lake Superior ....

Bars.

Cut lengths, round, ½ to ⅞ in. 23 00 25 00
" round and square, 1 to 2 inches 23 00 25 00

Sheet.

Plain, 14 oz., and light, 16 oz., 14x48 and 14x60 .... 22 00 22 50
Plain, 14 oz., and light, 16 oz., irregular sizes 22 50 23 00
Tinned copper sheet 24 00
Planished 32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb. 0 23
" 35 to 45 " " 0 22
" 50-lb. and above " 0 21

Boiler and T.K. Pitts.

Plain tinned, per lb. 0 28
Spun per lb. 0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.
Sheets, hard-rolled, 2x4 .... 0 3
Tubing, base, per lb. 0 23½

ZINC SPELTER.

Foreign, per lb. 5 50 6 00
Domestic " ....

ZINC SHEET,

5-cwt. casks 6 00 6 25
Part casks 6 25 6 50

LEAD.

Imported Pig, per 100 lb. 3 50
Bar, per lb. 0 05
Sheets, 2½ lb. sq. ft., by roll 0 06¼
Sheets, 3 to 6 lb. " 0 06

NOTE.—Cut sheets ½c. per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.: chilled, $7.00 per 100 lb.; buck, seal and ball, $7 50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Discount, 60 p.c. on medium and extra heavy, and 55 p.c. on light soil pipe and fittings.

SOLDER. Per lb. Per lb.

Bar half-and-half, guarant'd 0 20
Bar, half and-half, commer'l 0 19½
Refined 0 19
Wiping 0 18½

ANTIMONY.

Cookson's, per lb. 9 50

WHITE LEAD. Per 100 lb.

Pure 5 00 5 25
No. 1 .... 4 62½ 4 87½
No. 2 .... 4 25 4 50
No. 3 .... 3 87½ 4 12½
No. 4 .... 3 50 3 75
Munro's Select Flake White 6 37½
Elephant and Decorators' Pure 6 12½
Brandram's B.B. Genuine 7 00
" " No. 1 .... 6 00
"Monarch" brand 6 12½
Decorator's Pure 5 87½
Essex Genuine 5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt. $4 75
Genuine, 100 lb. kegs, per cwt 5 00
No. 1, 560 lb. casks, per cwt 4 25
No. 1. 100 lb. kegs, per cwt 4 50

WHITE ZINC.

Extra Red Seal 0 06 0 08
No. 1 .... 0 05½ 0 07
No. 2 .... 0 05 0 06

DRY WHITE LEAD.

Pure, casks 5 25
Pure, kegs 5 50
No. 1, casks 5 00
No. 1, kegs 5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon 1 25
Second qualities, per gallon 1 0
Barn (in bbls.) 0 60 0 90
The Sherwin-Williams paints 1 40
Canada Paint Co's pure 1 25
Toronto Lead & Color Co's pure 1 25
Sanderson Pearcy's pure 1 20
Stewart & Wood's Champion pure 1 10
Standard Paint Co.'s "New Era" 1 30

COLORS IN OIL.

25 lb. tins, standard Quality.

Venetian red, per lb. 0 04½ 0 06
Chrome yellow 0 12 0 14
Golden ochre 0 08 0 10
French " 0 06
Marine black 0 09
Chrome green 0 10
French imperial green 0 12
Signwriters' black 0 16

Burnt umber 0 11
" sienna 0 11
Raw umber 0 11
" sienna 0 11

COLORS, DRY.

Common ochre, bbls 1 20 1 30
Yellow ochre (J.F.L.S.), bbls. 2 00
Yellow ochre (La Belle) 1 15 1 25
Brussels ochre 2 00
Venetian red (best), bbl 1 75 2 00
English oxides, per cwt 3 00 3 25
American oxides, bbls 1 25 2 00
Canadian oxides, bbls 1 25 1 75
Super magnetic oxides, 93 p.c. 2 00 2 25
Burnt sienna, pure, per lb. 0 0
" umber, " " 1 10
Raw do 0 09
Drop black, pure 0 09
Chrome yellow, pure 0 18
Chrome greens, pure per lb. 0 09 0 10
Golden ochre 0 04 0 05
Ultramarine blue, in 28-lb. boxes, per lb. 0 06 0 18
Fire proof mineral, per 100 lb. 1 00
Genuine Eng. Litharge, per lb. 0 07
Mortar color, per 100 lb. 1 25 1 50
Pure Indian red, No. 45, lb. 0 08 0 10
Whiting, bbl. 0 55 0 60
English vermilion in 30-lb. bags. 0 95

PARIS GREEN. Per lb

Petroleum, casks 0 16½ 0 18
Arsenic kegs 0 17 0 19
50 lb. and 100-lb. drums 0 18½ 0 19½
25-lb. drums 0 19 0 20
1-lb. packages 0 20 0 20½
½-lb. do 0 22 0 22½

BLUESTONE.

Casks, for spraying, per lb. 0 07
100-lb. lots, do per lb 0 08

PUTTY.

Bulk in bbls. 1 90
Bulk in less quantity 2 05
Bladders in bbls. 2 25
Bladders in kegs, boxes or loose 2 40
Bladders in 25-lb. tins 2 35
Bladders in 12½ lb. tins 2 65
Bladders in bulk or tins less than 100 lb 2 90

VARNISHES.

In 5-gal. lots. Per gal. Net
Carriage, No. 1 .... 1 50 1 60
Pale durable body 4 10 4 25
" rubbing 2 85 3 20
Gold size, japan 2 85 3 00
No. 1 brown japan 0 85 0 90
Elastic oak 1 50
Furniture, extra 1 25
" No. 1 .... 1 10
Hard oil finish 1 65 1 75
Light oil finish 1 40 1 60
Damar 1 70 1 85
Shellac, white 2 35 2 45
" orange 2 25 2 35
Turpentine, brown japan 1 25 1 20
" black japan 0 85 1 20
" " No. 1 .... 0 50 0 75
Elastilite varnish, 1 gal. can, each, 2 00
Granitine floor finish, per gal. 2 75
Maple Leaf coach enamels: Size 1, $1.20; size 2, 70c.; size 3, 40c. each.
Sherwin-Williams' copal varnish, assorted case, from ½-pts. to 1 gal. $2.50.

CASTOR OIL.

East India, in cases. per lb. 0 00½ 0 10
" small lots 0 10 0 10½

COD OIL, ETC.

Cod oil, per gal. 0 50 0 55
Pure olive 1 20
" neatsfoot 0 90

GLUE

Common 0 08 0 09
French medal 0 10 0 14
Cabinet sheet 0 12 0 13
White, extra 0 18 0 20
Gelatine 0 25 0 30
Strip 0 18 0 20
Coopers 0 19 0 20
Huttner 0 15 0 16

THOS. GOLDSWORTHY & SONS
MANCHESTER, ENGLAND.

EMERY { Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, Montreal.

HARDWARE.

Ammunition.

Cartridges.
B. B Caps Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 40 p. c., Amer
Rim Fire Cartridges, Dom., 50 and 5 p. c
Central Fire Pistol and Rifle 10 p.c. Amer.
Central Fire Cartridges, pistol sizes Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.
Central Fire, Military and Sporting, Amer. add 5 p.c. to list. B.B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p.c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads — per lb
Best thick white felt wadding, in ¾-lb bags 1 00
Best thick brown or grey felt wads, in ½-lb. bags 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 25
Thin card wads in boxes of 1,000 each, 8 gauge ....
Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M
11 and smaller gauge 0 60
9 and 10 gauges 0 70
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Adzes.
Discount, 20 per cent.

Anvils.
Wright's, 80-lb. and over 0 10¾
Hay Budden, 80-lb. and over 0 09¼
Brook's, " " " 0 11¼

Augers.
Gilmour's discount 65 and 5 p.c. off list.

Axes.
Chopping Axes
Single bit, per doz 5 50 10 00
Double bit, " 11 00 18 00
Bench Axes, 40 p.c.
Broad Axes, 25 per cent.
Hunters' Axes 5 50 6 00
Boys' Axes 5 75 6 75
Splitting Axes 6 50 12 00
Handled Axes 7 00 10 00

Axle Grease.
Ordinary, per gross 5 75 6 00
Best quality 13 00 15 00

Bath Tubs.
Zinc 6 00
Copper, discount 15 p.c. off revised ist

Baths.
Standard Enameled.
5½-inch rolled rim, 1st quality 24 00
" " " 2nd " 20 00

Anti-Friction Metal.
Tandem" A .... per lb. 0 27
" B .... " 0 21
" C .... " 0 11½
Magnolia Anti-Friction Metal, per lb 0 25
Frictionless metal, per lb 0 23
Hercules, per lb 0 15

SYRACUSE SMELTING WORKS.
Aluminum, genuine 0 41
Dynamo 0 27
Special 0 22
Aluminum, 99 p.c. pure "Syracuse" .. 0 45

Bells.
Hand
Brass, 60 per cent.
Nickel, 55 per cent.
Cow.
American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.
Door.
Gongs, Sargant's 5 50 8 00
" Peterboro', discount 45 per cent
Farm.
American, each 1 25 3 00
House.
American, per lb 0 35 0 40

Bellows.
Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 40 per cent.

Belting.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 p.c.

Bits.
Auger.
Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen. net list.
Car.
Gilmour's, 47½ to 50 per cent.
Expansive.
Clark's, 40 per cent
Gimlet.
Clark's, per doz 0 65 0 90
Damond, Shell, per doz 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind and Bed Staples.
All sizes, per lb 0 07¾ 0 12

Bolts and Nuts. Per cent.
Carriage Bolts, common ($1 list) 55
" " full square ($2.40 list) 55
" " Norway iron ($3 list) . 50
Machine Bolts, all sizes 50
Plough Bolts 50
Blank Bolts 50
Bolt Ends 50
Sleigh Shoe Bolts 65
Coach Screws, cone point 66⅔
Nuts, square, all sizes, 3¾c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove rods, per lb .... 5½ to 6c.
Nuts, in 50 lb. lots ¼c. per lb. extra, in less than 50 lb. lots, ½c etxra.

Boot Calks.
Small and medium, ball, per M 4 25
Small heel, per M 4 50

Bright Wire Goods.
Discount .... 62½ per cent

Broilers.
Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ pe cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 . " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 0 00

Butchers' Cleavers.
German, per doz 6 00 11 00
American, per doz 12 00 20 00

Butcher Knives.
Bailey's, per doz 0 60 6 30

Building Paper, Etc.
Tarred felt, per 100 lb 1 70
Ready roofing, 2-ply, not under 45 lb. per rol 85
Ready roofing, 3-ply, not under 65 lb. per roll 1 10
Carpet felt, per ton 40 00
Dry sheathing, per roll, 400 sq ft 35
Tar sheathing, " " " 45
Dry fibre " " " 50
Tarred fibre, " " " 60
O.K. & I.X.L., " " " 65
Resin-sized, " " " 40
Oiled sheathing, " 600 " 1 10
" " " 400 " 70
Roof coating, in barrels, per gal 17
" " small packages 25
Refined tar, per barrel 4 50
Coal tar, " 4 00
Coal tar, less than barrels, per gal ... 15
Roofing pitch, per 100 lb 85

Bull Rings.
Copper, $2.00 for 2½ in. and $1.90 for 2 in.

Butts.
Wrought Brass net revised list.
Cast Iron.
Loose Pin, dis., 60 per cent.
Wrought Steel
Fast Joint, dis. 65, 10 and 2½ per cent.
Loose Pin, dis. 65, 10 and 2½ per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Carpet Stretchers
American, per doz 1 00 1 50
Bullard's, per doz 6 50

Castors.
Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.
Nos. 31 and 32, per gross 8 50 9 50

Cement.
Canadian Portland 2 25 3 00
English " 3 00 3 15
Belgian " 2 50 2 75
Canadian hydraulic 1 25 1 50
Arrow 2 25
Buffalo 2 00

Chalk.
Carpenters Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.
Socket, Framing and Firmer.
Broad's, dis. 60 and 10 per cent.
Warnock's, dis. 60 and 10 per cent.
P. S. & W. Extra 60, and 10 p.c.

Churns.
Revolving Churns, metal frames—No. 0, $8—No. 1, $8.50—No. 2, $9.00—No. 3, $10.00—No. 4, $12.00—No. 5, $16.00 each. Ditto, wood frames—20c. each less than above. Discounts: Delivered from factories, 53 p.c.; from stock in Montreal, 51 p.c. Terms, 4 months or 3 p.c. cash in 30 days.
Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2 65. Metal frames 25c. extra. Discount 15 p.c., net 30 days.

Clips.
Axle dis. 65 per cent.

Closets. Net.
Plain York or Ontario Syphon Jet. $9 60
Emb. York or Ontario Syphon Jet. 10 20
Fittings 1 00
Plain Elgin or Teu. Syphon Washout 6 00
Emb. Elgin or Teu. Syphon Washout 6 60
Fittings 1 25
Low Down Elgin or Teutonic, plain 9 60
" " " " emb. 10 20
Plain Richelieu 3 75
Emb. Richelieu 4 00
Connections 1 25
Low Down Ont. Sy. Jet, plain 11 70
" " " " " emb'd. 12 30
Closet connection 1 25
Basins P.O., 14 in 0 70
" oval 17 x 14 in 1 50
" " 19 x 15 in 2 25

Compasses, Dividers, Etc.
American dis. 62½ to 65 per cent.

Conductor Pipe.
Plain or Corrugated.
2-inch, per 100 feet 3 00
3 " " " 4 00
4 " " " 5 25
5 " " " 6 75
6 " " " 9 00

Cradles, Grain.
Canadian, dis. 20 to 25 per cent.

Crosscut Saw Handles.
S. & D., No. 3, per pair 17½
" " 5, " 22½
" 6, " 15
Boynto pattern " 20

Door Springs.
Torrey's Rod, per doz ...... (15 p.c. 2 00
Coil, per doz 0 88 1 60
English, per doz 2 00 4 00

Draw Knives.
Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 60 and 10 per cent.

Drills.
Hand and Breast
Millar's Falls, per doz. net list.

DRILL BITS.
Morse, dis., 37½ to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.
Common, cork-lined, dis. 35 per cent.

EAVE TROUGH.
10-inch, per 100 ft $3 10

ELBOWS. (Stovepipe.) per doz.
5 and 6-inch, common 1 20
7-inch 1 35
Polished, 15c. per doz. extra.

ESCUTCHEONS.
Discount, 40 per cent.

ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.

FILES AND RASPS.
Great Western .... 70 and 10 per cent
Arcade .... 70 " 10 "
Kearney & Foot .... 70 " 10 "
Disston's .... 70 " 10 "
American .... 70 " 10 "
J. Barton Smith .... 70 " 10 "
McClellan .... 70 " 10 "
Eagle .... 70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5 "
Royal .... 80 "
Globe .... 70 to 75 "
Black Diamond, 60 and 10 to 60, 10 and 5 p.c.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS—Window—Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 20	4 25	....	6 25
26 to 40	2 40	4 65	....	8 75
41 to 50	....	5 10	....	7 50
51 to 60	....	5 35	....	8 50
61 to 70	....	5 75	....	9 75
71 to 80	....	6 25	....	11 00
81 to 85	....	7 00	....	12 55
86 to 90	....	7 75	..	15 00
91 to 95	..	....	...	17 50
96 to 100	.. .	....	. ..	20 50

GAUGES
Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's Nos. 26 to 33, each ... 1 65 2 40

HALTERS.
Rope, ⅜ per gross ....
" ½ " .... 9 [illegible]
" ⅝ to ¾ 14 00
Leather, 1 in., per doz 3 87½ 4 00
" 1¼ in., " 5 15 5 20
Web, — per doz 1 87 2 45

HAMMERS.
Nail
Maydole's, dis. 5 to 10 per cent Can. dis. 25 to 27½ per cent.
Tack.
Magnetic per doz .... 1 10 1 [illegible]
Sledge.
Canadian per lb 0 07½ 0 08½
Ball Pean.
English and Can., per lb 0 22 0 25

HANDLES.
Axe, per doz. net 1 50 3 00
Store door, per doz 1 00 1 50
Fork.
C. & B., dis. 40 per cent. rev list.
Hoe.
C. & B., dis. 40 per cent. rev. list.
Saw.
American, per doz 1 00 1 25
Plane.
American per gross 3 15 3 75
Hammer and Hatchet.
Canadian, 40 per cent.
Cross-Cut Saws.
Canadian, per pair 13½

HANGERS. doz. pairs.
Steel barn door 5 85 6 00
Stearns, 4 inch 5 00
" 5 inch 6 50
Lane's covered—
No. 11, 5-ft. run 8 40
No. 11½, 10-ft. run 10 80
No. 12, 10-ft. run 12 60
No. 14, 15-ft. run 21 00
Lane's O.N.T. track, per foot. 4½

HARVEST TOOLS
Discount, 60 to 60 and 10 per cent.

HATCHETS
Canadian, dis 40 to 42½ per cent.

You Don't Need to Worry

IF YOU HANDLE OUR

Building Papers, Roofing Felts and Wire Edged Ready Roofing.

All our goods please the consumer, and that means increased trade both for you and us.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

HINGES.
Blind, Parker's, dis. 16⅔ per cent.
Heavy T and strap, 4-in., per lb.... 0 06½
" " 5-in., " 0 06¼
" 6-in., " 0 06
" 8-in., " 0 05¾
" 10-in., " 0 05½
Light T and strap, dis. 65 and 5 per cent.
Screw hook and hinge—
6 to 10 in., per 100 lbs.... .... 4 50
12 in. up, per 100 lbs..... .... 3 25
Per gro. pairs
Spring.... .... 10 50

HOES.
Garden, Mortar, etc., dis. 60 to 60 and 10 p.c
Planter, per doz.... 4 00 4 50

HOLLOW WARE
Discount,.... 45 and 5 per cent.

HOOKS.
Cast Iron.
Bird Cage, per doz.... 0 50 1 10
Clothes Line, per doz.... 0 27 0 63
Harness, per doz.... 0 72 0 88
Hat and Coat, per gross.... 1 00 3 00
Chandelier, per doz.... 0 50 1 00
Wrought Iron.
Wrought Hooks and Staples, Can. dis. 47½ per cent.
Wire.
Hat and Coat, discount 45 per cent.
Belt, per 1,000 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.
"C" brand 40, 10 and 7½ p.c. off list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk, 66⅔ and 5 per cent.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1. and smaller.
Light, medium and heavy...	3 35	3 60
Snow shoes....	3 60	3 85
Steel Shoes.		
Light....	3 45	3 70
Featherweight (all sizes)....	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.
Toe weight steel shoes.... 6 70

JAPANNED WARE.
Discount, 45 and 5 p.c. off list, June 1899.

ICE PICKS.
Star per doz.... 3 00 3 25

KETTLES.
Brass spun, 7½ p.c. dis. off new list.
Copper, per lb.... 0 30 0 50
American, 60 and 10 to 65 and 5 p.c.

KEYS.
Lock, Can., dis., 40 to 40 and 10 p.c.
Cabinet, trunk, and padlock, Am. per gross 60

KNOBS.
Door, japanned and N.P., per doz.... 1 50 2 50
Bronze, Berlin, per doz.... 2 75 3 25
Bronze Genuine, per doz.... 6 00 9 00
Shutter, porcelain, F. & L screw, per gross.... 1 30 4 00
White door knobs—per doz. 95 1 00

HAY KNIVES.
Net prices.

LAMP WICKS.
Discount, 60 per cent.

LANTERNS.
Cold Blast, per doz.... 7 00
No. 3 "Wright's".... 8 50
Ordinary, with O burner.... 4 00
Dashboard, cold blast.... 9 00
No. 0.... 5 75
Japanning, 50c. per doz. extra

LEMON SQUEEZERS.
Porcelain lined, ...per doz. 2 20 5 60
Galvanized.... 1 87 3 85
King, wood.... 2 75 2 90
King, glass.... 4 00 4 50
All glass.... 0 50 0 90

LINES.
Fish per gross.... 1 05 2 50
Chalk " 1 90 7 40

LOCKS
Canadian, dis 40 to 40 and 10 p.c.
Russel & Erwin, per doz.... 3 00 3 25
Cabinet
Eagle dis. 30 p.c.

Padlocks.
English and Am. per doz.... 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.
Flat head discount 25 p.c.
Round Head discount 20 p.c.

MALLETS.
Tinsmiths' per doz.... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz.. .... 3 85 5 00
Caulking each.... 60 2 00

MATTOCKS.
Canadian, per doz.... 5 50 6 50

MEAT CUTTERS.
American, dis. 25 to 30 p.c.
German, 15 per cent.
Gem, each, $1.15.

MILK CAN TRIMMINGS.
Discount, 25 per cent.

NAILS.

Quotations are ;	Cut.	Wire.
2 d and 3d....	$3 45	$3 55
3 d....	3 10	3 22
4 and 5d....	2 85	3 05
6 and 7d....	2 75	2 90
8 and 9d....	2 60	2 70
10 and 12d....	2 55	2 65
16 and 20d....	2 50	2 60
30, 40, 50 and 60d. (base)....	2 45	2 55

Wire nails in carlots are $2.50
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 75 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.

NAIL PULLERS.
German and American.... 1 85 3 50

NAIL SETS.
Square, round, and octagon per gross.... 3 38 4 00
Diamond.... 12 00 15 00

POULTRY NETTING.
2-in. Mesh, 19 w.g., dis. 60 to 60, 10 and 5 p.c.
2-in. Mesh, 18 w.g. and heavier, 50 p.c.

OAKUM. Per 100 lb
Navy.... 6 00
U.S. Navy.... 7 25

OILERS.
McClary's Model galvan. oil can, with pump, 5 gal. per doz.... .... 10 00
Zinc and tin, dis. 50, 50 and 10
Copper, per doz.... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAILS.
Dufferin pattern pails, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.
Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
6, 10 and 14-qt. flaring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.
Per doz.... 6 00 9 00

PICTURE NAILS.
Porcelain head, per gross... 1 35 1 50
Brass head " 0 40 1 00

PICTURE WIRE.
Tin and gilt, discount 75 p c.

PINE TAR.
½ pint in tins, per gross.... 7 80
1 " " " 9 60

PLANES.
Wood bench, Canadian dis. 40 per cent. American dis. 50.
Wood, fancy Canadian or American 7½ to 40 per cent.

PLANE IRONS.
English per doz.... 2 00 5 00

PLIERS AND NIPPERS.
Button's Genuine per doz pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz.... 0 60 2 60

PLUMBERS' BRASS GOODS.
Standard Compression work, dis. 60 p.c.
"J.M.T." Cushion work. dis. 50 p.c.
Fuller work, dis. 65 p.c.
6 doz. lots and over of the above, extra dis. 10 p c.
Lever Handle Stops and Waste, discount 60 p.c. With, in lots of 2 doz. and over, an extra dis. of 10 p.c.
"J.M.T." Globe, Angle and Check Valves, dis. 55 p.c.
Standard Globe, Angle and Check Valves, dis. 65 p.c.
"J.M T." Radiator Valves, dis. 55 p c.
Standard " " dis., 65 p.c.
Patent Quick Opening Valves, dis. 70 p.c.
No. 1 compression bath cock, net .. 2 00
No. 4 " " " 2 00
No. 7, Fuller's.... 2 20
No. 4½, " 2 35
Patent Compression Cushion, basin cock, hot and cold, per doz 15 00
Patent Compression Cushion, bath cock, No. 2208.... 2 25
Square head brass cocks, 60 p.c.
" " iron " 60 p.c.
Competition Globe, Angle and Check Valves discount, 70 p. c.
Competition Quick Opening Radiator Valves, discount, 70 p.c.

PRESSED SPIKES.
Discount 22½ per cent.

PULLEYS.
Hothouse, per doz.... 0 55 00
Axle.... 0 22 0 33
Screw.... 0 27 1 00
Awning.... 0 35 2 50

PUMPS.
Canadian cistern.... 1 80 3 60
Canadian pitcher spout.... 1 40 2 10

PUNCHES.
Saddlers', per doz.... 1 00 1 85
Conductors' " 9 00 15 00
Tinners', solid per set.... 0 00 0 72
" hollow per inch.... 0 00 1 00

RANGE BOILERS. Net.
Dominion, 30 gal. 5 75
Dominion, 35 " 6 75
" 40 " 7 75
Ronald's Galvanized, 30 gallons 6 50
" " 35 " 7 50
" " 40 " 8 50
Copper, 30 gallons.... 20 00
" 35 " 23 20
" 40 " 26 40

RAKES.
Wood, per doz. net 110

RAZORS.

	per doz.	
Elliot's....	4 00	18 00
Geo. Butler & Co.'s....	4 00	18 00
Boker's....	7 50	11 00
" King Cutter....	12 50	15 00
Wade & Butcher's....	3 60	10 00
Theile & Quack's....	7 00	12 00
"Brantford"....	10 00	11 00
Bailey's....	6 00	12 00
Carbo Magnetic....	....	15 00
Griffon Barbers' Favorite....	....	10 75
Griffon No. 65....	....	13 0
Griffon Safety Razors....	....	13 50
" Stropping Machines.	....	13 50

REGISTERS.
Discount .... 40 per cent

RIVETS AND BURRS.
Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c. per lb.
Copper Rivets with usual proportion burrs 45 p. c. dis. cartons. 1c. per lb. extra, net.
Copper Burrs only, 30 and 10 p.c
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.
Canadian, dis. 35 to 37½ per cent.

ROPE, ETC.
Sisal.... 12½
Pure Manilla.... 15
"British" Manilla.... 13
Cotton, 3-16 inch and larger.... 16
" 5-32 inch.... 21
" ⅛ inch.... 22
Russia Deep Sea.... 15
Jute.... 8
Lath Yarn.... 11½
Sisal bed cord, 48 ft.....per doz. 65
" " 60 ft..... " 80
" " 72 ft..... " 95

RULES.
Boxwood, dis. 55 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS. per set.
Mrs. Potts, No. 55, polished. 70
" No. 50, nickle-plated. 75

SAND AND EMERY PAPER.
B & A. sand, 40 and 5 per cent.
Emery, 40 per cent.
Garnet (Rurton's), 5 to 10 p.c. advance on list

SAP SPOUTS.
Bronzed iron with hooks, per doz. 9 50

SAWS.
Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.
Crosscut, Disston's, per ft.. 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3
Hack, complete, each.... 0 75 2 75
" frame only.... .... 0 75

SASH WEIGHTS.
Sectional, per 100 lbs.... 2 25 2 50
Solid, " 1 50 1 75

SASH CORD.
Per lb.... 0 23 0 30

SAW SETS.
Lincoln and Whiting, per doz..... 4 75
Hand Sets, No. 1 Woodyatt (Morrill) 4 25
X-cut Sets, No. 3 Woodyatt (Morrill) 9 50

SCALES.
Burrow, Stewart & Milne—
Imperial Standard, 40 per cent.
Weigh Beams, 35 per cent.
Champion Scales, 55 per cent
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.
Warren's new Standard 40 p c.
" " Champion 55 p.c.
" Weighbeams, 35 per cent.

SCREW DRIVERS.
Sargent's per doz.... 0 65 1 00

SCREWS.
Wood, F.H., bright and steel, 87½ and 10 p.c
Wood R. H., " dis. 82½ and 10 p.c.
" F. H., brass dis. 80 and 10 p.c.
Wood, R. H., " dis. 75 and 10 p.c.
" F.H., bronze, dis. 75 p.c.
" R.H. " 70 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz..... 3 25 4 00
" iron. " 4 25 5 00
Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.
Per doz., net.... 5 00 8 00

SCYTHE SNATHS.
Canadian, dis. 40 p.c.

SHEARS.
Bailey Cutlery Co., full nickeled, dis. 60 and 2½ p.c.
Bailey Cutlery Japan handles, 67½ p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.
Canadian, dis. 40 and 5 per cent.

SINKS.
Steel and galvanized, discount 45 per cent

SNAPS.
Harness, German, dis. 25 p.c.
Lock, Andrews'.... 4 50 11 50

SOLDERING IRONS.
1, 1½ lb., per lb.... 0 37
2 lb. or over, per lb.... 0 34

SQUARES.
Iron, No. 493, per doz.... 2 40 2 55
" No. 494, " 3 25 3 40
Steel, dis. 60 to 60 and 5 p.c.
Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.
Plain, dis., 75 and 12½ p.c. off revised list.
Retinned, dis., 75 p.c. off revised list.

STAPLES.
Galvanized.... 3 25 3 50
Plain.... 2 90 3 15
Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

WINDOW GLASS —TO IMPORT.

Prompt Deliveries

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BEST GLASS of all kinds, our own manufacture. **Closest Prices.**

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Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

STOCKS AND DIES.

American dis. 25 p.c.

STONE.	Per lb.	
Washita	0 28	0 60
Hindostan	0 06	0 07
" slip,	0 09	0 09
Labrador	....	0 13
" Axe	....	0 15
Turkey	....	0 50
Arkansas	0 00	1 50
Water-of-Ayr	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. 2 in, 40 to 200 lb, per ton	....	25 00
" under 40 lb. "	....	28 00
Grind. under 2 in. thick "	....	29 00

STOVE PIPES.

5 and 6 inch Per 100 lengths	....	7 00
7 inch " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4—3 dozen in case, net cash	$4 80
No. 6—3 dozen in case, "	8 40

TACKS, BRADS, ETC.

Cheese-box tacks, blued	80 & 12½
Trunk tacks, black and tinned	85
Carpet tacks, blued	80 & 15
" " tinned	80 & 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 & 10
In dozens	75
Swedes, upholsterers', bulk	85, 12½ & 12½
" brush, blued & tinned, bulk	70
" gimp, blued, tinned and japanned	75 & 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	5 ½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
C out nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
Lining tacks, in bulk	15
" solid heads, in bulk	75
Saddle nails in papers	10
" in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	25
Zinc glazier's points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Shoe nails	60
Clinch and duck rivets	45

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel, each	0 80	8 00

TINNERS' SNIPS.

Bailey's, dis. 25 p.c.

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.

Disston's discount 10 per cent.
German, per doz. 4 75 6 00
S. & D., discount 35 per cent.

TWINES.

Bag, Russian, per lb	....	0 27
Wrapping, cotton, 3-ply	....	0 19
" " 4-ply	....	0 23
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12¾
Pipe Vise, Hinge, No. 1	....	3 50
" " No 2	....	5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

WIRE.

SMOOTH STEEL WIRE.

No. 0-9 gauge	$2 60	
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning

Extras net per 100 lb. — Oiled wire 10c. spring wire $1.25, special hay baling wire 30c. best steel wire 75c., bright soft drawn 15c. charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, dis. 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, 7.65—No. 24, $8—No. 25, $9—No. 26 $9.50—No. 27, $10—No. 28, $11 No. 29. $12—No. 30, $13—No. 31, $14—No. 32 $15, No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31 $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 33c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c

Brass wire, 62½ per cent. off the list.
Copper wire, 62½ per cent. net cash 30 days, f.o.b. factory.
Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, $3.50 to $3.85—No. 9, $2.85 to $3.15—No. 10, $3.60 to $3.95—No. 11, $3.70 to $4.10—No. 12, $3 to $3 30—No. 13, $3.10 to $3.40—No. 14, $4.10 to $4.50—No. 15, $4.60 to $5.05—No. 16, $4.85 to $5.35. Base sizes, Nos. 6 to 9 $2.52½ f.o.b. Cleveland.
Clothes Line Wire, regular 7 strand. No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70, No. 19, $2.35; No 20, $2.30, f.o.b. Hamilton, Toronto Montreal

WIRE FENCING

Galvanized barb	3 00
Galvanized, plain twist	3 00

Galvanized barb, f.o.b. Cleveland, $2.77½ in less than carlots, and $2.65 in carlots.

WIRE CLOTH

Painted Screen, per 100 sq. ft., net 1 37½
Terms, 3 per cent. off 30 days.

WASTE COTTON.

	per lb.
Colored	6
White	8

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 60 p.c.
Coe's Genuine, dis. 20 to 25 p.c

Towers' Engineer, each	2 00	7 00
" S., per doz	5 80	6 00
G. & K.'s Pipe, per doz	....	3 40
Burrell's Pipe, each	....	3 00
Pocket, per doz	0 25	2 90

WRINGERS.

Leader per doz.	$30 00	33 00
Royal Canadian "	....	24 00
Royal American, "	....	24 00
Sampson "	....	24 00

Terms 4 months, or 3 p.c. 30 days

WROUGHT IRON WASHERS.

Canadian make, discount, 40 per cent.

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IS YOUR ORDER IN?

Send for Folder No. 14.

Pullman Sash Bal. Co.
Rochester, N.Y., U.S.A.

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Makers of High Grade Varnishes, Japans, Paints, Colors & Enamels
Windsor, Ont.

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LATEST AND BEST SINGLE GUN ON THE MARKET.

MADE IN THREE STYLES THREE GAUGES UP-TO-DATE.

FINEST SINGLE GUN YET PRODUCED.

Our Goods are Handled by the Leading Jobbers.

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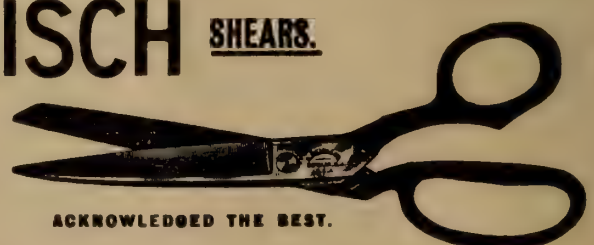
CELEBRATED HEINISCH SHEARS.

Tailors' Shears,
Trimmers, Scissors,
Tinners' Snips, etc.



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NEW YORK OFFICE, 90 Chambers St.
NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon.

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Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard Sole maker—

CHARLES D. PHILLIPS,

Cables—"Machinery," Newport. Emlyn Engineering Works, NEWPORT, MON., ENGLAND.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.** . . .

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If you want the BEST

COLD BLAST LANTERN

in the world, get WRIGHT'S.

GET THE ORIGINAL.

We lead, others imitate.

E. T. WRIGHT & CO.

Manufacturers, *HAMILTON, ONT.*

LOOK AT THESE PRICES ON

Coco-Bola Handle Butcher Knives

(ALL FULLY WARRANTED)

Size, inches —	5	5½	6	6½	7	8	9	10	12	14
Price, per dozen —	$1.95	$1.95	$2.00	$2.15	$2.35	$2.75	$3.15	$3 70	$4.90	$6.30

Handles will withstand water.

Hand-Forged. Best Quality and Finish. Standard Shapes.

Made by BAILEY CUTLERY CO., Limited

N.B.—Ask for our Line No. 1080. **BRANTFORD, ONTARIO**

CHAS. P. CLARK, President. **JARED CHITTENDEN, Treasurer.**

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75 YEARS. *ESTABLISHED 1825.* *75 YEARS.*

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.

For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

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Twelve Medals

Awarded
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International Expositions
Special Prize
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PATENT INTERLOCKING RUBBER TILING.

The most perfect floor covering for Hotels, Cafes, Business Offices, Banks, Court Rooms, Churches, Hospitals, Vestibules, Halls, Billiard and Smoking Rooms, Lavatories and Bath Rooms.

NOISELESS NON-SLIPPERY
WATERPROOF SANITARY

Carefully selected range of soft, beautiful colors affording ample scope for combinations in harmony with surroundings.

Write for Prices and Particulars

Sole Canadian Manufacturers . . .

THE GUTTA PERCHA AND RUBBER MFG. CO.

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Factories—115-165 West Lodge Ave.
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Italian and Colored Marble

IN STOCK MONTREAL:

Plumbers' Slabs, 1-in. 1¼-in.
Tables - - 3/4-in. 7/8-in.
Slabs, all sizes, from 7/8-in. to 6-in.

IMPORT ORDERS SOLICITED FOR:

Italian Marble, Slabs, Blocks, etc.
Colored Marble, all kinds.

WALTON GOODDY & CRIPPS, Limited, CARRARA.
WALTON GOODDY & CRIPPS, Limited, LONDON.

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Manufacturers **MONTREAL**

Standard Railway and Carriage Varnishes
Standard Boat and Spar Varnishes
—Wont turn white from the effects of water and sun.
Standard Piano, Furniture and Decorative Varnishes
Zanzerine Transparent Wood Finishes and Varnishes
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LANGWELL'S BABBIT
MONTREAL.

CANADIAN
HARDWARE
AND METAL MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XIV. MONTREAL AND TORONTO, OCTOBER 4, 1902 NO. 40.

ANVILS BITS
HENRY BOKER
MANUFACTURER OF
ARROW BRAND
REGISTERED TRADE MARK
HARDWARE
SPECIALITIES OF ALL DESCRIPTIONS
Pliers Vices
For Sale by Leading Wholesale Hardware Houses.

Galvanized Iron Equal to "Queen's Head"
has not yet been made.

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.

"Safford" Radiators

Manufactured for Heating all classes of Buildings by Hot Water or Steam. Made in different heights, beautiful designs. Plain or Ornamental.

THE DOMINION RADIATOR CO., Limited
Head Office and Works: DUFFERIN ST. TORONTO, CAN.

FELT WEATHER STRIP

We have just received a full stock of Felt Weather Strip suitable for

WINDOWS AND DOORS.

Write for Prices.

RICE LEWIS & SON LIMITED

Cor. King and Victoria Streets, TORONTO.

PIG IRON

M. & L. SAMUEL, BENJAMIN & CO.

27 Wellington St. West, TORONTO, ONT.

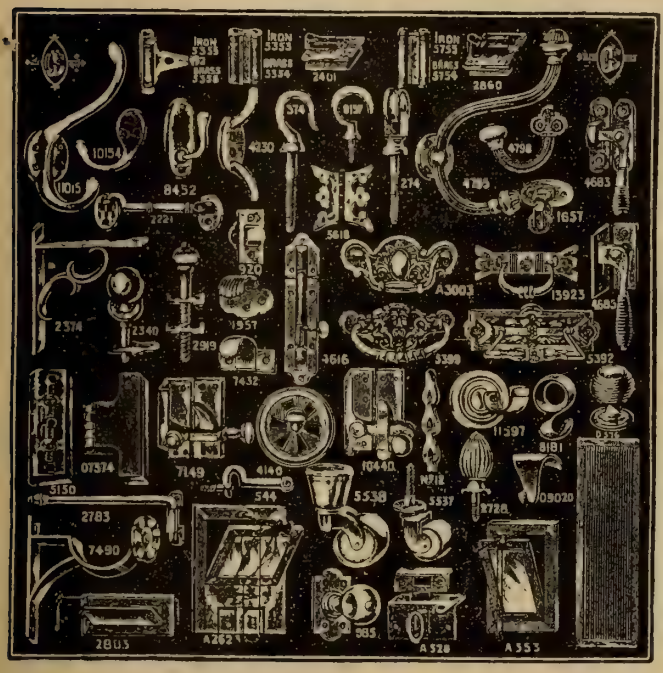
English House: SAMUEL, SONS & BENJAMIN, 164 Fenchurch St., LONDON, E.C.

James Cartland & Son

Manufacturers of every description of **Limited**

CABINET, BUILDERS', FURNISHING AND NAVAL BRASSFOUNDRY

BIRMINGHAM, ENGLAND.



London Showrooms: 57 Holborn Viaduct, E.C.

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Other belts have had their waves of popularity, generally on account of price, but the threshers have invariably returned to Rubber.

WHY?

1. **BECAUSE** the rubber belt stands the weather.
2. **BECAUSE** the rubber belt adjusts itself best to the pulleys.
3. **BECAUSE** the rubber belt does not expand and contract with change of temperature, consequently the engine has not to be re-set when once properly placed.
4. **BECAUSE** the rubber belt is made for the thresher use and will best stand the work.
5. **BECAUSE** the rubber belt is honest in length. If you buy 100 ft. Endless, you do not get 97 ft.

Contracts are placed with us by all the large engine and seperator manufacturers.

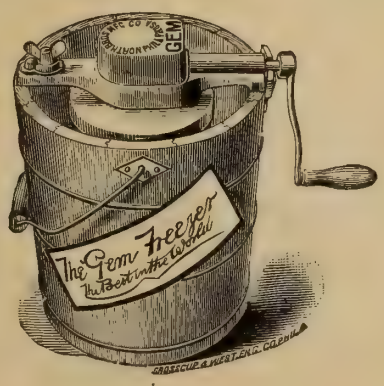
WHY? **WHY?** **WHY?**

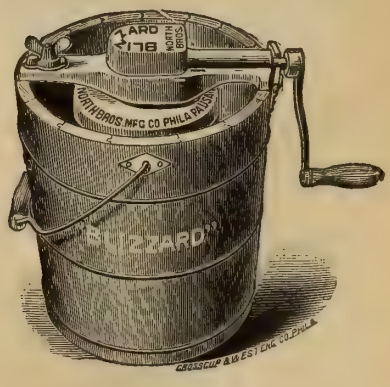
The Canadian Rubber Co.

MONTREAL TORONTO WINNIPEG VANCOUVER

Lightning, Gem Blizzard . . .

FREEZERS





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Well Advertised.
In Demand.
Easily Sold.
Satisfactory in Use.
Of Known Reputation.

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Cedar Pails with Electric Welded Wire Hoops.
Cans of Heavy Tin with Drawn Steel Bottoms.
AUTOMATIC Twin Scrapers.
"The Ice Cream Freezer Book" tells all about these and our other Freezers, mailed free.

EXCEL IN

Easy Running.
Quick Freezing.
Economy.
Convenience.
Practical Results.

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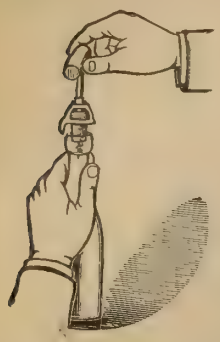
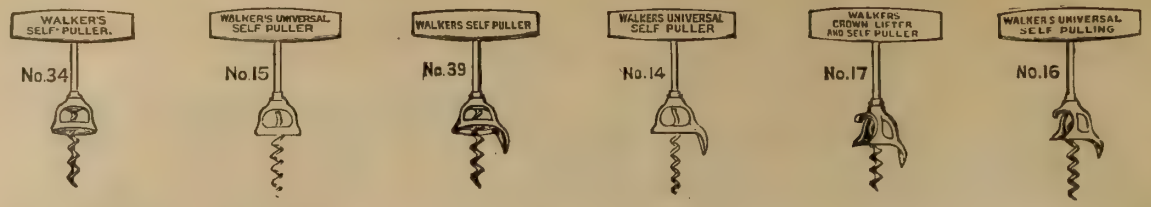
See! You Don't Have to Pull. A Child Can Do It.





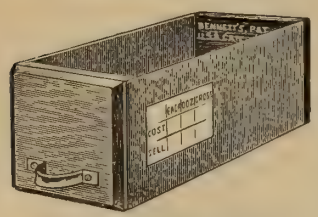
Walker's Self-Pulling Cork Screws.

Made of Crucible Steel, Nickel Plated, Polished Wood Handles.

EVERY ONE TESTED AND GUARANTEED. Several imitations on the market, but none as good

Mfrd. only by ERIE SPECIALTY CO., Erie, Pa., U.S.A.

More Bennett's Patent Shelf Boxes.



The best testimonals are second orders.

"Chicoutimi, P.Q., May 24th, 1902—Please send us 212 more shelf boxes like the last.—Cote, Boivin & Co."

Write for prices to **J. S. BENNETT, TORONTO**

WIRE ROPE

Wire Rope. OF

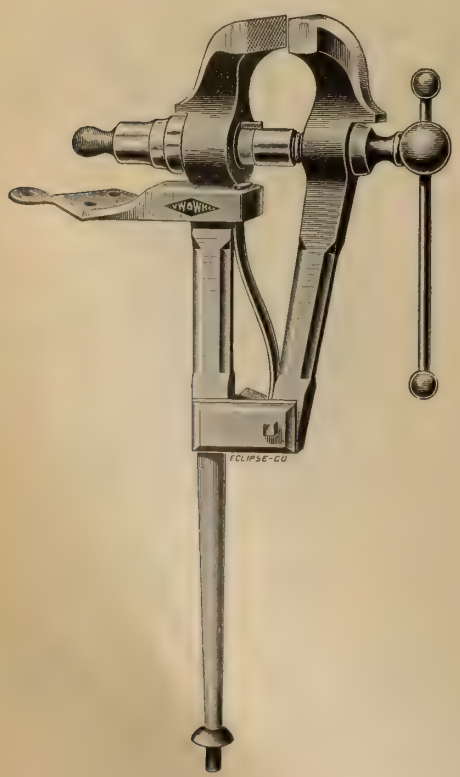
GREENING

All Kinds and Sizes AND FOR **All Purposes.**

PRICES RIGHT. PROMPT SHIPMENTS.

The B. GREENING WIRE CO., Limited

Hamilton, Ont. Montreal, Que.



Winning Favor in Australia

"The engineering merchants here consider your Solid Box Blacksmiths' Vises superior in quality and workmanship to any they have ever handled. They say they are remarkably suitable, and give perfect satisfaction."

[Extract from letter received from our Australian Agents located in Melbourne.]

Our facilities are unexcelled for making

Blacksmiths' and Machinists' Vises

Modern equipment and methods, high-grade material and workmanship are combined in our plant, producing

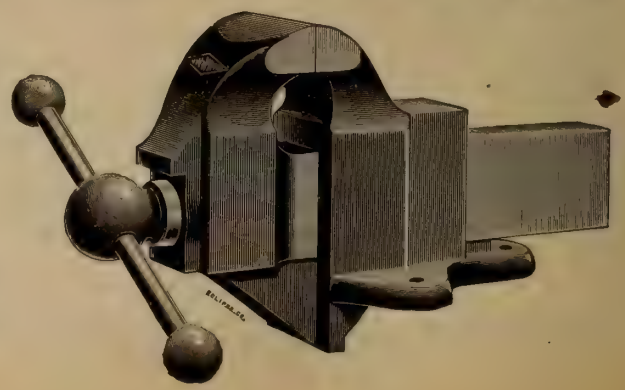
THE BEST VISES MADE

Lamplough & McNaughton

CANADIAN SALES AGENTS

19 De Bresoles St., Montreal

Manufactured by



THE COLUMBIAN HARDWARE COMPANY

CLEVELAND, OHIO.

NEW CATALOGUE JUST ISSUED—WRITE FOR IT.

RETURNED OCT .7 1902

LESS COAL

The prolonged coal strike indicates that it will be an impossibility to furnish the consumers their regular winter's supply of the "luxury." This existing state of affairs means

MORE WOOD

will be used for fuel this winter than for many seasons past. It naturally follows that there will be a proportionate increase in the sales of

HURD'S AXES.

Advise us of your wants by mail or through our travellers.

Our appreciation of your orders warrants prompt service and favorable prices.

Hurd's Axes supplied in all popular patterns, finishes and weights.

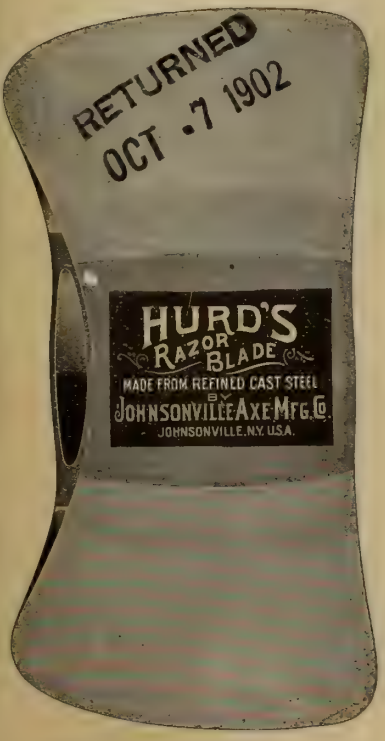
Michigan Pattern, Charcoal Finish, 3 to 5 lbs.

OCT .7 1902 RETURNED

QUOTE LOW

SHIP QUICK

Michigan Pattern, Gold Bronze Finish, 3 to 5 lbs.



Michigan Pattern, Double Bit, Gold Bronze Finish, 3½ to 4½ lbs.

Dayton Pattern, Gold Bronze Finish, 3 to 5 lbs.

LEWIS BROS. & CO.

MONTREAL.

(ADDRESS ALL COMMUNICATIONS TO MONTREAL.)

TORONTO, 87 YORK ST.

OTTAWA, 54 QUEEN ST.

HENRY ROGERS, SONS & CO., SHEFFIELD, ENGLAND.

COIL and CABLE CHAINS.
GAL'D BARB and PLAIN WIRE.
TIN and CANADA PLATE.
UNION JACK GAL'D IRON.
BARB WIRE in stock.

Canadian Office:
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F. A. YORK, Manager.

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MANUFACTURERS OF
TINWARE AND TIN CANS
Fruit Cans, Meat Cans,
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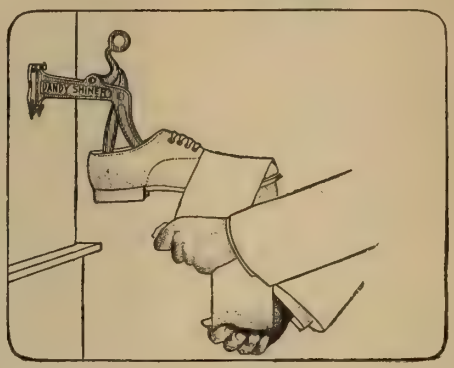
THE DANDY SHINER
(nickel plated)
A HOUSEHOLD NECESSITY



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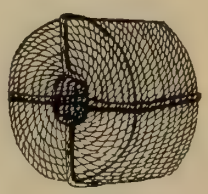

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SISAL MANILA **ROPE,** Lath Yarn, Shingle Yarn, Hide Cord, Pulp Cord, Clothes Lines **BINDER TWINE**

Transmission Rope a Specialty.

"Good-Cheer" Ranges ARE GOOD WORKERS.

AND THE **ROYAL "GOOD CHEER"**

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DUPLEX DRAW-OUT GRATE.
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Thoroughly first-class in every respect.

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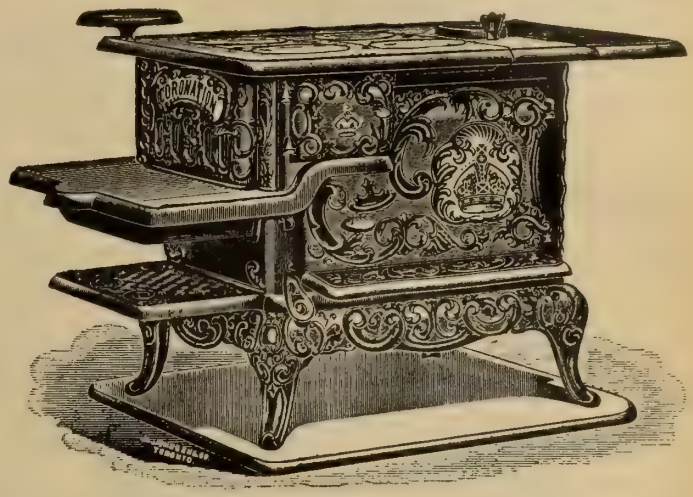
STANDARD STOVES and RANGES



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No. 9-21	4 holes	27 inches	21 x 21 x 13
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Cast Iron or Steel Ovens. Large Feed Door.

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HOT WATER BOILERS
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LUXFER PRISM CO., LIMITED

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It's **half** the battle to get the people in.

Do not lose the other **half** by not being able to show your goods in the right light.

We make a study of lighting dark premises.

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The Best Selling Range Ever Made.

Popular with dealers in every part of the country because it is so enthusiastically praised by every buyer.

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has won its laurels—it is the favorite range of Canada —widely advertised and everywhere appreciated for its practical superiority.

Are you familiar with its
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Front Draw-Out Grate
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If there's any range business in your locality you'll get it by handling the Imperial Oxford. Fullest details if you write

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THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

Allow us to help you to Increase Your Business and Profits.

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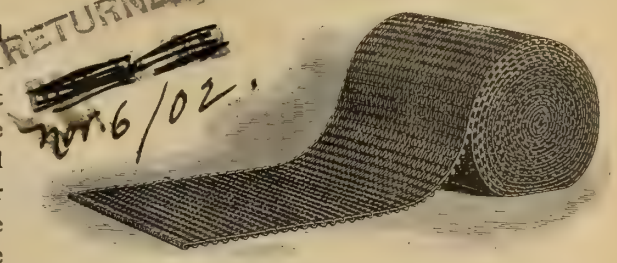

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Fire Travels 7 ft. 6 inches.
Weight, 510 lbs.
Burns wood 36 inches long.
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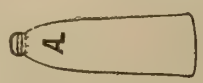
Mantles branded A are thoroughly annealed over pressure gas—They fit the burner—They don't shrink—They stand up this way—They are reliable—They help your trade.



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Lowest prices on Mantles, Shades, Chimneys, Globes and Sundries.

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BEST PAINTS

AND SAVE YOUR MONEY.

It is always cheaper to buy the best. It costs as much to apply a cheap as it does a good Paint.

"BEAVER" BRAND and "T. L. & C. CO." BRAND } PURE PREPARED PAINTS

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THE TORONTO LEAD & COLOR CO., Limited

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EVERY TIN GUARANTEED.

As for our New Century Catalogue and Color Cards.

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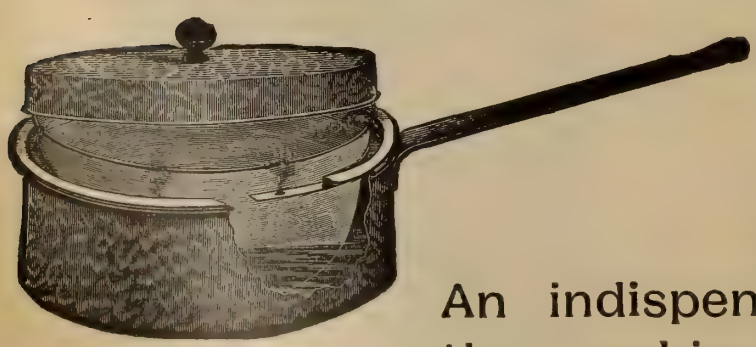
Made in Diamond, Pearl and Granite Steel Enameled Ware. Inside dish always supplied in White Ware.



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HARDWARE AND METAL

VOL. XIV. MONTREAL AND TORONTO, OCTOBER 4, 1902. NO. 40.

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JOHN BAYNE MacLEAN,
Montreal.

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Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

A DULL TINPLATE TRADE.

IN spite of the general healthy condition of the iron and steel trade in the United States, the tinplate industry over there is at present in a most unsatisfactory condition. It is estimated that fully 80 per cent. of the capacity of The American Tinplate Co., in other words, the Trust, is idle.

It will be remembered that the tinplate industry of the United States is practically only about 10 years old, having been been brought into existence by the McKinley tariff, but in that time the development of the industry has been enormous.

When the McKinley tariff went into [illegible] rts of tinplates into the United State were 328,000 tons, the production less than 1,000 tons, while the consumption was about 329,000 tons. In 1901, the last year for which we have any statistics, the imports were only a little over 77,000 tons, while the production was close upon 400,000 tons. The consumption in the latter year was 477,686 tons.

It is claimed, however, that the cause of the present dullness is not as much overproduction as the fact that the short pack of canned vegetables and fish in the United States has greatly curtailed the usual consumption of tinplates. Where the pack of canned goods is so enormous, the fact of the partial failure of the output naturally must greatly affect the consumption of tinplate. The tinplate industry, it will be remembered, is largely controlled by The American Tinplate Co., which is in turn a part of the Steel Trust. In spite of the falling off in the demand for tinplate, the Trust, however, has not made any change in its prices, still quoting $4 per box for ordinary quality sheets, 14 x 16 in size. Some of the independent mills, however, have been cutting prices, in some cases from 20 to 25c. per box.

CUT IN SHEET STEEL.

A heavy cut in sheet steel is reported from Pittsburg. The American Sheet Steel Co. has announced that it will take orders until further notice at 2.75c. for No. 28 gauge sheets, box annealed one-pass cold-rolled, in 500-bundle lots, and for galvanized at about 75 and 7½ per cent. off. This means that a cut of $5 a ton has been made without the least inkling of the action being given to the trade.

Its motive would seem to be a desire on the part of the Steel Company to prevent independent mills from loading up at higher figures before the actual cut came.

THE STOVE SITUATION.

AT a meeting of the stove manufacturers in New York a few days ago prices were advanced 5 per cent. The last advance that was made in prices of stoves in Canada was in April of the present year, when figures were put up 5 per cent. From what HARDWARE AND METAL can gather the advance in the United States is not likely to influence the market in Canada, either at present or in the near future.

The condition of the stove and furnace trade in Canada is still phenomenally brisk; in fact, never in the history of the trade have the manufacturers experienced the same activity. They are all away behind with their orders, and the largest of them do not expect to be able to catch up with their orders this season. One of the largest manufacturers in Canada told HARDWARE AND METAL a few days ago that his firm expected to be fully 1,000 stoves short.

As a rule, at this time of the year manufacturers have a fairly good supply of stoves in stock, but now most of the houses are even without proper assortments in their sample-rooms.

It is possible that should the coal strike continue that it may affect the demand for base burners. At present, however, there is no indication of this. In the meantime, there is a particularly good demand for wood stoves for shipment to the northern part of the country where wood is still the principal fuel.

PROBLEM OF MOVING THE NORTHWEST CROPS.

THE enormous cereal crop in Manitoba and the Territories has naturally again brought to the front the question of getting it to the seaboard. A statement made in Montreal places the number of Canadian vessels available for the service at 18, while a Fort William authority estimates that we have 30 grain-carrying vessels, taking into account passenger steamers as well. Vesselmen themselves have recently declared that they can handle about 2,500,000 bush. weekly.

Although there are really no more railway lines in operation in the West than there was a year ago, the facilities for carrying the grain are better than they were a year ago. The C.P.R. has lengthened all its sidings between Fort William and Winnipeg, so that each siding is now able to accommodate two trains of 90 cars each. Besides this, large additions have been made to the rolling stock. General-Superintendent Leonard only a few days ago said that the C.P.R. had 10,000 cars west of Fort William for the wheat service alone. Estimating 800 bushels to the car, this would mean a carrying capacity of 8,000,000 bushels.

Now, with regard to the wheat crop. Exactly what it is cannot be said. At a moderate estimate it can scarcely be less than 75,000,000 bushels, allowing 60,000,000 for Manitoba and 15,000,000 for the Territories. Last year Manitoba gave 50,502,000 bushels and the Territories 12,676,000, a total of 63,000,000, while there were inspected at Winnipeg over 46,000,000 of the crop of 1901. We all remember the difficulty that was experienced to move this crop and that millions of bushels had to be carried over to 1902, simply because of the insufficient transportation facilities.

As we have shown, the transportation facilities are better than they were in 1901. But the question is, have they sufficiently improved to warrant one in concluding that they are equal to the demand that will be made upon them? Candidly, we do not believe they are. The fact of the matter is, that even with the addition of the Canadian Northern, the grain-producing capacity of the West is far in excess of the transportation facilities of the country. And the weakest link in the chain is the steamship service.

The steamers we have are few and the carrying capacity of the most of them is anything but modern. And even were their general carrying capacity more modern, they would have to lighten at Port Colborne of anything in excess of 75,000 bushels if they were bound for the lower lakes. As much as 250,000 bushels of wheat have been carried through the American Soo Canal by one steamer, and the average cargo is 175,000 bushels. It is evident, therefore, that Canada is handicapped in more ways than one in regard to the transportation of grain from the Northwest.

During the calendar year 1901 there were shipped from Fort William and Port Arthur 15,374,000 bushels of wheat. Of this 3,225,000 bushels went through the Welland Canal, 5 000,000 bushels to New York, via Buffalo; 1,500,000 bushels to Owen Sound, 2,160,000 bushels to Midland, 600,000 bushels to Depot Harbor, 700,000 bushels to Point Edward, 1,500,000 bushels to Goderich and Meaford. The remainder went to Port Huron and Detroit.

It has been claimed that it will not be a great while before 100,000,000 bushels of wheat will be shipped annually from Fort William. And the way the Northwest is developing such a thing is probable, but the question that concerns us most is how we are going to properly handle the quantity that is now produced by the West.

Two or three years ago the Dominion Government essayed to relieve the situation by suspending the navigation laws, but it created such a storm that it promised never to do it again. It is just a question, however, whether it would not be justified in doing it again.

The United States has certainly no right to consideration from us as far as shipping laws are concerned. There is not and never has been any intention on the part of the United States to give a moderate interpretation of their shipping laws as far as Canada is concerned. On the contrary, their interpretation has always been of the strictest and most arbitrary character. The refusal to permit Canadian vessels to participate in the carrying trade from Porto Rico and Hawaii to the United States is a proof of this. But the question is, would we, by a temporary suspension of the navigation laws, and thereby allowing United States vessels to participate in our carrying trade, facilitate the marketing of the enormous grain crop of the Northwest? It seems to us there is but one answer to the question.

On the United States side of the upper lakes last year 77,000,000 bushels of grain and 8,000,000 barrels of flour were carried. If, therefore, the vessels which engaged in carrying that quantity could for the short time now remaining before the close of navigation be permitted to engage in the the Canadian carrying trade the result would obviously be to the advantage of the commercial interests of Canada, for the more grain that can be shipped the more money will there be to circulate in the country.

A "KICK."

THE following letter was sent to a Montreal newspaper on September 27, the writer signing himself "British Merchant":

The writer noticed an article in a well-known English paper referring to the trade of Canada with Great Britain in comparison with the trade the States have with Britain.

The writer of the article was evidently a Canadian, as, after detailing some of Canada's energetic efforts to promote trade with the Old Country, he blames the British merchant for lack of enterprise.

As a merchant, I may be permitted to reply that the fault may rest with the Canadian merchant or manufacturer.

My firm have made several efforts to introduce Canadian goods into this country, and two or three agencies have been given us, but the same agencies have also been given to other firms, as our representatives have discovered when offering the goods; with the result that we at once drop them.

No self-respecting firm is going to offer goods for which they are supposed to be the agents, to find that other firms are offering the same; also posing as agents for the same concern.

We are agents for several American houses, and have the entire handling of their goods, and we have had every possible support in our efforts, and never had any similar experience with them.

It is a common practice for British merchants or manufacturers to appoint more than one agent for their goods in Canada; and why such should be objected to in Great Britain, where with so much greater population a larger field is provided, is not quite clear. In some cases firms as near to each other as Montreal and Toronto are agents for the same British goods. Each manages to do a good trade in his respective locality and throughout the country surrounding, and neither considers it any loss of self-respect that another firm is handling the same goods.

AN IMPORTANT INSURANCE QUESTION.

Editor HARDWARE AND METAL,—In answer to "Another Importer" and Mr. Gerald Lomer's letters in your last issue, we beg to say that we would have much preferred having the general opinion of the trade on this important question of terms before Mr. Lomer entered the field or before bringing our names into the question, as we knew in advance the opinion of Mr. Lomer and "Suren, Hartman & Co."

But, as Mr. Lomer has given out the names of the interested parties, we shall try and state the facts again, clearly and with fairness, to back up our first statement, which we claim is absolutely correct.

Unfortunately, we could not forsee that our friend, HARDWARE AND METAL, would place "Suing for Damages" and "Who is Responsible?" on the same page in its valuable paper, as it proved that the two articles were practically one. However, we would ask Mr. Lomer to write to his principals and see if our action is serious or not, as it has been sent direct to them, and we shall see later who will pay damages, etc.

We claim that when we purchase goods c.i.f Montreal that we have nothing whatever to do with freight or insurance, as it does not matter by what line the goods are shipped, how insured or how manufactured, as the sellers undertake to pay all charges until goods are landed here, as we accept delivery in Montreal only, goods being sold in our office by the agent of the company.

We believe it is clear the shippers are responsible for all risk until the goods arrive in Montreal, and if they neglect to ship by the cheapest way or do not insure properly, it must be their fault and not the buyer's.

Mr. Lomer has stated in his letter that in this special case it happened that he notified us before shipment that these goods would be covered as usual. This we would like Mr. Lomer to prove, as such a notification was only given us on a new contract made later, but which was accepted c. and f. only, and not c.i.f., as before; we insured it ourselves to our entire satisfaction.

We having a balance of the old contract still unfilled after the rusty shipment arrived, they (the sellers) proposed that we should make out our own insurance, so as to avoid further trouble, which proposition was accepted by us at a reduction to about cover our insurance.

Mr. Lomer also stated in his letter that we said nothing about insurance before the rusty shipment arrived. We would say in reply, that we had nothing to complain of about insurance before this, as the goods delivered then could not easily be damaged by sea water, as they were not the same goods, being galvanized or japanned. But these rusty shipments were perishable goods, and shippers should have insured them accordingly.

They should have known this, and we believe must be liable for damages when it was not properly done by them. We trust that the wording of this reply will not in any way prejudice Suren, Hartman & Co., or Mr. Lomer, and would quote what an English firm has already acknowledged when in a similar position as Suren, Hartman & Co. to-day, to one of our large Canadian importers: "They did not know what they were doing all these years selling goods c.i.f., and not to insure against all risk when making such sales, and we sincerely wish that in future they will have no more trouble like this."

Hoping that this letter will make the matter clear and that it will be discussed by the trade in general, as we believe it is an important question to the trade.

The Canada Hardware Co., Limited,
A. M. ST. ARNAUD, Manager.

Editor HARDWARE AND METAL,—Thinking over the important question of insurance brought up in your last few copies, I fail to understand why there should be so much doubt in the matter, as to my mind c.i.f. must mean full cost, including full freight and full insurance.

"Importer" states that he bought his goods c.i.f. If he did (and if his contract is written c.i.f.) it would certainly mean that the seller is responsible for insurance and freight until goods are landed safely.

The "i" in c.i.f. is not half an I, and cannot mean half or part insurance unless so stated in contract.

If I were buying sheet metal or chain or whatever the goods might be, and a traveller quoted me "c.i.f." prices, I should expect his firm to abide by them.

"Importer" did not state whether the insurance policy was given to him before shipment was made or not, and if it was his usual custom to insure against all risk or not in his other dealings. But these facts need not alter the case. The matter being brought up through your valuable paper has opened the importers' eyes and I think will certainly do good.

"STILL ANOTHER."
Montreal, September 30.

STILL, WHY?

Editor HARDWARE AND METAL, — In answer to the letter of "Member of Tarred Paper Association," I would say that I am willing to admit being sleepy, but at the same time cannot yet understand why Ottawa was cancelled as a delivery point for paper. It would seem to me the freights are not as high as to Quebec, or is it a case of "You've got to buy our stuff and we don't care what kind of usage you get?" Manufacturers in other lines send baskets of peaches to their customers and then make Ottawa an f.o.b. point. As for wanting to supply the whole Dominion, I acknowledge the soft impeachment, and say yes; but I must contradict the statement that, "Prices and terms being equal the orders go to dealers at nearest points of delivery," as I know for a fact that prices being equal the orders often go to the most popular house, and, pardon my modesty, to the most popular salesman.

Trusting the Roofing Paper Manufacturers will soon see their way clear to give the consumer north of Ottawa fair play and make Ottawa a delivery point.

"WANDERER."
Montreal, September 27.

HE GOT THE INFORMATION.

A man who does not take his home paper, but occasionally answers advertisements in "story papers," has had some interesting experience, says an exchange. He learned that by sending $1 to a Yankee he could get a cure for drunkenness. Sure enough he did. It was to "Take the pledge and keep it." Later on he sent 50 2c. stamps to find out how to raise turnips successfully. He found out—"Just take hold of the tops and pull." Being young he wished to marry, and sent 34 1c. stamps to a Chicago firm for information as to how to make an impression. When the answer came it read, "Sit down on a pan of dough." It was a little rough, but he was a patient man, and thought he would yet succeed. Next advertisement he answered read, "How to double your money in six months." He was told to convert his money into bills, fold them and he would see his money doubled. Next he sent for 12 useful household articles, and got a package of needles. He was slow to learn, so sent $1 to find out "How to get rich" "Work like the devil, and never spend a cent." And that stopped him, but his brother wrote to find out how to write a letter without pen or ink. He was told to use a lead pencil. He paid $5 to learn how to live without work, and was told on a post card, to "Fish for suckers as we do."

A new hardware store is to be opened to-day, October 3, in Sarnia, by H. A. Couse & Co.

INDUSTRIAL GOSSIP.

IT is now stated as a positive fact that the Gurney Company will locate works at Toronto Junction. Operations will be commenced this fall on a building to be 700 ft. in length.

Tenders are now being asked for the construction of the new factory for the Cockshutt Plough Co. to be erected in Brantford.

According to reports from Winnipeg, work on the big Ogilvie Mills' oat elevator, on the bank of the Red River on the company's property in Point Douglas, is making splendid progress.

The International Cement Works of Durham have, in addition to exemption from taxes, secured the privilege of passing wires for the transmission of electrical power to the new works, of inducing the Hull Electric Co. to extend its tracks to the new manufactory, and of encouraging the people of Hull to subscribe for the stock of the company. For these concessions the company has promised to employ 100 men, residents of Hull, to be paid not less than $60,000 per year in wages.

Referring to the progress being made on the Quebec bridge, The Quebec Telegraph says: "The work on the construction of the caisson is being pushed forward with commendable rapidity and to the entire satisfaction of the contractor and engineers in charge. Despite some difficulty with the sinking of the south shore caisson the temporary delay is nearing an end, and the work in question, having reached a depth of nearly 50 feet below the bed of the river, is expected to be completed by the middle of next month. The unlooked for obstruction, which occasioned the short delay, was due to the west end of the caisson coming into contact with a pocket of sand, while the balance rested on a foundation of solid rock. This necessitated a deeper penetration into the river than was at first estimated. Of course, in a work of such magnitude some unforeseen obstacles may at intervals be expected, but on the whole the great undertaking is progressing favorably."

A NEW OVEN THERMOMETER.

D. G. Cooper, Pequabuck, Conn., has manufactured an oven thermometer which is of the greatest utility for all cooking and baking purposes. This invention of Mr. Cooper's meets the requirements which every experienced and competent cook has felt of indicating the exact temperature of the oven at any moment during the process of cooking. Every precaution is taken that the hand on the dial of this thermometer shall indicate the exact temperature of the air of the oven. The thermometer is fastened on the inside of the lining of the oven door toward the oven, and asbestos resting on this lining keeps the thermometer away from the door. The hand is susceptible to the least change of temperature in the oven. This thermometer is easily adjusted to both a drop and swing door.

WILL SEND A PERMANENT REPRESENTATIVE.

E. C. ATKINS & CO., Indianapolis, Ind., one of the largest saw manufacturing firms in the United States, have decided to push their business in Canada most vigorously. The business they have hitherto done in Canada has been chiefly through the mails. They will now supplement it through a resident representative with headquarters in Toronto. The gentleman selected for the duty is Mr. Harlan P. Hubbard, who has been connected with the saw trade all his life, and has gone through every branch of the business. Mr. Hubbard, whose portrait is herewith reproduced, is in Toronto this week for the purpose of opening up an office and paying a preliminary visit to the trade. The the three A's is the trade mark of the firm he represents.

Harlan P. Hubbard, resident representative in Canada of E. C. Atkins & Co., Indianapolis.

The "North Star" refrigerator, manufactured by the North Star Refrigerator Co., is giving good satisfaction. This refrigerator was awarded a diploma at the late Exposition in Ottawa by the Central Canada Exhibition Association.

TRADE CHAT.

MR. A. S. SMITH has put up a windmill on his hardware store by which to keep his store cellar dry. The pump keeps working just as the wind blows and the water in the cellar is being brought to the outside in free supply.—Moosomin, Assa., Spectator.

Beaupre & Son's iron foundry at 54 St. Henry street, Montreal, were badly damaged last Friday by fire.

Last week P. J. Crowley, bookkeeper of M. E. Agar, hardware merchant, St. Johns, was married to Miss Margaret A. Lawlor.

Pike Bros. store, Stanstead, Que., was recently badly damaged by fire. The fire originated in the cellar where the paints and oils were kept.

Notice has been given of the dissolution of partnership of John L. Fawcett and J. T. Allan Diblee, hardware and grocery merchants, Hartford.

The first of the three baseball games for the championship of London, between the Londons and McClary's, champions, respectively, of the city and wholesale leagues, resulted in a win for the McClary team—by a score of 3 to 0.

A combination of the wire nail manufacturers is expected in Vienna. At a meeting held about the middle of September, 80 per cent. of the members favored the formation of a combine, and it is anticipated that it will be formed notwithstanding the opposition of the minority.

PERSONAL MENTION.

Mr. Wm. Currie, hardware merchant, Omemee, Ont., was in Toronto this week.

Mr. Ralph Smailes, of Rendell & Co., general merchants, Greenwood, B.C., was in Toronto this week.

Mr. W. R. Tait, of Lewis Bros., after being in Toronto for a few days, is starting on his trip to New Ontario again.

Mr. Max Morell, manager of Lewis Bros. & Co.'s Toronto branch, has just got back to Toronto from a business trip to Montreal.

WIRE NAILS
TACKS
WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

PRODUCTION OF COPPER.

THE production of copper in 1901 is reported by Charles Kirchhoff in "Mineral Resources of the United States, 1901," now in press, United States Geological Survey.

The conditions surrounding the copper-mining industry during the year 1901 were in many respects extraordinary. Production was only slightly less than it had been in 1899 and in 1900, and consumption in this country was undoubtedly considerably greater. But a determined effort was made during the greater part of the year to maintain values in the face of adverse conditions in the countries which are the principal customers for our large surplus. Prices were kept above the parity of Europe, so that large importations were added to the supply. The result was an extraordinary accumulation of the red metal in the hands of leading interests. For a while co-operation between the principal producers was tried, and when this failed coercion was attempted by the breaking of the market toward the close of the year. This was preceded by a very serious decline in the shares of copper companies on both sides of the Atlantic.

The total production of domestic copper in the United States in 1901 was 268,782 long tons, as against 270,588 long tons in 1900. The amounts produced and the relative percentages of the total production of Lake Superior, Montana and Arizona were as follows:

Lake Superior, 69,772 long tons, percentage of total production, 25.9; Montana, 102,621 long tons, percentage, 38.2; Arizona, 58,383 long tons, percentage, 21.7. Mr. Kirchhoff discusses at some length the conditions and production of the mines in the Lake Superior district, in Montana, in Arizona, in Utah and in Tennessee.

The total imports of copper into the United States in 1901 from all sources and in all forms amounted to 124,938,323 pounds, as compared with 103,895,026 pounds in 1900, with 93,172,191 pounds in 1899 and with 50,268,499 pounds in 1898.

The total value of the exports of copper from the United States in 1901 was $36,071,448, as compared with $58,875,439 in 1900, with $43,485,654 in 1899 and with $35,545,251 in 1898. Germany is by far our largest customer for copper, since the greater part of the metal shipped to the Netherlands is in transit to that country; on the other hand, some of the copper which goes to the United Kingdom is shipped from there to other countries. The details of these movements cannot well be followed.

The estimated consumption of copper in the United States in 1901 was 382,761,014 pounds, as against 356,891,121 pounds in 1900.

Good Returns.

After all what you want the goods you sell to do is to bring you good returns—good profit to yourself and satisfaction to your customers.

Every way you take them

THE SHERWIN-WILLIAMS PAINTS AND VARNISHES

bring good returns. They are the most profitable paints and varnishes any dealer can sell. They afford a splendid margin of profit and help to build up a steadily-increasing trade through their selling qualities.

They never go wrong if properly used, and they bring the consumer back again and again.

They are the best advertised paints and varnishes sold. They are known and have a good reputation all over Canada. They are the paints and varnishes you ought to sell.

Our "B-13" booklet describes our entire line of products and tells what we do for paint dealers selling our goods. Write for copy to-day.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CLEVELAND.

CHICAGO, NEW YORK, NEWARK, MONTREAL, BOSTON, TORONTO, SAN FRANCISCO. KANSAS CITY.

The stock of copper on hand in the United States on January 1, 1902, is estimated as being at least 300,000,000 pounds, equivalent to six months' production. In the absence of figures which might be said to represent normal years, it is impossible to do more than make a guess at what might be considered the excess over a reasonable stock. It is probably fair to assume that, even at the beginning of the year 1901, the stocks of copper in this country were beyond the working limit.

The copper market opened in 1901 rather dull at the official prices of 17c. for Lake and 16½c. for electrolytic, but actual sales were made at 16⅞c. for Lake and at 16¼c. for electrolytic. By January 13, 1902, the official prices had fallen to 10⅛c. for Lake copper.

The world's production of copper in 1901 was 511,803 long tons, as against 487,206 tons in 1900, 463,693 tons in 1899 and 429,379 tons in 1898.

AN ANCIENT INDUSTRY.

ONE of the most ancient industries in existence at the present time in Europe, according to Scientific American, is the production of zinc in Silesia. From the 16th century calamine was obtained in the manors of Beuthen and Jagerndorf; it was used in the local manufacture of brass, and it was exported to the countries adjoining the Oder and Vistula. During the 30 years' war, when the workmen, mostly Huguenots, had abandoned the mines, this industry disappeared, and its exploitation did not recommence until the 18th century, when George de Giesche, a Breslau merchant, obtained in the year 1704 from his Sovereign Leopold the privilege, for 20 years, to extract calamine in Silesia. The first zinc foundry established in Silesia was that of Lydagnia, which existed from 1809 to 1900. At first prices were very high, $21.75 per quintal. As the production increased, which in 1816 reached 20,000 quintals, prices dropped to $3.75 and in 1820 to $2.35. This year proved fatal to the high furnaces, some of which were obliged to shut up. At that time the article was exported to Asia via Brody and Russia. In 1820 the English route was employed for shipment to India, where it proved a powerful competitor to the Chinese zinc. This exportation gave fresh prosperity to the Silesian mines. Since 1830 the production has continued to increase. In 1837 there were 32 works, employing 1,091 workmen, in activity, and the production reached 207,707 quintals. At present it exceeds 2,000,000 quintals, and requires nearly 8,000 workmen. The exportation in 1897 amounted to 496,004 double quintals, and in 1901 to 533,129 double quintals. The nominal price at Breslau is now from $3.25.

THE "SOO" POWER CANAL.

THE great water-power canal of the "Soo," which has just been finished after four years of construction and an expenditure of $5,000,000, is regarded by engineers as the most magnificent work of its kind in the world.

The canal is two and a third miles long, from the mouth of the intake above the rapids to the overflow far below the entrance to the ship canals. The average width is 224 feet, and the depth is 22 feet. The intake has an area of more than 15,000 square feet, through which will flow a volume which is estimated to be 30,000 cubic feet per second, with a velocity of about two feet per second, or about one and a half miles per hour. The entrance is 891 feet wide and 18 feet deep. In its excavation some 300,000 cubic yards of material were removed.

The river front of the forebay is closed by the power house, the duplicate of which cannot be found in the United States. It is constructed of red sandstone, is 48 feet over a quarter of a mile in length, is 100 feet wide and 125 feet high. The massive building sits upon a foundation of piles covered by log sills and caps, and covered with Portland cement concrete to a depth of three feet. The cost of building this foundation alone represents a snug little fortune. The substructure consists of 81 masonry walls 100 feet long, 20 feet high and three feet thick. The stalls or pits thus formed, aside from supporting the building, serve to deliver the water from the turbines into the river.

The penstocks are all of uniform dimensions, 40 feet long, 15 feet wide and 20 feet high. The dynamo floor occupies space on the same floor on the river side of the power house. The floor above is used for the machinery, which converts the energy of the water into electrical power.

The energy to be developed by this immense engineering achievement is estimated at 40,000 horse-power, developed by 320 turbines of the McCormick type. Four of these turbines in pairs are placed in each penstock. All of the turbines are joined to one high shaft of pressed steel, and are housed in iron cases, leaving no openings save for the passage of water. The water enters the penstocks at a depth of 13 feet, and passes through the buckets of the turbines, through the draft tubes below each turbine, thence into the pits and from there into the river. As the rush of water passes through the turbines, the wheels revolve, that in turn revolves the big shaft, and thus the power is produced to turn the dynamos awaiting on the floor above.

The electrical equipment of the power house consists of 80 dynamos constructed by The Westinghouse Company. After converting the water power into electrical power, the latter will be transmitted by feed wires to the doors of the various plants, which are either in course of construction or projected, and which are expected to use the power produced. Among other things, the power will be used to propel the street cars.

PERPETUAL SATISFACTION

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IVER JOHNSON SINGLE GUN

Semi-Hammerless, Trigger Action. Automatic Ejector or Non-Ejector, at option of user. Flush Head Locking Bolt. Metal Tipped Fore End.

THE TRADE PREFER THEM; THE PUBLIC DEMAND THEM.

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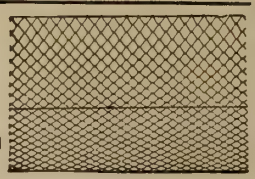
MANTELS, GRATES and TILE.

Are any of your customers building a new house? If so, why not try and sell them a mantel as well as hardware? They will want one, and it will pay you. Write us for catalogue and price.

THE BATTY STOVE & HARDWARE CO.

76 York St., TORONTO.

NOTE CLOSE MESH AT BOTTOM



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is close meshed at bottom and does not require rail or board support at edges, having strong straight wire (No. 12 guage) at top, bottom and in centre, cannot sag and is easy to erect. The "Page Acme" netting is of neat appearance, very durable and cheap. We also make farm and ornamental fence, gates, nails and staples. The name of Page is your guarantee of quality.

The Page Wire Fence Co., Limited, Walkerville, Ont. 5

Buy the Best.

HERCULES

Sash Cord.

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by all Wholesale Dealers

IDEAL QUICK ADJUSTING BOOT & SHOE HOLDER

PAT. JULY 1st, 1902.

ALL METAL

Strong *Neat* *Durable*

The Canada Hardware Co.,

Wholesale Merchants Limited

MONTREAL

H. S. HOWLAND, SONS & CO., LIMITED.

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37-39 West Front Street, **Toronto.**

ONLY WHOLESALE

STEEL COW CHAINS.

OCT -7 1902
RETURNED

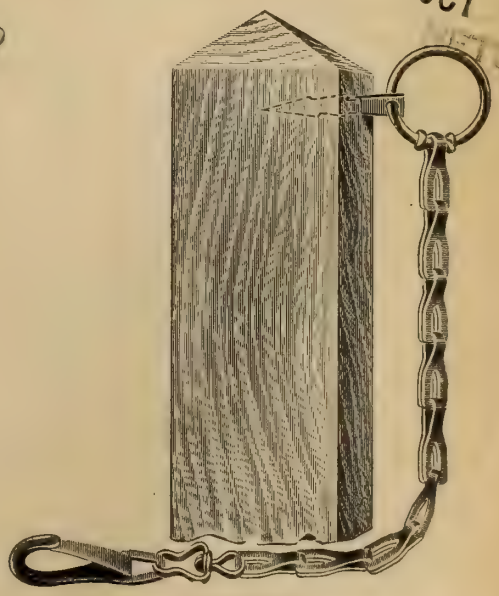
Three Chains.

Close Ring.

Open Ring.

"Dominion" Stall Fixture.

Special Stall Fixture - Stall Chains.



Post Chains.

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

WE SHIP PROMPTLY

Graham Nails are the Best.

Factory: Dufferin Street, Toronto.

OUR PRICES ARE RIGHT

MACHINERY AND ELECTRICAL SUPPLY DEPARTMENT

PETROLEUM AS A FUEL.

THE utilization of petroleum for fuel and other commercial purposes is being more widely adopted, comparatively speaking, in the little European State of Roumania than in many other larger and more important countries, according to an exchange. Nearly all the sugar mills, distilleries, gas works, hospitals and manufactories in Roumania now use petroleum refuse as fuel, as well as the State railways, upon which it is employed largely for the locomotives. During the last two years the price of British coal, which was formerly almost exclusively used in the manufactories, has mounted to about $10 per ton. Considering that the heating effect of petroleum residue is about one and a half times that of coal, and taking the price of coal at $10 per ton, the comparative value of petroleum residue is equivalent to $15 per ton. The average price of residum, however, is about $8, and crude petroleum, $7 per ton. It is proposed to hold a Petroleum Congress at Bucharest in 1903. Before the congress will be laid geological maps of Roumania, showing the petroliferous zones, worked and unworked; maps showing the salt, lignite, coal and quarries existing in the country; tables explaining the growth and development of the petroleum industry, a series of geological sections of the most important works and soundings, analyses of the chemical and industrial properties of the petroleum, photographs of the chief refineries and workshops, a series of geological sections of the valleys, plans of injectors in service for the use of petroleum as a combustible as employed by the Roumanian State railways and navigation societies, and a map showing the geographical position of Roumania in regard to other countries, buyers of petroleum, the means and cost of transport, besides other matters of importance bearing on the subject of petroleum.

A HANDY BINDER.

Bulletin 825, issued with a magnificent binder, by The Canadian General Electric Company, Toronto, illustrates the various generators which this company handles. This catalogue, like others of this company, contains splendid cuts of the machinery described and much useful information regarding their construction and operation is concisely given. A booklet entitled "Suggestions for Rail Bonding" is also issued by the same company. The binder is a particularly good piece of work, and by a simple device can be made to contain much of the literature which the company sends out to the trade.

NEW ELECTRICAL COMPANY IN QUEBEC.

The demand for electric and steam cars in Quebec city and its vicinity has attained such increased proportions that some decided steps are now being made by several Quebec and Levis capitalists towards the forming of a company for the purpose of erecting a large factory wherein cars and other like equipment for railways will be built. Mr. Dodge, the superintendent of the Levis Electric Railway, is one of the promoters, and it is said that the company will have a capital of over $50,000.

A STEAM AUTOMOBILE'S RECORD.

On September 24, G. C. Cannon, New York, with a machine of his own design and make, beat all previous records for steam automobiles, from one to five miles. G. C. Cannon is a young Harvard student, and for several years past he has been experimenting with steam automobiles. Last summer he succeeded in making a new record for the distance of one mile, which he covered in 1.07 2-5 minutes. This year he constructed his "Freak Steam Auto" with which, on Narragansett Park last week, he reduced the mile record to 1.05¼, and the five-mile record from 6.43 1-5 to 6.05. Two men are required to handle this new machine.

A 30-TON CASTING.

The Laurie Engine Company, St. Catherine street, Montreal, made a 30-ton casting last week, the largest ever attempted by this company.

The casting was for the bed-plate of a blowing engine and all preliminaries, save the drawing of the plugs, had been prepared beforehand. The greatest task was the moving of the derricks containing the molten metal. One of these contained 15 tons of molten metal, while two smaller receptacles held the remainder. The casting was left undisturbed for 60 minutes to cool.

THE LATE MR. JOHN DOTY.

Mr. John Doty, who died at his residence, 97 Ossington avenue, Toronto, last Monday, was a prominent figure for many years in Canadian manufacturing circles. In 1871, when he left his native State of Vermont, he established an engine works in Oakville, which business he conducted till 1875, when he moved to Toronto and established the firm of John Doty & Co. After his retirement in 1890 this business was carried on by The Bertram Works. The deceased was the founder of the modern island ferry system.

ELECTRICAL AND MACHINERY NOTES.

DURING the past week The Gee Electrical Company have furnished with electric wiring the residence of T. B. Lee, Madison avenue; two dwellings belonging to L. R. Orde, in Rosedale; also the Baptist Mission on Follis avenue, and the Sunlight Soap building on Eastern avenue, all in Toronto.

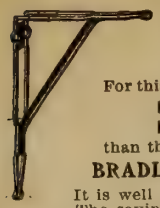
The Dominion Motor and Machine Co. shipped, on Thursday, an 8 H.-P. portable gasoline motor to F. S. Fillmore, Westmorland Point, N.B.

The Ontario Dynamo and Electric Company, who have secured the contract for lighting the town of Tottenham, have bought the necessary generating apparatus from The Kay Electrical Co.

H. J. Hass, former superintendent at The Canada Motor and Cycle Works, Toronto Junction, left on Monday for Buffalo, where he has secured a position of a similar character with The E. R. Thomas Motor Company.

The board of The Canada Foundry Co., at a meeting last week, resolved to make many alterations to their original plans in completing their new plant at Toronto Junction. A storeroom is to be built almost in the centre of the plant, while the storage building, originally intended to be 80 feet wide, will be extended to a width of 180 feet.

The Kay Electrical Company have supplied two motors to The A. R. Williams Machine Company, of Front street, Toronto; also two motors to The King Furnishing Company, of Chesley. This company have also supplied dynamos to Young Bros., Almonte; and to The R. L. Laidlaw Company, lumber merchants, Toronto. To The Smith Woollen Company they have sold a dynamo and motor.



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That's what a shelf bracket is for.
For this purpose there can be
NOTHING BETTER
NOTHING CHEAPER
than the . . . .
BRADLEY STEEL SHELF BRACKET
It is well **Japanned, Strong** and **Light.** The saving in freight is a good profit, aside from the **lower price** at which the goods are sold.

☞ Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

Over One Thousand

different pieces of Machinery offered at a bargain. Below is a partial list of Machines ready for shipment:

Boilers of all kinds.
Engines for all purposes.
Gas and Gasoline Engines.
Combined Coal Oil Engines and Boilers.
Screw Cutting Engine Lathes.
Speed Lathes and Fox Lathes.
Turret Lathes.
Gauge and Wood Turning Lathes.
Iron Planers and Shapers.

Write for Monthly Stock List describing a great many items of interest to machinery users.

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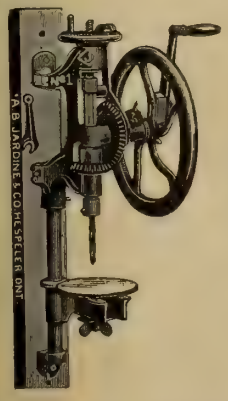

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Blacksmiths' Hand Drills.

The very best.

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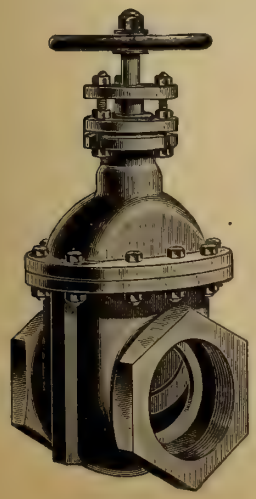

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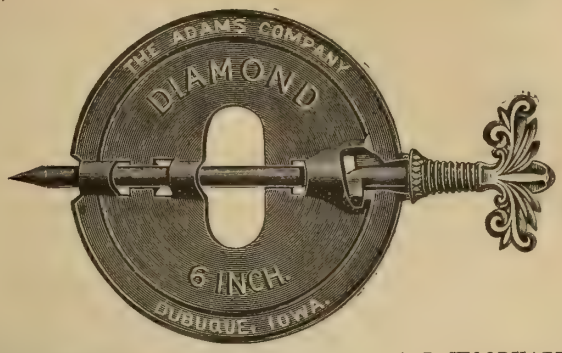
The Kerr Engine Co.
LIMITED
Walkerville, Ont.

DIAMOND STOVE PIPE DAMPER.

U.S. Patent June 25th, 1895 — Canadian Patent December 14th, 1893



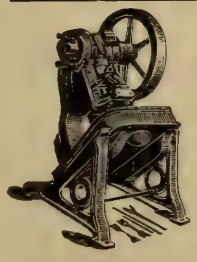
Nickle Handle.

Made by **THE ADAMS COMPANY,** Dubuque, Iowa, U.S.A. **A. R. WOODYATT & CO.,** Guelph, Ont.

"The Peerless"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices

James Warnock & Co. = Galt, Ont.



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SARNIA, ONT.

Manufacturers of
Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

H. W. Petrie, 141-145 Front Street West, **Toronto—Selling Agent.**

Made in Two Sizes—6 and 7-inch Pipe.

E. T. WRIGHT & CO., HAMILTON.
Manufacturers,

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

PAINTS We manufacture these brands:—"LION," "PEERLESS," "OWL," "RAVEN," also Ready-mixed House and Floor Paints, Roof, Barn, Bridge and Brick Paints, Coach Colors. Varnishes, Japans, etc. Our prices will interest you. Write us,

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(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

AVOIDING EMERGENCIES.

By W. H. WAKEMAN.

MACHINES of all kinds show signs of wear after they have been in service for longer or shorter periods according to conditions, but some of these are more difficult to discern than others.

When I was a boy, driving a pair of large bay horses was my occupation, and while doing this work I noticed that some of the chains we used would wear down quite thin in places and then break off if not strengthened, while other parts would break while yet undiminished in size, without sustaining a very heavy load, and when the broken ends were examined they appeared like a collection of shining pebbles, showing that the iron was brittle. The former defect was easily discovered, but the latter was concealed until failure of the part called attention to it.

The former is like the part of an engine that wears until its weakened condition shows plainly to even the most casual observer that it must soon fail, while the latter resembles a boiler plate that is so brittle that it will not safely carry one-half of its former pressure, yet looks as strong as ever, to the casual observer, because it retains its full size.

This brings us to the main subject of this article, which refers to worn out steam boilers. I do not intend to show the awful wrecks, resulting in loss of life and property, which are caused by attempting to use boilers that are unsafe, as that is unnecessary, but shall call attention to the unwise plan adopted by some steam users who fail to heed repeated warnings concerning boilers that are rapidly failing until they are finally condemned in the midst of a busy season, causing loss, annoyance, and dissatisfaction.

The following incident is not a fancy sketch, but is only one of many that might be presented:

The boiler in a certain mill had been in use for many years until some of its parts showed signs of wear, as the plates were not as thick in all places as when new, and the experienced inspector knew that the sheets were crystalized, hence brittle and unsafe. The pressure was reduced until there was barely enough available to run the engine, which, of course, means that the steam was not used to good advantage.

Repeated warnings of the condition of affairs were not heeded, until one day the boiler was found to be utterly unfit for further use and the escape from failure under pressure seemed miraculous. Business was so prosperous that the firm could scarcely allow a day for boiler cleaning and inspection, and here they were found without a boiler to use, and no arrangements made for another. Here I wish to note the strangest and most unreasonable part of the whole affair, for the manager blamed the inspector in unmeasured terms for condemning the boiler so that if its condition had been due to carelessness and inefficiency on his part, his condemnation would have been no greater. Perhaps some reader can explain the philosphy of this action, but the writer cannot. It would naturally seem as if the vigilant and faithful inspector ought to have been complimented.

Another boiler was secured and set as soon as possible. The change proved to be a great improvement, so far as operating expenses were concerned, for calling coal worth $4 per ton, it saved $600 per year, which would not only pay a high rate of interest on the investment, but soon dispose of the principal also. This was so satisfactory that an apology was tendered the inspector for the mistake made in abusing him.

If no further explanation is made along this line, it will probably appear all right to some, therefore I shall proceed to show the disadvantage of the plan adopted in this case, hoping that it will prove beneficial to others in similar circumstances.

No plans had been made for a new boiler, and it became necessary to get one at the earliest possible hour, therefore, no opportunity was affered to select the most suitable kind for the conditions under which it must be used in that place. Where such a mistake is made it usually results in the purchase of a boiler that possesses at least one good quality, for it is ready for service without delay. It may be so designed that scale may rapidly collect in some of the parts which are not easily accessible for cleaning, and perhaps only well water, or some other kind that contains much impurity is available.

An acceptable boiler may not be at hand, so that the next best move is to have one built in the shortest time possible. This means that pressure is brought to bear to hurry every operation, and while I do not dispute the fact that a boiler can be well made under such conditions, yet it is only reasonable to expect that it will not be so well constructed as if it was known that no special haste was called for.

It is poor policy to drive too sharp a bargain when buying a boiler that is not yet made, because some boilermakers will build according to the price paid, which action will be condemned by almost everybody, yet, said condemnation will not make a good boiler out of a poor one, nor recall men to life and health who are in its path when it fails under steam pressure. It becomes necessary, however, to consider the financial part of such a transaction, and as some steam users are too short-sighted to see that there is such a thing as being too sharp, it is possible to put a safeguard around them, by pointing out the fact that if a boiler is well made, of good material, at a time when there is not much to do in the shop it is probably a good boiler, and its quality will remain the same if its owner is obliged to sell it at a low price, therefore, in view of all these facts it is quite possible that it will pay to buy such a boiler at a low price, even if it is not wanted for several months.

An inspector condemned the boiler used to generate steam for a certain plant, but allowed it to be run until a new one could be procured. The engineer in charge was told to select a suitable boiler from the stock of a designated dealer, but found them all fitted with hand holes in the front heads, underneath the tubes. As he wanted a man hole in his boiler so that he could go into it under the tubes, he objected to this form of construction. He was promptly informed that the heads would be taken out of the boiler he wanted and new ones put into it, made as he desired. With this understanding, he accepted, but took the precaution to put a private mark on the shell. The boiler arrived in a few days and appeared to be satisfactory. The private mark could not be found, however, which aroused suspicion, and subsequent cross-examination of one of the workmen brought out the fact that a new boiler had been built in the shortest time possible, or in other words, under the most undesirable conditions.

It was then too late to reject the boiler, so that it was put into service. Of course, it is unwise to claim that anybody is dishonest, unless abundant proof is available, but this transaction certainly does not come under the head of the golden rule.

It is the custom of some boilermakers to furnish their foremen with the main parts of the specifications, giving the principal dimensions, but not supplying all of the details, as the latter are followed out in accordance with the ordinary custom prevailing in that shop. This may be all right, but it shows that if any improvement, or change is to be introduced, the engineer should be on hand occasionally while the boiler is in process of construction, to make sure that his ideas are properly carried out.—Age of Steel.

Bates & Macdonald, of the Round House at Depot Harbor, have this week bought the machine shop in Parry Sound belonging to Weir & Tizzard.

ARMS AND AMMUNITION

Highest Quality Goods
Rock Bottom Prices

KINGS SEMI-SMOKELESS POWDER

KINGS SMOKELESS POWDER

THE IDEAL (ST. ETIENNE)
THE ONLY
REAL HAMMERLESS DOUBLE BARREL GUN.
HIGHEST QUALITY AND BEST ALL-AROUND GUN ON THE MARKET.

FULL STOCK OF
PETERS CLIMATIZED LOADED SHELLS
LEAGUE BLACK POWDER.
REFEREE SEMI-SMOKELESS POWDER.
IDEAL SMOKELESS POWDER.

YOU NEED THEM.
WE DON'T KEEP THEM.
WE SELL THEM!
LEADING CRACK SHOTS WILL HAVE NO OTHER.

Peters Primers Sure Fire — The H&C Ltd. — Peters Perfect WADS.

REMEMBER
PETERS METALLIC CARTRIDGES ARE LOADED WITH KINGS SEMI-SMOKELESS NON-CORROSIVE POWDER.

THEY COST NO MORE THAN THOSE LOADED WITH BLACK POWDER.

HAS YOUR CARTRIDGE BUSINESS BEEN SLOW? IF SO, MAKE IT PAY YOU NOW—STOCK PETERS CARTRIDGES.

YOU SECURE BETTER PROFITS, YOUR CUSTOMER BETTER GOODS.
WE KEEP CHEAPER GRADES OF AMMUNITION, BUT PETERS IS BEST.

LARGE VARIETY OF **GUNS AND RIFLES** AT ALL PRICES.
TRY OUR MAIL ORDER DEPARTMENT IT WILL PAY YOU.
ORDERED BEFORE NOON SHIPPED BEFORE NIGHT.

IT'S UP TO DATE.
SEND US YOUR ORDER NOW.

OUR SPORTING GOODS CATALOGUE FOR THE ASKING.

The CANADA HARDWARE CO., Limited

Salesrooms:
10 DeBresoles Street.
Off St. Sulpice Street.

MONTREAL.

Warehouse:
43-45 Common St.

CATALOGUES, BOOKLETS, ETC.

A HANDSOME PRODUCTION.

A CATALOGUE and price list of all the articles of their manufacture has recently been issued by The Pillow & Hersey Manufacturing Co., Limited, Montreal. Like the other productions of this firm, the catalogue is complete in every respect, and bound and printed in a style that not all catalogues receive. In addition to the regular lists of the products of the tack factory, wire nail factory, cut nail factory, horseshoe factory, bolt and nut factory, rolling mill department, etc., there is also included in the book a complete telegraph code, which customers at a distance will find of great convenience when ordering goods by wire. A good deal of useful information will also be found regarding the weights, counts, contents of cases, etc., which the trade will find of profitable interest. An index at the front of the book makes it easy to obtain quick reference to any section. Altogether this catalogue is a really fine one, and in keeping with the contents of the well-known "Blue Hoop Kegs." Everyone in the trade should have a copy of it.

A CENTURY IN THE CUTLERY TRADE.

The firm of Thos. Turner & Co., of the Suffolk Cutlery Works, Sheffield, Eng., have issued a handsome "Centenary Souvenir" commemorative of the fact that the cutlery manufacture as carried on by successive firms in these works is now a century old. The main purpose of this souvenir is not to advertise the grade of cutlery produced from the Suffolk Works, but to explain and illustrate the various stages by which an article is brought to its perfected state. The processes of forging steel, making and grinding are all lucidly explained, and the splendid cuts which accompany these explanations assist greatly to the understanding of these operations. Many facts connected with the manufacture of scissors, razors, and penknives, etc., are disclosed to those not proficient in the cutlery trade. In the preface a retrospective review is given of the history of the firm, while the frontispiece is a magnificent view of the Suffolk Cutlery Works, of Sheffield.

TO MAKE HEATING STOVES.

Isaac R. Williams, of Savannah, Ga., who, with his wife and daughter, visited Toronto recently, tells The Savannah Democrat that Toronto is the cleanest city he has ever seen in all his travels. There is more regard for law, order and morality than he has seen elsewhere.

Mr. Williams came to Toronto in the interests of the Howard air-tight heating stoves, and says a company will be organized and a factory built in Toronto or some other Canadian city in a few months. A. W. Dingman, of Toronto, will take hold of the enterprise.

A FAVORITE BRAND.

The demand for guns and ammunition this fall has been exceptionally good. The Canada Hardware Co., who are agents for the "Peters" cartridges and loaded shells, report that these are selling rapidly.

PLUMBERS WANTED.

WANTED — TWO FIRST-CLASS PLUMBERS. Apply, ROBT. ROSS, Parkdale, Toronto. (40)

SITUATION VACANT.

BLACKSMITH WANTED — IN HORSE-shoeing and jobbing shop. Address Wm. T. Thomas, Port Stanley, Ont. (40)

WANTED.

WANTED — HARDWARE MERCHANTS to handle Solarine Metal Polishes. Our product is best by test and used by thousands. Try it and be convinced. We have a liberal proposition to make to a good man in every town. Address Solarine Depot, Toronto. (38-4)

Manufacturer's Agent Wanted

to represent manufacturers of Knife-Cleaning Machines having a ready sale. Apply—

THE SHEFFIELD ENGINEERS, Limited,
(39-3) Sheffield, England.

STOVE BRICK Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

AGENT WANTED

to sell up-to-date Gas and Oil Engines. Apply with full particulars of connection, etc.

BOX 15, HARDWARE AND METAL MERCHANT,
(39-3) 109 Fleet Street, London, E.C.

HELP your customers

to save fuel by supplying

The "PRESTON" RADIATOR

In this Radiator we have combined Artistic Appearance, Great Heating Surface, Simplicity and Low Cost.

It is a heater which at once appeals to the good judgment of a purchaser, as there are no complicated parts, it is easily cleaned, has no parts to get out of repair, and its vast heating surface is plainly visible.

A customer can estimate just what he is getting when he buys a "Preston" Radiator. It is not necessary to sell them on approval.

The damper, when set horizontal, fills the space between the tubes and compels all the products of combustion to pass out between tubes and circle about the outer shell.

The cold air enters tubes at bottom of radiator and escapes at top, creating a good circulation of air in any room where it is located.

It can be used on smoke pipe above stove or at floor in an upper room.

We Solicit Trial Orders.

The Metal Shingle & Siding Co.
Limited
Preston, Ont.

E. B. SALYERDS
Manufacturer of
Hockey Sticks
PRESTON,
Ontario, Canada.

The Best Stick.
Made of Rock Elm.
Wholesale Trade Only Supplied.
Ask your Wholesale House for the Preston make of Stick.
Write for Prices.

GALVANIZING

Our plant is modern, and capacity large. Prices O.K. Other branches:

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK, ETC., ETC.

Ontario Wind Engine & Pump Co., Limited, 505 Atlantic Ave., Toronto.

WILLIAM ABBOTT

Agent and Importer

Celebrated "Novo" Tool Steel
AIR HARDENING.

Cast Steel for all purposes.
Steel Wire Drill Rods.

3 St. John Street, MONTREAL.

THE LONDON SCALE WORKS

GEORGE M. FOX

(Successor to John Fox.)

Manufacturer of Railroad, Hay and Platform Scales.

91 York Street, LONDON, ONT.

FREE INSURANCE AGAINST FIRE

PLASBESTER

AGENTS WANTED IN EVERY TOWN.

the BEST ASBESTOS WALL PLASTER

Fire Proof
Frost "
Sound "
Will not crack.

The Grey and Bruce Portland Cement Company of Shallow Lake, Limited,

Manufacturers of

"HERCULES" BRAND OF

Portland Cement

Unsurpassed for Sidewalks, Floors, and all work requiring the Highest Grade of Portland Cement.

HEAD OFFICE: OWEN SOUND.

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS. ESTABLISHED 1825. 75 YEARS.

Angling for Trade—

The successful fisherman is not the one who tells the "biggest story," but the one who shows the largest catch. "J.M.T." products are "in the largest catch." They are not only good sellers but friend makers and no dealer makes a mistake in carrying our lines. Our bathroom accessories appeal to every wideawake hardware dealer in the country. Valves bearing our trade mark are the standard of excellence in valve construction, and many dealers are carrying our line of plumbing goods to their great advantage.

Communicate with us and extend your line of business as well as your list of friends.

OCT 31 1902

The JAMES MORRISON BRASS MFG. CO, LIMITED.

TORONTO.

Brass Specialties and Plumbing Goods.

TRADE MARK J.M.T. REGISTERED

RICHARD JOHNSON, CLAPHAM & MORRIS, Ld., Manchester AND LIVERPOOL, ENG.

CABLE ADDRESS—"Metallicus," Manchester.
CODES USED—ABC, AI, Liebers and Private Code.

Manufacturers and Metal Merchants

GALV'D SHEETS
GALV'D CANADAS
BLACK SHEET IRON
BLACK CANADAS
Range & Furnace SHEETS

TINPLATES, TERNES
TINNED SHEETS
PIG TIN, PIG LEAD
WIRE NETTING
GALV'D BARB WIRE

WAREHOUSE LEVER STREET

MONTREAL OFFICE: Messrs. Copland & Co., Imperial Buildings.

HALIFAX OFFICE: Messrs. Grant, Oxley & Co., 68 Bedford Row.

THE SHERWIN-WILLIAMS CO.

From a Cleveland, Ohio, paper.

CLEVELAND has long been the centre of the paint industry in the United States, and it is only natural that here should be located the headquarters and main plant of The Sherwin-Williams Company, the largest paint and varnish makers in the world. To illustrate the extent of the business of the company, it may be stated that in the last year the railroad customers on its books represented a rolling equipment of over 1,300,000 cars, while the entire equipment of all the railroads in the United States, Canada and Mexico is around 1,670,000 cars. In prepared paints for buildings and household use the capacity of the Cleveland plant alone is probably larger than the output of any other concern. In quick-drying coach colors, their yearly capacity is sufficient to paint 1,000,000 buggies. In the item of freight-car paint alone, the company's annual output would cover 350,000 cars, each one averaging about 35 feet long.

The Sherwin-Williams Company make, treat and refine all their linseed oil, having just erected a finely-equipped linseed oil mill for the purpose. They manufacture all their dry colors; make all their driers, varnishes, and japans; operate their own tin-can factory, box factory and cooper shop; do all their own printing, make their own machinery and own a screw steamer for hauling their lumber and flaxseed down the great lakes. The tin can factory of the company has a capacity of 5,000,000 cans a year. In the box and cooperage departments, the mills have an annual capacity of 15,000,000 feet of lumber and a dockage front along the river of 500 feet. The sample department where all the sample folders are finished turns out annually 40,000,000 samples. The capacity of this department permits the pasting of 126,000 samples a day, while the paint that is spread on the color cards would paint all the houses in a good sized town.

The history of The Sherwin-Williams Company is one of wonderful progress since its establishment in 1869. From the small beginning of a store building the company now operates the largest system of paint factories and warehouses in the world. The main offices and factories of the company are at No. 100 Canal street. The plant at this point consists of 17 buildings, ranging from two storeys in height to seven storeys. In the general offices here are also located the headquarters of the central division of the company's organization, which handles the business of the northern central portion of the United States. The remainder of the continent is divided into six divisions—the eastern division, with offices and warehouses at New York City and factory at Newark, N.J.; the western division, with offices and factory at Chicago, and a depot at Minneapolis; the Canadian division, with offices and factory at Montreal and a depot at Toronto; the New England division, with offices and warehouse at Boston; the Pacific division, with offices and warehouse at San Francisco, and a depot at Los Angeles; and the Southwestern division, with offices and warehouse at Kansas City, and a depot in Texas soon to be established.

The growth of the company, while it has been remarkable in many respects, is yet most reasonable when it is considered that the foundation principles of the company are such as could insure only success. This foundation is quality, and on it the structure, as it now stands, has been built. Based upon the principle of "good quality" in its finished product, it is most natural that every step in the manufacture of the goods should embrace the same idea. The most striking of this evidence to the visitor at any of the company's plants is the most scrupulous cleanliness that would be noticeable in a bakery. This applies not only to the machinery and floors, but also to the employes. Every facility is given to encourage cleanliness. There are a number of toilet rooms, including shower baths, large and excellently appointed, and at the large Cleveland plant towels are supplied in liberal quantities from the company's own steam laundry.

The work of insuring good quality in the goods begins in the company's chemical laboratories, where all the raw materials are analyzed to insure their purity. The standards of the company are very high in this respect, as, of course, they must needs be when good paint only is desired. From this point through to the time that the cans are packed for shipment every step is watched by experts. Every precaution is taken to insure that the work is done well, and when a can of paint leaves the factory there is an absolute certainty of its being strictly up to the highest standard. In the process of manufacture there are many interesting points that always arrest the attention of the visitor. Among these are the following: A very exact measurement to insure accuracy in following the formulae; a skillful and unfailing method of watching the colors; the exceptional fineness of grinding, and a check on the consistency of the paint at the time of filling, which makes it impossible for any of the goods to leave the factory either too thick or too thin.

One of the very striking details in the work of The Sherwin-Williams Company is their great belief in the power of intelligent advertising. In one of its buildings the company operates its own printing house and bindery. In this department all the advertising of the company is designed, printed, and finished, and sent out to the customers. The features include everything from the sample folders to 24-sheet posters. It is a distinguishing mark of The Sherwin-Williams Company's advertising that it is all invariably in good taste, a point that gives effectiveness, but is often overlooked by advertisers.

There are over 95 men constantly on the road from one end of the year to the other, and the growth of the company is such that this staff is being increased at the rate of about 15 men a year.

Another feature that impresses the visitor at the Cleveland plant is the splendid system of organization which makes work possible with the least friction and gives great orderliness to the entire factory. There is, besides, a surprising attention to detail, which is, of course, made necessary from the fact that quality prevails, and that in paint, upon the perfection of every detail depends the perfection of the finished product. The most evident esprit de corps is another very distinguishing point. The relation of employe to employer is exceptionally close and friendly. There is a genial fellowship pervading the entire establishment which reaches from the top to the bottom of the scale.

There are many other interesting features of The Sherwin-Williams Company's methods, including some very interesting work for the industrial betterment of their employes. Clevelanders are undoubtedly familiar with the company's work along these lines, as their methods have often been written up in the various newspapers and magazines. In every point the company maintains a standard of business decorum that gives to its wonderful success in the past 30 years a permanence of which nothing can rob it. The policy of the company is a broad one. It includes the very widest expansion. Within the last year a great many additions and improvements have been made at all the plants. At present plans are under way which will almost double the capacity of the Newark plant; the plant at Chicago is being remodelled and rebuilt on a very large scale; the Montreal plant is to be vastly improved, and altogether the company is preparing to forge ahead with its usual aggressiveness.

The company has also a finely equipped export department, with a staff of foreign representatives in the field, and the same progressive methods that have won them success in America are bringing them large business abroad. They are making big headway in England, Ireland, Australia, South Africa, and in every foreign country where paint can be used to advantage. The products of the company include everything good in paints and varnishes, except artists' colors.

The Cooper Oven Thermometer

The First, Best and only thermometer ever used on stove oven doors which is of any real value to those who do baking. This is no loose advertising talk, but statements easily verified by facts.

FULL-SIZED CUT OF DIAL.

Many of them have been in constant use thirteen years, and many thousands of them from eight to ten years. Used by over forty manufacturers of the highest-grade ranges in the U.S. and Canada.

Since the use of the Cooper Thermometer has shown the necessity for such an instrument on oven doors, within the past five or six years there have been some half dozen devices put on the market called oven thermometers.

They do not deserve to be so-called.

Their bad working is depopularizing the NAME of oven thermometer with the public, who do not understand the difference between them and a good one.

Fortunately, unlike a watch, their value can easily be known by their faces.

Twenty degrees difference in the temperature of an oven is sufficient to make "good luck" or "bad luck" in baking many kinds of food.

Unless an oven thermometer will plainly indicate such change, by a movement of the hand SUFFICIENT to be EASILY SEEN, such thermometer is positively worthless, by which to regulate the fire and heat of an oven. An attempt to use them for that purpose only produces disappointment and disgust, more or less of which attaches to the stove on which they are used. Between normal temperature, and extreme baking heat, there is a difference of 325 to 400 degrees. If for such a change of temperature, the whole movement of the hand of an oven thermometer is only two or three inches, it is plain that with a change of 20, 30 or even 40 degrees the movement of the hand would be too slight to be noticed by those who usually do baking, at least without a magnifying glass, which is not commonly used in a kitchen. The hand on the Cooper thermometer moves over six inches with such change of temperature, PLAINLY shows a difference of 8 or 10 degrees in the heat of the oven, and even 2 degrees can easily be seen, by a slight knock on the oven door.

Next to good working, DURABILITY is the most valuable quality in an oven thermometer. Thirteen years of satisfactory working is a very good record for the Cooper thermometer. Not being obliged to increase the radius of the hand in order to give it sufficient movement to be noticed, the dial on the Cooper thermometer is only as large as is necessary to be plainly seen by those using it, thereby making the danger of breaking much less than if it had a larger diameter. Those who use them do not say they "Do not think an oven thermometer amounts to much, anyway." The most common expressions of those who use the Cooper thermometer is, "I would not TRY to keep house without my oven thermometer," or "I don't know how I ever got along without it."

It is easily adjusted to either a swing or drop door, and is the best selling point ever put on a stove or range. However highly it is praised by the seller, it is more than verified when used. Do not buy a worthless article because it can be bought for a few cents less. It is sure to be far more costly in the end. An honest TILE is preferable to a "make-believe" oven thermometer.

The price of the Cooper thermometer is very low indeed, when cost and VALUE are considered.

Every thermometer carefully adjusted, and tested by heat, before sending out.

MANUFACTURED AND SOLD BY THE INVENTOR,

D. G. COOPER, - PEQUABUCK, CONN.

MANITOBA MARKETS.

Winnipeg, Man., September 29, 1902.

TRADE is still active and jobbers complain that in many lines, more particularly heavy hardware, deliveries are slow and factories do not seem to be able to keep up to the requirements of the trade.

Winnipeg has pretty well made up its mind that it will have to do without anthracite coal this winter, and people with grates only suitable to hard coal are beginning to arrange for grates that will burn bituminous coal. The wood supply is short at present, but there is plenty of wood cut in the woods, and within a week after the first sleighing comes there will be an abundance. There is a good supply of American soft coal and plenty of Galt coal, so that there is no doubt Winnipeg will keep warm this winter in spite of strikes.

Sportsmen's goods are still in active demand. All classes of building hardware are being called for steadily.

Machinery men are just about winding up sales for the season, and with the beginning of October they will settle down to the business of getting in collections. There has been a very fair fall trade in both plows and wagons. There would, no doubt, have been more demand for plows if farm help had been more plentiful; as it is all hands have been concentrated on threshing and stacking, so that to a considerable extent fall plowing has been neglected.

Quotations are as follows :

Barbed wire, 100 lb	$3 30
Plain twist	3 40
Staples	3 95
Oiled annealed wire 10	3 75
" 11	3 80
" 12	3 85
" 13	4 00
" 14	4 15
" 15	4 25
Galvanized wire, 6 to 8 gauge	4 00
" 9 "	3 50
" 10 "	4 05
" 11 "	4 20
" 12 "	3 65
" 13 "	3 75
" 14 "	4 45
" 15 "	4 60
" 16 "	4 75
Wire nails, 30 to 60 dy, keg	3 25
" 16 and 20	3 35
" 10	3 35
" 8	3 45
" 6	3 50
" 4	3 65
" 3	3 90
Coil chain, 3-16 inch	10½
" ¼ inch	8¾
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Cut nails, 30 to 60 dy.	3 10
" 20 to 40	3 15
" 10 to 16	3 20
" 8	3 25
" 6	3 30
" 4	3 60
" 3	3 75
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No 1	4 30
No. 2 and larger	4 05
Snow shoes, No. 0 to No. 1	4 55
No. 2 and larger	4 05
Steel, No. 0 to No. 1	4 40
No. 2 and larger	4 35
Bar iron, $2.70 basis.	
Swedish iron, $5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	2 79
18 to 22 gauge	4 75
24 gauge	5 00
26 gauge	5 25
28 gauge	5 50
Genuine Russian, lb	12
Imitation " "	8
Tinned, 24 gauge, 100 lb.	7 75
26 gauge	8 00
200 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	11 00
" IX "	13 00
" IXX "	15 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	6 00
Wrought pipe, black up to 2 inch....50 an 10 p.c.	
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	$13 00
" ⅜	13 50
" ¼ and 5-16	13 70
Manila, 7-16 and larger	17 00
" ⅜	17 55
" ¼ and 5-16	18 00
Solder	20
Cotton Rope, all sizes, lb.	17
Axes, chopping	$ 7 50 to 12 00
" double bitts	12 00 to 18 00
Poultry netting, 24 in.	1 35
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	57½ p.c.
Bolts, carriage	50 p.c.
Machine	50 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Bluestone, cask lots	$5 50
Spades and shovels	40 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.

Loaded shells :

Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2½ p.c.
" " plain	70 and 15 p.c.

PETROLEUM.

Water white American	24½c.
Prime white American	22½c.
Water white Canadian	22c.
Prime white Canadian	20½c.

BINDER TWINE.

Sisal and Standard f.o.b. Winnipeg	$12
Manila, 550 feet	13
Manila, 600 feet	13¾
Pure Manila	15½

Five-ton lots ⅛c. less per lb., and carlots ¼c. less.

SCRAP.

No. 1 cast iron	$14 to $15 per ton
No. 2 "	5 to 6 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 75
Less than barrel lots	80
Linseed oil, raw	84
Boiled	87
Lubricating oils, Eldorado castor	27½
Eldorado engine	26½
Atlantic red	29½
Renown engine	41
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 50
26 to 40 per 50 ft.	2 75
41 to 50 " 100 ft.	6 00
51 to 60 " " "	6 50
61 to 70 per 100-ft. boxes	7 00
Putty, in bladders, barrel lots.....per lb.	2½
kegs "	2¾
White lead, pure per cwt.	6 00
No. 1 "	5 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1.30 to $1.90

ADVICE TO EMPLOYERS.

NEARLY all of the retail merchants began their business careers as clerks, and for this reason they should better appreciate how to assimilate the services of those employed by them in the business of selling goods, says Trade.

Occasionally a man who has risen from the position of clerk to proprietor is inclined to undervalue the usefulness of his employes, forgetting that to depend upon himself alone to do all the thinking is as great a mistake as if he were to undertake to perform all the details of the store.

With reasonable encouragement the clerks will supply the employer with many bright ideas that will give value to the business. It can readily be supposed that the clerks, if they may be made to understand that their suggestions are appreciated, will take more interest than if held off at arm's length.

The proprietor cannot see everything As a rule he cannot do more than exercise a general supervision, but among his assistants will be found material for the originating of winning business schemes and he will be an unwise man who does not invite and welcome the co-operation of his assistants. Give the clerks a chance and their interest will be made apparent.

NAILS
Right Prices
Quick Shipments
Quality Guaranteed
Also
STAPLES
Write, Telegraph or Telephone
Page Wire Fence Co.
Limited
Walkerville, Ontario

John Bowman

HARDWARE & COAL CO.

LONDON, ONT.

Our stock of goods for the fall trade is now complete, and we can fill all orders promptly on the following lines :

Wire, Nails, Cordage, Window Glass, White Lead, Paints, Whiting, Churns, Linseed Oil, Spades and Shovels, Builders' Hardware, Guns and Sporting Goods. Finest stock in the Province of Cutlery.

Prompt Shipment. Prices Right.

Wire

Copper Wire

— FOR —

Telegraph, Telephone, Trolley and Transmission Lines.

Round, Square and Rectangular for Electrical Machines.

Plain Wire

Annealed,
Annealed and Oiled,
Tinned, Coppered,
Wire Nails, Bright Goods,
Wood Screws, Jack Chain,
"Crescent" Hat and Coat Hooks, Poultry Netting,
Barrel, Blind and Bed Staples.

Brass Wire

of all kinds and for all purposes.

Galvanized Wire

Barb Wire, Plain Twist, Galv'd Fence Staples.

Manufactured by

The Dominion Wire Manufacturing Co., Limited

MONTREAL AND TORONTO.

HEAD OFFICE New Coristine Building, St. Nicholas Street, MONTREAL.

Long Distance Phones to all Departments.

World's Manufacturing Company

THE WORLD'S Knife Cleaning Machine

66, 68 Victoria St. London, S.W.

A really handsome article and a splendid line.

Size 11 in. x 11 in. x 7½ in. high.
Weight about 12 lbs.

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Gold Medals and Special Prizes at the most important Exhibitions in London.

SIMPLICITY ITSELF!
A CHILD CAN USE IT!
A BRILLIANT POLISH!
MAKES NO DIRT OR DUST!
CLEANS EVERY SIZE OF KNIFE!

A PERFECT KNIFE CLEANING MACHINE.

Sole Canadian Agents:

DECATUR, BULL & CO., 30 HOSPITAL ST., MONTREAL.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, October 3, 1902.

HARDWARE.

THE demand for hardware during the past week has kept up very well, and all fall lines are in active movement. Some cutting is reported in one or two metals, but it is confined to very narrow limits. The effect of the lack of coal is not yet visible as regards the business doing in hardware; but some jobbers are anticipating higher prices should coal rise higher in price and thus increase the cost of production. On the other hand, most of the mills have contracted for their supply and feel no anxiety. One mill, which uses hard coal, has been unable to fill some orders.

BARB WIRE.—Trade is dull. We quote $3 per 100-lb. keg f.o.b. Montreal.

GALVANIZED WIRE.—There is not much doing this week and quotations are unchanged. We now quote as follows: Nos. 6, 7 and 8 gauge, $3.45; No. 9, $2.80; No. 10, $3.55; No. 11, $3.65; No. 12, $2.95; No. 13, $3.05; No. 14, $4.05; No. 15, $4.55; No. 16, $4.80; No. 17, $5.20; No. 18, $5.45.

SMOOTH STEEL WIRE.—In annealed hay wire there are still some orders being received. Otherwise the market is not active, and our quotations now are as follows: Bright and annealed, $2.60 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras, per 100 lb., are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FENCE WIRE.—There is but a small amount of business doing in this line. The discount is 25 per cent., with net extras as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c.; ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—Trade has not improved. The discount on both wires is 62½ per cent.

FENCE STAPLES.—Business in fence staples is of small proportions at present, and no changes in prices is reported. We quote: Galvanized, $3.25 per 100-lb. keg; bright, $2.90 per 100-lb. keg; 25 and 50-lb. packages, 25c. extra.

WIRE NAILS.—Considering the season a fair trade is doing. The price of wire nails is $2.55 in small lots and $2.50 in carlots f.o.b. Montreal, London, Hamilton, Toronto, Gananoque, Brantford, Windsor, Ont., St. John and Halifax.

CUT NAILS.—There is a fairly good demand for cut nails still and sales are made on the basis of $2.45 for small lots and $2.37½ for carlots.

HORSE NAILS.—There is no change. A brisk trade is doing. Discounts are: "C" brand, 40, 10 and 7½ per cent. off; on "M" brand, "Oval," 57½ per cent.; "New City," 57½ per cent.; "New Countersunk," 66 2-3 per cent.; "Monarch," horse nails are discounted at 70 per cent.

HORSESHOES.—The market is still active and prices are unchanged. We quote as follows: Iron shoes, light and medium, pattern, No. 2 and larger, $3.35; No. 1 and smaller, $3.60; snow pattern, No. 2 and larger, $3.60; No. 1 and smaller, $3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; featherweight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra. F.o.b. Montreal only.

SCREWS.—The market for screws has not improved, and during the past week business has been somewhat quiet. The discounts are now quoted as follows: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—Trade continues quiet at unchanged prices. Our quotations are as follows: Manila, 15c.; British

"Famous" Oil Heaters

throw out an intense heat from very little fuel and give perfect satisfaction in every way.

Take advantage of the high price of coal to sell these heaters—they are selling like the proverbial "hot-cakes," and every town should have its list of buyers.

Can be easily carried from room to room, and so simple that a child can operate it.

Burns with a clear white flame, makes no odor and throws out an intense heat at a cost of about one cent per hour.

Body is made of Russia iron. Legs, rims and top are heavily nickel-plated.

Write for full particulars. Advertising matter free.

The McClary Manufacturing Co.,

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

"Everything for the Tinshop."

ENGLISH
GERMAN
BELGIAN
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FIRE
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MAGNESIA
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DRAIN
CULVERT
} PIPES.

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31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

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Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents

Drummond, McCall & Co.
or to MONTREAL, QUE.
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

manila, 13c.; sisal, 12½c. lathyarn, 11½c. Prices on binder twine are as follows: Blue Ribbon, 650 feet to the pound, 15c.; Redcat, 600 feet to the pound, 14c.; Tiger, 550 feet to the pound, 13c.; Standard, 500 feet to the pound, 11½c.; sisal, 500 feet to the pound, 11½c. Prices are subject to a rebate of ½c. in carload lots.

RIVETS AND BURRS.—These are moving out rather slowly at present and the market is without any special feature. We quote the discounts as follows: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS.—A few orders are being received, but nothing special is doing. The discounts are quoted as follows: Norway carriage bolts, 55 per cent.; common, 50 per cent; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼c. per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

BUILDING PAPER.—In this line there is some business of a jobbing nature doing. Prices are steady and unchanged. Our quotations are as follows: Tarred felt, $1.70 per 100 lb.; 2-ply, ready roofing, 85c. per roll; 3-ply, $1.10 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O K and I X L, 65c. per roll; heavy straw sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—There is nothing doing. The price remains at $1.37½ per 100 square feet.

POULTRY NETTING.—Business in this article is slow and the discounts are unchanged, Canadian or English netting being discounted at 50 and 10 per cent. off on 2 x 2 mesh, 19 wire, and 50 per cent. off on 2 x 2 mesh, heavier. Canadian list used.

HARVEST TOOLS.—The discount for future delivery is 60 and 10 per cent. Freight will be equalized for 1903 to London, Hamilton, Toronto, Ottawa, Montreal, Sherbrooke and Quebec.

FIREBRICKS.—These are going as usual with no quotable change to report. We quote: English, $16 to $22 and Scotch, $17 to $22 per 1,000.

CEMENT.—There is no change to report. We quote: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per barrel ex-wharf, and American, $2.10 to $2.20 ex-cars.

SPORTING GOODS.—These continue in brisk movement at unchanged prices, and shells are quoted as follows: Empty: Canadian, 25 per cent.; American, 10 per cent. advance on list. Loaded "Trap," 30 per cent.; American, 30 per cent.; "Leader" and "Ideal," smokeless brands, 37½ per cent. Brass shot shells, Dominion, 55 per cent.; American, 40 per

A. C. LESLIE & CO.

Agents for

Henry Wright & Co's

ANVILS and VISES.

Standard Chain Co's

COIL CHAIN.

SANDERSON'S STEEL IN STOCK.

509-512 Merchants Bank Building,
MONTREAL.

Quick Repairs

The greatest accuracy is insured throughout the entire construction of our pumps. The threads are all tested by gauges, being tool cut, and the holes drilled to perfect templets. All corresponding parts being precisely identical and interchangeable in every pump, duplicates can always be supplied in case of wear or breakage on short notice.

Write to-day for catalogue. Prices right. Quality best

The R. McDOUGALL CO., Limited,
GALT, ONT.

Pig Tin.

"Boustead & Co's" Penang
"Straits"
"Lamb and Flag"

Copper —"Lake"
—"MA"
Galvanized Sheets.

ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN
OPEN HEARTH STEEL.

ELASTILITE

Made in Canada, and we challenge the world to produce a varnish equal to **ELASTILITE** at the same price, or better, at any price.

In tins only from ½-pint to 1 gallon.

Write for particulars.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED

Toronto, Ontario, Canada.

Canadian Agents for Buehne's "Red, White and Blue" Brand Steel Wool.

QUALITY

is the first thing to consider when placing your order for paint.

"Ark Brand"

is the highest quality of prepared paint made, and in selling it you can feel assured that your customers are getting the best, and that each sale makes you a satisfied customer.

Write us for further particulars and the proposition we have to offer, it will mean money for you.

Manufactured by

THE FRANCIS-FROST Co. Limited

TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler.

cent. Primers, Dominion, 30 per cent. ; American, $1.60 per 1,000.

SNOW SHOVELS.—The demand continues heavy and no quotable change has been made. We quote: "Habitant," $2.25 to $2.40 ; "Victor," 30 per cent. off ; steel railroad shovels, 40 and 5 per cent. off.

FIRE SHOVELS.—The market is quite active, though the volume of business is not up to that of last year at this time. The discounts are quoted as follows : No. 70, 38½ to 40c. per dozen ; No. 55, 55 to 60c.; No. 57, 82½ to 90c.; No. 60 82½ to 90c.; No. 65, $1.37½ to $1.45 ; No. 80, 50 to 55c.; "Duplex," No. 7, $1.21 ; No. 9, $1.52 ; No. 11, $1.82.

METALS.

Lower prices are quoted by some dealers on the local market for Canada plates, 52 and 60-sheets. The general list of metals are firm in price and a good movement is reported in most lines. The English market for tinplates has been steadier during the past week and no further declines are reported. Former discounts on soil pipe and fittings were cancelled on September 30, and new discounts made. The local market has been lacking in quotable changes during the week, prices in almost all lines being steady and unchanged.

SOIL PIPE AND FITTINGS.—The new discounts on these are as follows : Light soil pipe, 3 to 6 inch, 50 per cent.; medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8-inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.; extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—Nothing new is reported on this market, which is still very firm under a heavy movement. We quote : $18.50 to $19 for Canadian and $21.50 to $22 for Summerlee.

BAR IRON.—The demand keeps up and prices are well maintained. We quote : Merchants' bar, $1.95 to $2 and horseshoe, $2.20.

BLACK SHEETS.—There is a fair demand for these at unchanged prices. We quote as follows : 28 gauge, $2.65 ; 26 gauge, $2.60 ; 20 to 24 gauge, $2.50 and 8 to 20 gauge, $2.50.

GALVANIZED IRON.—The market is fairly active, but without any new feature. We quote: No. 28, Queen's Head, $4.40; Apollo, 10¾-oz., $4.40; Fleur de Lis, $4.15 ; Comet, $4.25 ; "Bell" brand, $4.30. For less than case lots 10c. extra is charged.

INGOT COPPER.—There is not much doing. The price is 13½c.

INGOT TIN.—Straits tin is still quoted on this market at 30 to 31c. A moderate amount of business is doing.

PIG LEAD.—There is no change, and we still quote $3.25.

LEAD PIPE.—This is in fair demand. The price of composition and waste is 8c. and ordinary, 7c. Discount, 37½ per cent.

IRON PIPE.—Business in this line is fair. No quotable change is reported. Our quotations are as follows : Standard pipe per 100 feet, in lengths under 19 feet : Black, ¼, $2.40 ; ⅜, $2.65 ; ½, $2.85 ; ¾, $3.65 ; 1-in., $5.20 ; 1¼, $7.35 ; 1½, $8.95 ; 2-in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.45 ; ½, $3.85 ; ¾, $5 ; 1-in., $7.20 ; 1¼, $10.05 ; 1½, $12.20 ; 2-in., $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows : Black, ½, $4.20 ; ¾, $5.25 ; 1-in., $7.55 ; 1¼, $10.55 ; 1½, $12.75 ; 2-in., $17.60. Galvanized, ½. $5.20 ; ¾, $6.65 ; 1-in., $9.55 ; 1¼, $13.25 ; 1½, $16 ; 2-in., $21.90. For threads and couplings 5 per cent. is added.

TINPLATES.—The price of tinplates remains at $4.75 to $5.25 for charcoals and $4.25 for cokes. The demand is moderate, and no particular feature characterizes this market.

STEEL.—This moves along fairly well at unchanged prices : Sleighshoe, $2.05 : tire, $2.20 ; bar, $2.05 ; spring, $2.85 ; reeled machinery, $2.75 ; toecalk, $2.70.

CANADA PLATES.—Owing to the large arrivals one or two houses are offering special prices on these, namely : $2.50 for 52's and $2.60 for 60's. Other houses have not changed prices and are quoting as follows : 52's, $2.70 to $2.80 ; 60's, $2.85 to $2.90 ; 75's, $2.80 to $2.85 ; full polished, $3.75 and galvanized, $4.25 to $4.35 ; galvanized, 60's, $4.45 to $4.55.

SHEET STEEL.—No change has been made in the price of sheet steel. We quote as follows : Nos. 10 to 20, $2.50 ; 3-16, $2.50 ; ¼, 5-16 and ⅜, $2.40.

TOOL STEEL.—No further changes in prices are reported this week. The market is still rather quiet. We quote: Black Diamond, 8c.; Sanderson's, 8 to 12c., according to grade ; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 8 to 15c. ; "Air Hardening," 45 to 60c.

TERNE PLATES.—The demand for this metal is light and the price is still $7.50.

COIL CHAIN.—There is not much doing in this line. We quote: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.: ¼-in., 7¼c. per lb.; 5-16, $5; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4.05; ½, $3.95; 9-16, $3.85; ⅝, $3.55; ¾, $3.50; ⅞, $3.45; 1-in., $3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC.—This is moving slowly and the market has developed no new phase. The price is $5.85.

ANTIMONY.—The demand has not improved. We quote 10c.

ZINC SPELTER.—In this a slightly better movement is reported. The price is 5c.

SOLDER.—Both bar and wire solder are in good demand, the former selling at 20c. and the latter at 18c.

PAINTS AND OILS.

The feature of the week's paint and oil market is the advance of 2c. in turpentine, and decline of 3c. in linseed oil, making the former now 72c. for single barrels and the latter 75c. for boiled. At the advanced prices turpentine is still strong and it is expected that the present figures will be well maintained. Linseed oil is easy. Supplies are comparatively abundant, and the new crop of seed has, no doubt, affected the market. Some cutting is reported in putty, 5 per cent being allowed off for small lots. In the general list of paints and oils there is a fairly good movement. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, $5.15 to $5.25; No. 1, $4.77½ to $4.87½; No. 2, $4.40 to $4.50; No. 3, $4.02½ to $4.12½; No. 4, $3.65 to $3.75, all f.o.b. Montreal. Terms, 4 months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5.25 in casks; kegs, $5.50.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote: Bulk, in bbls., $1.90 per 100 lb.; bulk, in less quantity, $2.05; bladders, in bbls., $2.25; bladders, in 100 or 200-lb. kegs or boxes, $2.40; in tins, $2.55 to $2.65; in less than 100-lb. lots, $3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50, and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 72c.; boiled, 75c. In 5 to 9 bbls., 1c. less. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gal. advance.

TURPENTINE.—Single barrels, 72c.; 2 to 4 barrels, 71c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45; orange, $2.25 to $2.35.

THE POPULAR CEILINGS

FOR PRACTICAL PEOPLE

We claim that our Metallic Ceilings and Walls are the very best style interior finish made.

Sanitary—artistic—fireproof—exceedingly durable and capable of an immense amount of variety in coloring and effect.

These are goods that satisfy all buyers. No imperfections—no stinting of quality—highest grade materials and workmanship throughout.

Do you think you're wise if you don't carry them in stock?

Metallic Roofing Co., Limited

TORONTO. MONTREAL. WINNIPEG.

MIXED PAINTS.—$1.20 to $1.45 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PARIS GREEN.—Petroleum, bbls., 16¾c. per lb.; arsenic kegs, 17c.; 50 and 100-lb. drums, 17½c.; 25-lb. drums, 18c.; 1-lb. packages, 18½c.; ½-lb. packages, 20½c.; 1-lb. tins, 19½c.; ½-lb. tins, 21½c. f.o.b. Montreal. Terms: 3 per cent. 30 days, or four months from date of delivery.

SCRAP METALS.

No quotable change has occurred this week. The market continues somewhat quiet, copper and brass being dull. We quote: Heavy copper and wire, 10c. per lb.; light copper, 8c.; heavy red brass, 10c.; heavy yellow, 8¾c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2¼c.; iron No. 1, wrought, $15; No. 2, $7 per ton; machinery scrap, $16; stove plate, $12; malleable and steel, $5; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6¼ to 6½c. per lb.

GLASS.

There is no change. Trade is very quiet, except for a few small orders for immediate delivery. Quotations are as follows: First break, 50 feet, $2.10; second, $2.20 for 50 feet; first break, 100 feet, $4; second break, $4.20; third break, $4.70; fourth break, $4.95.

HIDES.

There is a fair demand for hides and a moderate amount of business is doing. We quote: No. 1 hides, 10c.; No. 2, 9c.; No. 3, 8c. Calfskins, 10 to 12c.; lambskins, 50c.

MARKET NOTES.

Linseed oil is 3c. lower.

Turpentine has advanced 2c.

Light soil pipe has been advanced.

ONTARIO MARKETS.

Toronto, October 3, 1902.

HARDWARE.

THERE has been a general improvement in the demand for all lines of hardware for the fall trade this week. Though not large, the orders that are coming forward are well assorted and are particularly numerous for guns and ammunition, stoves and ranges, and the fall lines of tinware. Builders' hardware also continues active, and a great many harvest tools are going out, the activity in these being due to the fact that the impression has gained ground amongst the trade that the reduction noted last week will be only temporary and that the articles in a short time will go back to their former prices, if not higher. Saddlery hardware has been active this week, and dealers have now nearly all been supplied with their sleigh bells and horse blankets for the season's business. No changes have occurred in prices during the week.

BARB WIRE.—A little business has been doing in this wire this week, principally in small lots. We quote $2.65 in carlots and $2.77½ in less quantities f.o.b. Cleveland. From stock, Toronto, the price is $3.

GALVANIZED WIRE.—There is nothing doing in this line. We quote: Nos. 6, 7 and 8, $3.50 to $3.85 per 100 lb., according to quantity; No. 9, $2.85 to $3.15; No. 10, $3.60 to $3.95; No. 11, $3.70 to $4.10; No. 12, $3 to $3.30; No. 13, $3.10 to $3.40; No. 14, $4.10 to $4.50; No. 15, $4.60 to $5.50; No. 16, $4.85 to $5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at $2.52½ in less than carlots and 12c. less for carlots of 15 tons.

FINE STEEL WIRE.—Quite a demand keeps up for this article and the prices are unchanged. The discount is 25 per cent.

SMOOTH STEEL WIRE.—No business of any account is being done in this line. We quote the base price: $2.60 per 100 lb. Oiling, 10c.; coppering, 60c. and tin-

ning, $2 per 100 lb. extra. Delivery points Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS.—There is a considerable quantity of these going out in small lots. We now quote $2.50 in carlots and in less quantities, $2.55. The delivery points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—A fair number of orders keep coming forward for cut nails. The prices are unchanged at $2.45 per keg and $2.37½ in carlots.

HORSE NAILS.—This market continues active, but the manufacturers are still able to keep up with their orders. Discounts are as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "M" brand, 50, 10 and 5 per cent.; "Monarch," 60 2-3 per cent. "Countersunk" head, 60 per cent.

HORSESHOES.—These are still in good demand and the prices are firm and unchanged. The manufacturers are still abreast of their orders. We quote: Iron shoes, No. 2 and larger, light, medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—An active market is still reported in this line and jobbers are in about the same situation in regard to stocks as they were last week. Discounts are now: Flat head bright, 87½ and 10 per cent. discount; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent. and flat head bronze, 70 per cent.

RIVETS AND BURRS.—Trade in these is limited to the capacity of the manufacturers to fill their orders, and prices are firmly maintained. Discounts are as follows: Iron rivets, 60 and 10 per cent.; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—The manufacturers of bolts and nuts have been a little freer in their deliveries and consequently a little more of these has gone out during the week. Quotations are now as follows: Carriage bolts, common ($1.00 list), 50 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3.00 list), 55 and 10 per cent.; machine bolts, all sizes, 50 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—These are still in good demand at unchanged prices. The discount is 40 and 5 per cent.

ROPE.—Business is of a light nature, and prices are unchanged. We quote: Pure manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, single, 11½c.; double, 12c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per dozen.

HARVEST TOOLS.—The market is active this week. A large number of retailers are taking advantage of the decline in price noted last week to lay in supplies of harvest tools before the expected advance takes place. The discount is 60 to 60 and 10 per cent.

EAVETROUGHING, ETC.—Trade in eavetroughing still keeps up well, though it has not been as active this week as the week before.

BUILDING PAPER.—Quite a few orders keep coming in for building paper. We quote: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll.

TINWARE AND ENAMELLED WARE.—The fall lines of tinware are much in demand. Enamelled ware is moderately active.

STOVES, RANGES, ETC.—A good business is reported in these and prices are firmly maintained.

SPORTING GOODS.—There is still a good call this week for sporting goods and numbers of orders are being forwarded all over the Dominion, from the Atlantic to the Pacific.

CEMENT.—The situation is unchanged from last week. The inquiry continues active and the factories are filled with orders, but are behind in their deliveries. We quote: Canadian Portland, $2.40 to $3 and Canadian hydraulic, $1.35 up per barrel.

METALS.

A good demand has kept up for metals, generally, during the week and quite a quantity of galvanized iron and Canada plates have been moving out. There is still a scarcity in bar iron, some sizes being very hard to obtain. The tin and copper markets abroad are dull and the prices are weak. Iron and steel in the United States are moderately active under light buying. The American Sheet Steel Company has reduced the price of 28 gauge sheets, box annealed one pass cold rolled, in 500-bundle lots, to $2.75 f.o.b. Pittsburg, and for galvanized at 75 and 7½ per cent. off. This is a cut of $5 per ton and has astonished the trade, being entirely unlooked for.

PIG IRON.—The local market is active, the demand being heavy and prices firm. Prices at the furnaces are nominal at $23 for No. 1 and $22.50 for No. 2. Scotch iron is quoted at $22 on track, Toronto.

STEEL BOILER PLATES.—There is a good call for these this week at unchanged prices. We quote $1.80 in carlots on track, Toronto.

STEEL RAILS.—These are still quoted at $30 per ton for steam railways and $36 for electric railways.

TOOL STEEL.—Business keeps up well. Our quotations are now as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 8 to 15c.; ditto, "Air Hardening," 30 to 50c.; Chas. Leonards', 8 to 9c.; Park's "Silver," 12 to 14c.; Park's Special, 15 to 20c.

MILD STEEL.—Trade in this line continues steady.

SPRING STEEL.—A good market is reported.

BOILER TUBES.—The volume of business is fair and the prices are unchanged.

BAR IRON.—Jobbers and handlers of bar iron generally, here, have been experiencing a scarcity of the article for some time past, particularly in some sizes which have been practically impossible to obtain. We quote: $1.95 to $2.05 base. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb., 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL

COVERT MFG. CO.

West Troy, N.Y.

Steel Carriage and Wagon Jacks,

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS

BALL BEARINGS

Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Don't Forget the Name. . .

NEWMAN'S INVINCIBLE

FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

Oneida Community Goods

HALTERS, COW TIES SNAPS, etc., etc.,

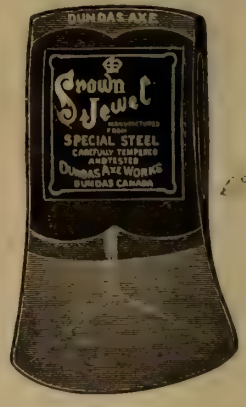
in all sizes and styles. May be had of all jobbers throughout Canada.

Factory—NIAGARA FALLS, ONT.

..A..

STANDARD.

The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.



Dundas Axe Works, Dundas, Ont.

W.L. Haldimand, Jr., Eastern Agent, Montreal.

Why is it "K & F" brand **Horse Rasps**

have a much larger sale, and are used by horseshoers generally, in preference to other makes?

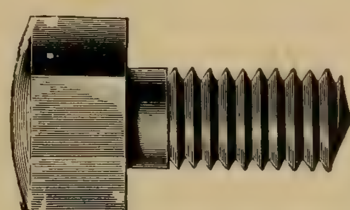
BECAUSE

they have a **sharp, elastic tooth** that cuts clean and wears well.

For sale by prominent Hardware Merchants throughout the Dominion.

MANUFACTURED BY THE

Nicholson File Co., DOMINION WORKS, Port Hope, Ont.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

THE CELEBRATED

NATIONAL CUTLERY CO. SHEARS

Acknowledged the best and fully warranted.
Not connected with any Shear Combination.

Tailors' Shears
Trimmers
Ladies' Scissors
Barbers' Shears
Tinners' Snips

DECATUR, BULL & CO., Sales Agents MONTREAL.

BLACK SHEETS.—Business is still active at unchanged prices. We quote: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—These are active and the prices are firm. Some sizes are scarce. We quote: All dull, $2.90 to $3; half-polished, $3 to $3.10, and all bright, $3.75 to $3.85.

GALVANIZED SHEETS.—Trade is good and prices are steady and unchanged. We quote as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 29 gauge; Bell brand, $4.30 for 28 guage; Gordon Crown, $4.50 for 28 gauge.

TIN.—This metal is not very active. The outside markets are still weak. We quote $32 to $33 per 100 lb.

TINPLATES.—A fair trade is reported doing. We quote: Charcoal, $4.75 to $5 per box and cokes, $4.25.

COPPER.—A moderate demand continues for copper. We quote: Ingot copper, $13.50 per 100 lb and sheet copper, $22 to $23.

BRASS.—Trade is quiet. The discount is 15 per cent.

PIG LEAD.—A good inquiry continues for this metal. We quote: Pig lead, $3.50 and bar, $3.75.

IRON PIPE.—A good business is doing at unchanged prices. We quote per 100 feet: ¼-inch, $2.40; ⅜-inch, $2.65; ½-inch, $2.85; ¾-inch, $3.65; 1-inch, $5.20; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; galvanized, 1-inch, $7.20. Trade discount is 4 per cent. for carlots.

ZINC SPELTER.—A moderate demand keeps up for this metal at unchanged prices. We quote 5 to 6c. per lb.

ZINC SHEETS.—A fairly active market is reported. We quote: Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER.—Trade is solder is moderate in volume.

ANTIMONY.—A fair amount of business is doing. The price is $9.50 per 100 pounds.

PAINTS AND OILS.

The market has been brisk this week. Turpentine has advanced in the Southern market. Locally no change has been made since last week. In linseed oil there has been a decline of several cents. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $5 to $5.25; No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½.; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. pkgs.; genuine dry white lead in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $5 to $5.12½; ditto, in kegs of 100 lb., $5.50; No. 1, in casks of 560 lb., $4; ditto, kegs of 100 lb., $4.50.

LITHARGE.—Genuine, 6 to 6½c.

ORANGE MINERAL.—Genui.e, 7½ to 8c.

WHITE ZINC.—Gen.iine, French V.M., in casks, $6 to $6.25; Lehigh, in cgsks, $6.00.

SHINGLE STAIN.—In 5-gallon lots, 60c. to $1 per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELAC.—In cases, 35c.; in less than cases, 40c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35; white, $2.35 to $2.45 per gal.; in less quantities, 10c. extra.

PUTTY.—Bladders, in barrels, $2.25; bladders, in 100-lb. kegs, $2.40; bulk in bbls., $1.90; bulk, less than bbls. and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.90.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon; No. 1, $1 10 per gallon.

CASTOR OIL.—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 barrels, 74c.; boiled, 75c.; 3 to 5 barrels, raw, 71c.; boiled, 74c.; 6 to 9 barrels, raw, 69c.; boiled, 72c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 73c.; 2 to 4 bbls., 72c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

GASOLINE AND BENZINE.—We quote: Benzine, 18¾c. and gasoline, ordinary, 21¼c. and engine, 22¼c. f.o.b. Toronto.

GLASS.

Business shows a decided improvement. Prices are steady and unchanged. We quote: Under 26 inch, $4.45; 26 to 40 in., $4.75; 41 to 50 in., $5.10; 51 to 60 in., $5.35; 61 to 70 in., $5.75; 71

to 80 in., $6.25; 81 to 85 in., 87; 86 to 90 in., 87.75. Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days. Discount off pane price list, 40 per cent.

OLD MATERIAL.

The market is brisk. Copper continues weak. Zinc has advanced to 3c. Wrought iron, owing to a slightly congested market, has dropped 50c. Our quotations are now as follows: Heavy copper and wire, 10c. per lb.; light copper, 8c. to 8½c. per lb.; heavy red brass, 9½c.; heavy yellow brass, 8 to 8½c.; light brass, 5c to 5½c.; lead, 2¼ to 2½c.; scrap zinc, 3c.; iron, No. 1 wrought, $11.50 per net ton; No. 2 wrought, $5.50; machinery cast scrap, $13 to $14; stove plate, $10; malleable and steel, $6 to $6.50; old rubbers, 5 to 5½c. per lb., and country mixed rags, 50 to 60c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES.—These, so far, remain unchanged, but owing to the great decline which took place in Chicago and the United States markets last week, a corresponding change is expected here. We quote: No. 1 green, 8½c.; No. 2 green, 7½c.; No. 1 green, steers, 9c.; No. 2 green, steers, 8c.; cured, 8½ to 9c. per lb.

SKINS.—Prices are practically the same though business is weak. We quote: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings, and lambskins, 50 to 55c.

WOOL.—This is very quiet and the quotations are unchanged. We quote as follows: Fleece wool, 13½c. and unwashed, 7½c. per lb.

TALLOW.—Prices are low. We quote 6¾ to 7c. per lb.

SEEDS.

The movement in alsike is still very moderate, while no red clover is offered. We quote: Alsike, $6 to $7 and timothy, $1.50 to $1.75.

COAL.

During eleven days soft coal has more than doubled in price, and it is almost impossible to obtain at $12. During the past week bituminous coal has advanced $2.50. We quote: Unwashed nut coal, $7 and Onio lump coal, $8.

PETROLEUM.

The demand continues good. The prices are slightly lower than last week. We quote: Pratt's Astral, 17 to 17½c. in bulk (barrels extra); Americam water white, 17 to 17½c. in barrels; Photogene, 17 to 17½c.; Sarnia water white, 16c. to 16½c. in barrels; Sarnia prime white, 15 to 15½c. in barrels.

A LITTLE NONSENSE.

A young merchant has a charming wife. The wife's mother fell sick, and the doctor was sent for, and he said to her husband, "Your mother-in law is in a very serious condition, she must go to a warmer climate!" The son in law made a rush downstairs and brought up the axe, and gave it to the doctor, and said in a trembling voice that shook with emotion, "Doctor, here, you do it—I have not got the heart to do it myself."

AN IRON TRADE ROMANCE.

ABOUT the middle of the 18th century a strolling minstrel, who had his domicile midway between Dudley and Stourbridge, was familiarly known as "Foley the Fiddler." He was looked upon as rather a "daft" youth, but he was clever with his fiddle, and amused the workers in the iron forges of the district by playing for them during their meal times, thus relieving the monotony of labor's weary round.

He would appear to have been fairly observant, and among other matters which attracted his attention was the immense labor and loss of time caused by the primitive method of dividing the bars of iron into rods so as to adapt them for the use of the nailmakers.

A great sensation was caused about the year 1780 by the announcement that bars ready split into rods by some cheap mechanical process were being made in Sweden, and were being brought into the Black Country at a price which even local producers could not even "look at." The new iron from Sweden began to arrive in large quantities, and the local trade began proportionately to decline. The ironworkers were put to short time, and there were dismal forebodings among them as they loitered at the street corners of Dudley and Stourbridge.

Foley the Fiddler was a keen though silent listener to all these words of despondency and despair. He gathered that in the far-away land of Sweden there was what seemed to him a magical method of spliting bar iron into rods, which was kept a profound secret. No stranger or foreigner was allowed to enter the Swedish iron works, and so the secret was well preserved.

"But," said Foley to himself, "the secret must be found out or the Staffordshire rod trade will be ruined." The fiddler was suddenly missed from his accustomed haunts, and had gone no one knew whither. He fiddled his way to Hull, got employment on a vessel sailing for Sweden, and presented himself as a wandering minstrel at one of the slitting mills. The workmen liked his music, and he was admitted to the works with a hearty welcome.

But while Foley was fiddling as for dear life he kept a sharp eye on the slitting machines and their method of work. He was allowed at night to repose in a warm corner of the forge, and while the ironworkers were laboring on, he, unobserved, made rude drawings of the machines on odd bits of paper. He was not a gifted mechanic, but a sense of the vast importance of the work he had undertaken inspired him to such a degree that in a few weeks he had some notion of the methods of the slitting machines, and, bidding his new-made friends adieu, he fiddled his way back to port, worked his passage to Hull, and fiddled his way to Stourbtidge, where he found the state of affairs in the iron trade more desperate than ever. Foley's return, as mysterious as his going, was the theme of gossip in Dudley and Stourbridge for the proverbial nine days, but when it became rumored that he had been to Sweden and had found out the secret of the slitting mills, there were shrieks of incredulous merriment at the expense of the "daft" fiddler.

One local ironmaster, whose trade had well nigh left him, and who, like a drowning swimmer, was ready to "catch at straws," took Foley the Fiddler into his confidence, and heard all the story of his strange adventures. He examined the rude drawings of the slitting machine, and boldly resolved to have one made as an experiment. It was a slow and costly undertaking, and Foley watched its development day by day with anxious care. At length it was finished, and a goodly crowd of ironfolk from Dudley and Stourbridge assembled on the day appointed for its trial start. It was a curious looking machine, but ingenious enough, and, amid much excitement and suspense, steam was applied to it, and there was a sudden and impetuous moving of the wheels, and then a full stop. The machine had one radical defect. It would not work. There were shouts of derision, amid which Foley the Fiddler slunk away.

Once more Foley fiddled and worked his way to Sweden, and were not the ironmakers glad to see him once more, their long-lost minstrel! He played for them brighter and gayer tunes than ever, and one night he gave a crescendo of wonderful power, for he had discovered, after long hours of watching, the one thing needful to make his slitting machine a success. He came back to Stourbridge, had the old machine replaced with an essential addition, and success was the result—a success which redeemed from ruin an important branch of the Staffordshire iron trade, and which founded the fortunes of the notable family of the Foleys.—Hardwareman.

Sealed tenders, addressed to the undersigned, and endorsed "Tenders for Heating Public Building, Port Colborne, Ont.," will be received at this office until Thursday, October 9th, inclusive, for a hot-water heating apparatus at the Port Colborne, Ont., Public Building.

Plans and specifications can be seen and form of tender obtained on application to Wm. Armstrong, Caretaker, Port Colborne, and at the Department of Public Works, Ottawa.

Persons tendering are notified that tenders will not be considered unless made on the form supplied, and signed with their actual signatures.

Each tender must be accompanied by an accepted cheque on a chartered bank, made payable to the order of the Honorable the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of the tender, which will be forfeited if the party decline to enter into a contract when called upon to do so, or if he fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order.

FRED GELINAS, Secretary.

Department of Public Works,
Ottawa, 25th Sept., 1902.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

OCT 11 1902
RETURNED

Good Features.

Our hot water boiler has a host of good features about it. It's so constructed as to give constant satisfaction to the householder (is made without bolts or packing). Each section is an independent heater. It's called

"ECONOMY"

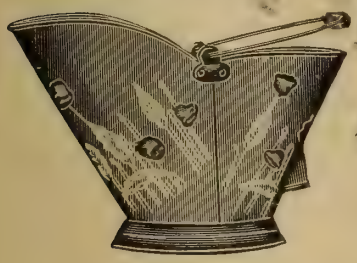
and is well named.

Write for Particulars and a New Booklet on Water Heating.

J. F. PEASE FURNACE CO., Limited

189-193 Queen Street East, TORONTO.

ESTABLISHED 1860. INCORPORATED 1895.



COAL HODS

Lithographed and Decorated in Attractive Colors. . . .

Also Plain Black, Black with Gold Bands and Galvanized, Open and Funnel Mouth and Covered Back Hods.

Fire Shovels, Stove Boards,

Stove Pipes, Elbows, etc.

THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL.

HEATING AND PLUMBING

BUILDING PERMITS ISSUED.

TORONTO.

THE following building permits have been granted during the week by the City Commissioner, Toronto: R. Smith, two-storey brick-detached dwelling, No. 39 Albany ave., $2,500; Andrew Nelson, two-storey and attic brick pair semi-detached dwellings, at 303-305 Manning ave., $5,000; George M. Rose, two-storey and attic brick dwelling, Albany ave., $2,000; John Dunlop, two-storey and attic brick, three attached dwellings, Givens street, $4,600; G. G. Woodley, pair semi-detached dwellings, two-storey and attic, 165-167 Avenue Road, $7,500; J. S. Sercombe, two-storey brick front and roughcast and frame dwelling, Yonge street, $1,300; Harold Davies, two-storey and attic brick and stone dwelling, 102 Spadina Road, $3,000; Weston & Spink, two-storey stone, brick and iron bakery, corner of Soho and Phoebe streets, $3,500; Jos. Booth, two-storey roughcast and brick dwelling, 540 Ossington ave., $1,000; John and Harry Alexander, pair semi-detached two-storey brick dwellings, Nos. 170-172 Delaware ave., $4,000; Mrs. Mary Philipps, pair semi-detached two-storey and attic brick dwellings, Dupont street, $3,000; A. Horton, pair semi-detached two-storey and attic brick dwellings, Nos. 92 and 94 Howard street, $6,500; B. Macdonald, one-storey brick dwelling, 575 Jarvis street, $1,200; J. D. Graham, two-storey and attic brick and stone dwelling, 240 Dufferin street, $5,000; Thos. Wright, three-storey brick and stone dwelling, 21 Chicora ave., $2,800.

OTTAWA.

During the past week twelve building permits, of an aggregate value of over $30,000, have been issued in Ottawa. The list is as follows: J. H. Holbrook, for a brick-veneered dwelling, First avenue, $1,600; Holbrook and Sutherland, two solid brick dwellings, Waverley street, $4,500; James M. Taylor, solid brick double dwelling, Patterson avenue, $2,300; Provost Brothers, iron-clad addition to store, Clarence street, $275; Mrs. James Shaw, double brick-veneered dwelling, on Somerset street, $3,000; Mrs. H. Heath, brick-veneered dwelling, Gilmour street, $2,000; O. Pommerville, brick-veneered dwelling, James street, $2,200; Dr. McArthur, stone and brick dwelling, Somerset street, $5,800; Felix McCullough, brick and stone dwelling, Stewart street, $3,800; Dey Brothers, iron-clad skating rink, Gladstone avenue, $3,500; Thomas Dean, frame dwelling, Cambridge street, $800; Wm. E. Harris, frame dwelling, McKay street, $600.

BUILDING NOTES.

D. G. Loomis & Sons, Sherbrooke, Que., have just been awarded a large contract from The Canadian Pacific Railway Company for the building of the company's new shops in Montreal, and the amount of the contract is about $100,000. The work will be commenced at once and has to be finished by next April. An office will be opened immediately in Montreal by Loomis & Sons, when the work will be rushed forward as fast as possible.

PLUMBING AND HEATING CONTRACTS.

Purdy & Mansell have secured the contract for heating the International Hotel, Windsor.

The heating and plumbing of the new Parkdale post office is to be supplied by Keith & Fitzsimmons.

J. E. & C. McDonnell, of Hensall, have secured the plumbing and steam fitting contract in the addition to the Gunn Hospital at Clinton.

The contract for heating the new factory of The Christie, Brown Co., Limited, has been secured by The John Ritchie Co., Limited.

The plumbing, steamfitting, lighting, etc., of the additional building erected by The American Cereal Co., in Peterboro', is being furnished by Purdy & Mansell, of Adelaide street, Toronto.

Guest & Co. are now installed in their new premises at 102 Church street. During the past week they have supplied the premises of A. Bollard and also Oak Hall with Lumo gas lighting.

Hamilton & Stott, of St. Thomas, have received two more contracts, the contract for vacuum system of steam heating in Thomas' Bros.' factory and the contract for plumbing for Wesley Norsworthy, Margaret street.

T. A. McLean Manufacturing Co., of Charlottetown, P.E.I., have secured the contract for the heating and plumbing for Richard Grant's new house on Water street; also Edward Kelly's residence, Southport.

J. Hurst, Toronto, has secured the contract for furnishing the plumbing for the dwelling of Mr. Snuggs, 119 Pape ave.; also of making extensive alterations in the houses of John Croft, York and Richmond streets.

PLUMBING NOTES

The master plumbers of Toronto met last Wednesday in Pythian Hall, and transacted routine business.

BUILDING OPERATIONS IN VANCOUVER.

THE value of buildings now in course of erection in Vancouver aggregates more that at any time in the history of the city, according to The Province. The cost of the new Hotel Vancouver and of the many brick structures on Granville atreet alone will run into hundreds of thousands of dollars. Substantial business houses and blocks are rapidly increasing the extent of the business of Vancouver, and hundreds of mechanics and laborers are being employed to bring these buildings to completion.

Only two weeks ago R. B. Johnston, Howe & Co., closed the sale of two lots in the business portion of the town on which some of the finest business structures in the town will probably be erected.

The Chinese firm of Wing Sang & Co. have a large building in process of erection on Dupont and Carrall streets, which, on the latter street, will have five stores. All modern arrangements, such as baths, heating and lighting, etc., will be introduced.

The excavation for a large department store, that of The Woodward Company, Limited, has been commenced. This building will be four storeys in height and will have a frontage of 132 feet on Abbot street. The total floor space of this building will be 46,548 feet, or about 3,500 feet more than an acre. The building will be either of stone or pressed brick. Mr. Whiteway is the contractor.

NEW HOTEL FOR WINNIPEG.

It is rumored that a syndicate of American capitalists have decided to erect a mammoth hotel in Winnipeg. These gentlemen have thoroughly investigated the question of hotel accommodation in Winnipeg and have found that it is insufficient to supply the transients who pass through that city. Several hotel keepers, indeed, are increasing their capacity, but, nevertheless, really first-class hotel accommodation is limited.

ONTARIO PLUMBERS' CONVENTION.

Notices of the semi-annual meeting of the Ontario Association of Master Plumbers, Gas, Steam and Hot-water Fitters have been issued this week by Mr. Meredith, secretary of the Association. The meeting has been arranged to take place in the Pythian Hall, Toronto, on October 16 (Thanksgiving Day), this date being chosen that the delegates from outside points in the Province might take advantage of the low rates granted for the holiday by the railroads.

Business of importance, of interest and of profit will be brought before the delegates, furthering of organization work will be discussed, reports of delegates to National Association will be presented.

All master plumbers throughout the Province are requested to attend this convention.

PAINT FOR THE FARMER'S BARN.

Now there is a season of Fall painting after the crop, and it's a good stroke of business to induce your farmer customers to go at it. Don't offer him the expensive house paints for his barns and roofs; it's not necessary, and most likely you wouldn't get the business. Tell him of **RAMSAYS OUTSIDE PAINTS** for just such work, sell them at $1.00 per gal. and make a handsome profit for yourself.

A. RAMSAY & SON, MONTREAL. ESTD. 1842. **PAINT MAKERS.**

The Auer Gas Lamp.

"TURNS NIGHT-TIME INTO DAY-TIME."

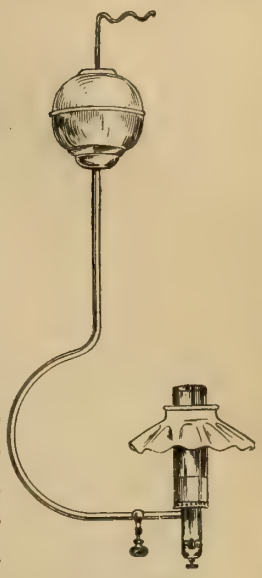
New Styles. Lower Prices.

Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?



No. 28
100 Candle Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

THE FAIRBANKS COMPANY

747 and 749 CRAIG STREET, - - MONTREAL.

Our showrooms and warehouse contain among other things the following Machine Tools for immediate delivery:

1	15 in. x 5 ft.	Hand Lathe.
2	14 in. x 6 ft.	Engine Lathes.
1	18 in. x 10 ft.	" Lathe.
1	18 in. x 10 ft.	Gap Bed Engine Lathe.
1	18 in. x 12 ft.	"
2	21 in. x 8 ft.	Engine Lathes.
2	25 in. x 12 ft.	"
2	20 in. x 10 ft.	"
1	26 in. x 12 ft.	"
2	15 in.	Crank Shapers.
2	16 in.	Back Geared Crank Shapers.
1	16 in.	Crank Shaper.
2	18 in.	Crank Shapers.
		Etc.,

2	20 in.	Back Geared Crank Shapers.
1	24 in.	"
1	13 in.	Sensitive Drill.
1	14 in.	"
1	20 in.	Vertical Drill.
2	21 in.	Vertical Drills.
1	25 in.	Vertical Drill.
24	20 in.	Barnes Patt Drills.
1	3 ft.	Combination Radial Drill.
1		Walker Universal Grinder.
3		American Twist Drill Grinders.
6		Bench Grinders.
6		Pipe Threading Machines.
		Etc.

Write us and we will be pleased to answer any inquiries and quote our prices.

MANUFACTURERS AND THEIR SELLING METHODS.

By "CANADIAN TRADE."

GOD in His providence has made bountiful provision for the wants of every living creature. With advancement in civilization has come increased requirements and desires for better surroundings.

He has so placed the provision to meet our wants, that investigation and intelligent work are necessary to obtain them. All things have a beginning. It is from the small that the larger is developed. It is this process of development that has called into existence the manufacturer from the humble handworkers, etc., of the various trades to the large manufactory well equipped with machinery. The manufacturer has to obtain materials from other sources, either from the mine, forest, soil or animal kingdom, so only forms a link in the chain of providing for the public wants.

Farmers, when living close to centres of population, can, and do market many of their products. I have noticed that the most shiftless farmer and his better-half come, as a rule, oftenest to the market, thereby neglecting duties at home. Accidents happen; cattle get into and destroy a grain field, etc., in their absence. His neighbor who stays at home and looks after the daily requirements conducts his farm to obtain the best results. When he goes to market it is with a full load, and while there he contracts to sell what he has for sale.

The point I wish to make is that the manufacturer can market his own goods directly to the customer in a limited way, but that he would obtain better results by giving attention to the improvement of his methods of manufacturing and more largely leave the question of distribution to the wholesaler and retailer.

The head of a large manufacturing concern, unsolicited, recently made the statement to me that a wholesale jobber could market goods cheaper than a manufacturer. The jobber collects his goods from many sources, and offers a larger variety to his customers. The retailer can get from one source a larger variety of goods, which is often quite a saving in freight and trips to the station for goods. It makes fewer accounts for the retailer to look after, and to provide for the payments in remitting, etc. In Eastern Ontario competition between manufacturers and jobbers divides up accounts, and is largely accountable for the pressure to book orders long in advance of the season for which they are required. The result is often that a dealer carries, when he can ill-afford to do so, stock from one season to another, with the probability of it deteriorating in value in so doing, both by lying around and from preventing newer and more desirable goods taking their place. Jobbers could afford to handle lines on smaller margins if they had not to divide up the trade with the manufacturer. Competition between jobbers would regulate prices. On the other hand, manufacturers having the selling of the goods off their hands, the expense of disposing of them could go towards reducing price and enabling them to meet competition. Some manufacturers have recognized this and have a fixed price at which goods will be sold to the retail trade, and provision made for the cancelling of commission allowed the jobber if he breaks prices.

AN INCIDENT IN THE LIFE OF A WESTERN TRAVELLER.

Samuel Vila, representing James Turner & Co., in the Northwest, sends them a photo showing how they cross rivers in Alberta in flood time. He also writes the following re the photo:

Mr. Vila's dangerous journey, while the "boys" are waiting to see if he will drop in.

"I am mailing you a small photo taken by one of my friends on our famous hand-car trip from Nanton to Calgary in July last. It shows the railway bridge across Sheep Creek, the only method of crossing this creek, the traffic bridge having been washed out. We left our hand-car from Nanton there, and secured another, as the section foreman positively refused to ride or run across by pushing it or to allow us to do so.

"The photo does not enable one to realize what bad shape the approach to the bridge was in. You can see how the superstructure is sinking on the right-hand side of the photo. The main current and force of the river left its old bed under the bridge and washed out all the approach, so that where I am in the middle is the lowest part of a practical but unintentional suspension bridge, all hanging merely by the fastenings (fish plates) from one rail to the other, the ties being suspended from the rails by the spikes. The reason one had to hang onto the rail as illustrated was that owing to the ties being old and spongy, and every once and a while, as you will see by vacancies, as soon as one was stepped on it would drop (15 feet) into the river, and the only way of saving yourself was to hang onto the rail."

WHY SOME MEN GO WRONG.

ANOTHER young man in the employ of the U. S. Government at Minneapolis post office has gone wrong. He has been opening letters to obtain the money they contained, and after doing it for a long time without detection, he has at last been found out. He had grown bold as well as hardened in his course, so that when decoy letters were arranged to come under his hand, he took the bait and was caught in the trap. This is what the public finds out at first publication.

Behind the scenes there is a longer story to tell. The temptation to do wrong came many times before the first really criminal act had been committed. It was very repulsive to even think of such a thing, and it never ought to have been thought of again. But the seeds of dishonesty were somewhere in the soil of that mind. There was not the instinctive uprising of a "Thou shalt not" when evil suggestions came. The start was wrong.

But every young man should view this and similar cases in a correct light, or many a one "who thinketh he standeth" may fall. The actual breach of strict honesty was committed when the young man decided he would be willing to commit the deed if he thought he would not be found out. The tempter gained a great advantage when the question of right and wrong was waived. Anyone who would commit a crime or a wrong if without the restraint of fear, is ready to cultivate a fearless spirit and take the chances.

If there is right and wrong, honesty and dishonesty, integrity and lack of principle, then there is but one safe position to occupy. One must conscientiously decide what is wrong, and stand for the right, whatever the circumstances. In this case there was no question. The act committed was a very grave crime, and its consequences will inevitably be very disastrous. But sometimes we must make up our minds where the question is not so easy to decide, and when conscience indicates the path to evil, we must count evil and danger as synonymous.—Eli, in The Commercial Bulletin.

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, Ottawa, Ont.

Barb Wire,
Hay Wire,
Cut Nails,
Wire Nails,
Cordage,
Glass,
Etc.

The Only Exclusive Wholesale Hardware Firm Between Montreal and Toronto.

Tarred and Dry Sheathing,
Tarred Felt,
Rosin, Pitch,
Chopping Axes,
Broad Axes,
Cross Cut Saws,
Etc.

A complete stock of Lumbermen's and Builders' Hardware always on hand. **A Trial Solicited.**

PRICES RIGHT. ASK FOR PRICES.

THE **"GLOBE"** POLISH HAS COME TO **STAY** AND ALL **DEALERS** CAN STOCK IT WITHOUT HESITATION.

TRY "GLOBE" AND YOU WILL USE NO OTHER. IT IS THE BEST.

"GLOBE" METAL POLISH

Write for a supply of Show cards and Advertising Novelties.

——WE SHALL BE PLEASED TO ANSWER ALL ENQUIRIES.——

RAIMES & CO., 164 DUANE ST., NEW YORK CITY.

ATKINS

HIGH-GRADE, SILVER STEEL SAWS

Are the FINEST that Money, Experience and Skill can Produce.

No dealer's Stock is complete without them. They are easy to sell. Every saw warranted.

Write for Catalogue and Prices.

E. C. ATKINS & CO.

Factories and Home Office: **INDIANAPOLIS, IND.**

American Steel & Wire Co.

New York: Empire Building.
Montreal: New York Life Building.
Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

HOWARD & CO., carriagemakers and blacksmiths, Pembroke, Ont., have submitted to their creditors an offer of 50c. on the dollar.

Louis H. Bastien, carpenter, Hamilton, Ont., has assigned to F. H. Lambe.

Kent & Turcotte are the curators of J. A. Lomme, general merchant, St. Johns, Que.

F. Leblond, general merchant, Ste. Cecile de Whitton, Que., has effected a compromise.

Grant Bros., hardware merchants, of Ottawa, are offering to compromise at 25c. on the dollar.

Wilks & Michaud are the curators of Robitaille & Frere, general merchants, Lake Megantic, Que.

McSween, Russell & Co., general merchants, Leamington, Ont., have assigned to Jas. H. Strong, Toronto, and their creditors will meet on October 8.

PARTNERSHIPS FORMED AND DISSOLVED.

Frigon & Jourdain, painters, Montreal, have dissolved.

S. A. Ramsay & Co., agricultural implement agents, Calgary, N.W.T., have dissolved.

Metcalfe & Zimmerman, painters and dealers in wall paper, Hamilton, Ont., have dissolved.

McLean, Holt & Co., iron founders, St. John, N.B., have dissolved; J. L. McAvity continues.

Arniel & Co., lumber merchants, Port Stanley, Ont., have dissolved; William Robinson continues.

McKerrow & Mattice, commission merchants, Ottawa, have dissolved; and the business is continued by A. N. McKerrow and A. E. Mattice.

Lequine & Powers, sawmill owners, Midway, B.C., have dissolved; Wm. Powers continuing at Midway, B.C., and Mr. Lequine at Grand Forks.

SALES MADE AND PENDING.

The stock of E. Hill, general merchant, Lefroy, Ont., has been sold.

John C. Hay, coal and wood dealer, Listowel, Ont., has sold out.

George Zilliax, jr., hardware merchant, Listowel, Ont., is about selling out.

The assets of Alex. Nicholas, general merchant, Roxton Pond, Que., have been sold.

The assets of G. & I. Leblanc, general merchants, Napierville, Ont., have been sold.

E. Robinson, general merchant, Windham Centre, Ont., is advertising his business for sale.

H. A. Urquhart, hardware merchant, Vancouver, B.C., is advertising his business for sale by auction.

The administrators of the estate of R. B. Caufield, late general merchant, of Wallace, N.S., are advertising a sale of real estate on October 28.

CHANGES.

N. Cyr & Fils, painters, St. Henri de Montreal, have registered.

W. C. Grant, blacksmith, Westboro', Ont., has added groceries.

Corbeille & Lamarre, painters, of St. Henri de Montreal, have registered.

Gillean & McLean, hardware merchants, London, Ont., are closing up business.

H. Elsworth, general merchant, of Corinth, Ont., is closing out business.

J. McNeil, general merchant, Arcola, N.W.T., has sold out to H. C. Hamelin.

H. C. Hamelin, general merchant, of Lander, Man., has sold out to W. Hopkins.

B. J. Smith, general merchant, Didsbury, N.W.T., has sold out to Cooper Bros.

Cruise Bros. & Ritchie, sawmillers, of Emo, Ont., have sold out to G. E. Campbell & Co.

Joseph Dupuis & Co., wood, coal and grain merchants, St. Henri de Montreal, have registered.

Jean Claustie, general merchant, Maple Creek, N.W.T., has sold out to Williamson & Fleming.

R. J. Hiscox, general merchant, Teeswater, Ont., has sold his millinery stock to Burgess & Bastendorff.

R. H. Scott, agricultural implement agent, Methven, N.W.T., has sold out to Nasmith & McNaughton.

G. H. Hasenflug, general merchant, of Teeswater, Ont., has sold his millinery stock to Burgess & Bastendorff.

Mann & Ewing, general merchants, of Teeswater, Ont., have sold their millinery stock to Burgess & Bastendorff.

FIRES.

Chas. Lanning, general merchant, of Dexter, Ont., was burned out.

J. E. Langlois, general merchant, The Brook, Ont., was burned out; insured.

J. Fred Williamson, machinist, St. John, N.B., was burned out; insurance, $1,800.

S. Marks, general merchant, Fernie, B.C., was partially burned out; insured.

The premises of Beaupre & Fils, foundrymen, Montreal, were damaged by fire; insured.

Simon Dragon, general merchant, of Fernie, B.C., has sustained loss by fire; partially insured.

DEATHS.

Donald Fraser, blacksmith, St. Thomas, Ont., is dead.

James Costello, general merchant, of Bridenell, Ont., is dead.

Enos C. Locke, general merchant, of Lockeport, N.S., is dead.

James Morris, of the estate of Theresa A. Morris, carriagemaker, Bowmanville, Ont., is dead.

Malcolm McDonald, partner of McDonald & Westaway, general merchants, Prince Edward Island, is dead.

"TERSE TANK TALKS."

A neat, well-gotten-up booklet containing a great many truths pertaining to the economical and convenient storage and handling of coal oil and gasoline is published by S. F. Bowser & Co., Fort Wayne, Indiana, under the title above given. Anyone interested in handling oil at a profit will do well to write this firm for their little booklet, which they will send postpaid free of charge.

SPECIAL TO THE TRADE

Every Fall, **immediately** before the winter railway freight rates are in force, we receive a large number of orders to be shipped "at summer rates." Even with an extra staff is is sometimes difficult to do this, because the teams available cannot haul away fast enough.

Our Friends will be better served if they will kindly forward their requisition at once and thus avoid the inevitable congestion which invariably occurs if orders are kept back. Every department is working full time and stocks are complete.

Orders to be shipped by boat should be in our hands not later than the 15th of October.

THE CANADA PAINT COMPANY LIMITED

MONTREAL and TORONTO

FRANK MILLER'S

HARNESS PREPARATIONS.

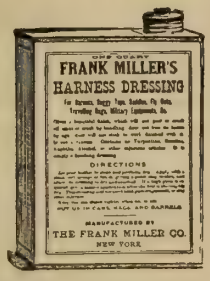
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant jet-black gloss which will not peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness

Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, thus adding life.

The highest quality of oil on the market.

LAMB FENCE

Best because made of best wire.

The H. R. LAMB FENCE CO., Limited, London, Ont.

—OUR—

WRAPPING PAPERS

are strong, durable and good weight.

You will find them good in every way, and you can depend on them.

All orders promptly attended to.

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

The Best Ready Roofing on Earth.

TRINIDAD ASPHALT MFG. CO.

Asphalt and Asbestine Gravelled

READY ROOFING

WITH INTERLOCKING LAP.

Fire, water, acid or gas proof.

Shipped with cement and nails for laying.

ASPHALT PAINT, CEMENT, COATING, ROOFING, DEADENING and SLATERS' FELT. BUILDING and INSULATING PAPER of all kinds. The trade supplied. Prices and samples from the

Canada Supply Co., Agents, Windsor, Ont.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made.

HARRINGTON & RICHARDSON ARMS CO.

Also makers of H. & R. Revolvers.

Catalog on request. Worcester, Mass., U.S.A.

The P. R. Cumming Manufacturing Co., Limited

CLARKSBURG and TORONTO.

OCT 13 1902
RETURNED

RETURNED
OCT 13 1902

Above we illustrate the manner in which the

"Cumming" Corkscrew Can Opener

(PATENTED)

is boxed for counter display.

No other Can Opener has a blade like this, and none other works so quickly, cleanly and safely. We also make the **"SPRAGUE"** style. Send for catalogue.

Address—

The P R. Cumming Manufacturing Co., Limited, 90 Richmond St. East TORONTO

BLAST FURNACES PURCHASED.

THE entire plant and water-power, as well as mining lands and woods of the Londonderry Iron Co., at Acadia Mines, N.S., has been purchased by a syndicate composed of Geo. E. Drummond, Thos. J. Drummond, Jas. T. McCall, Lieut.-Col. Fred Henshaw and Edgar McDougall, all of Montreal, and Chas. W. Brega, of Chicago, who will shortly begin to overhaul and develop the property.

Up to about five years ago these furnaces and mills were operated by the Londonderry Iron Co., which concern, however, went into liquidation, throwing about 500 hands out of employment. For three years past, Drummond, McCall & Co., of Montreal, have manufactured pipe and castings at these mills, but the rest of the plant remained idle.

In some respects the plant is rather out of date, and it is understood the purchasers will immediately set about putting it in proper shape to compete with other modern plants. Some rebuilding may be necessary, and Mr. T. J. Drummond will superintend this and whatever new buildings may be necessary. The plant will be brought up to date in every respect, and pig iron and castings will be manufactured. The mines, from which the very best grade of iron was formerly obtained, will also be operated, and altogether it is expected that some 800 hands will be employed. The market in the Maritime Provinces is one of the best, and being easily accessible from Acadia Mines, the new company is confident that they can readily dispose of their product.

"CROWN HURON" STOVES.

The new stove manufacturing concern, the Western Foundry Co., Limited, Wingham, Ont., began active operations on September 23, when the first lot of iron was melted and the first stove was on view at the Wingham Fair the following Friday. The company will for the present make a specialty of ranges, in which some attractive designs are shown. A number of orders have been already booked and the company is now in a position to make prompt shipment. The company is distributing to the trade a pretty folder in which are illustrations of their new ranges, which bear the brand "Crown Huron." The firm's announcement will be found on inside back cover of this issue of HARDWARE AND METAL.

A VISITOR FROM THE EAST.

Mr. C. S. Archibald, of The Maritime Nail Co., Limited, and the Portland Rolling Mills, Limited, St. John, N.B., was one of the callers at the Montreal office of HARDWARE AND METAL this week. Mr. Archibald was in Montreal in connection with the meeting of the nail manufacturers on Thursday. He speaks highly of the industrial progress of the Maritime Provinces, particularly of the rapid strides which the iron industry is taking. His own company, the Portland Rolling Mills, Limited, have had great difficulty in keeping up with their orders; and although the present season is not the most active for nails, the Maritime Nail Co., Limited, are very busy.

GET YOUR SNIPS HERE.

The tinners' snips made by The National Cutlery Co., for which Decatur, Bull & Co. are agents, are forged from one piece of steel and a shear steel plate, of special quality, welded on the entire cutting edge and face, making their tinners' snips the only steel ride snips on the market. Hardened in water, and tempered by a patented method, they make a tinners' snip of excellent quality. Ask for catalogue. See their patent wire-cutting tinners' snips, put up in separate packets each pair.

INDUSTRIES OF BRITISH COLUMBIA.

The 15th annual report of the Vancouver Board of Trade is to hand. The condition and progress of each of the growing industries of the Province of British Columbia is thoroughly and comprehensively reviewed. As is to be expected, the greater part of the report deals with the rapidly-increasing mining and shipping industries, and the members of the Board of Trade show themselves keenly alive to all the industrial interests of the Province. The report is diversified by magnificent scenes depicting various features of the industrial life of this picturesque Province.

A VALUABLE CONNECTION.

Advertising might suitably be called "connection"—that is a connection between the things you have to sell and the people who ought to have them. A railroad train must necessarily have couplers with which to connect its cars. The engine drawing the train does not depend upon the couplers for its locomotion, yet without these couplers the train would be useless for the carrying of passengers. The head of the firm is the "engine" and the advertising the "coupler"—both are absolutely essential to draw trade. Good advertising aimed at the kind of people who require the advertising connection pays. A politician derives invaluable benefit from the prominence he receives through newspapers. A business house must also keep its name and goods constantly before the public notice to obtain proper recognition from the buying public. Advertising does it. It is the connection.

COPPER AT BENNETT.

A report from Arthabaskaville, Que., states that a miner who has been exploring in that vicinity has opened up some mines near the villege of Bennett. Some of the quartz taken out was sent to a Montreal assayer, who pronounced it to contain good copper, as well as valuable chromic iron ore.

American Sheet Steel Company
Battery Park Building
New York
Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
Plain and Painted
Flat, Corrugated and
"V" Crimped

Apollo Best Bloom Galvanized Sheets
W. Dewees Wood Company's
Planished Iron
W. Dewees Wood Company's
Refined Iron
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
58 St. Sulpice Street
Montreal

YOU NATURALLY EXPECT THAT THE GOODS **YOU** BUY WILL GIVE ENTIRE SATISFACTION TO **THOSE** WHO BUY FROM YOU. WHEN YOU PURCHASE

2 AND 3 PLY READY ROOFING,
BUILDING PAPERS,
SHEATHING AND CARPET FELT,
COAL TAR PRODUCTS,
HANGING AND PRINT PAPER,
BROWN AND MANILLA WRAPPING

from us your expectations will be realized. Our lines are all guaranteed to give entire satisfaction. Quality, the best.

ALEX. McARTHUR & CO., 82 McGill Street, MONTREAL.

PAPER MILLS: JOLIETTE, QUE. FELT FACTORY: HARBOR AND LOGAN STREETS, MONTREAL.

CURRENT MARKET QUOTATIONS.

October 3, 1902.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—		
56 and 28 lb. ingots, 100 lb.	$32 00	$33 00

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$6 75
I.X. "	....	8 25
I.X.X. "	....	9 75
Famous, equal to Bradley—		
I.C.	....	6 75
I.X.	...	8 25
I.X.X.	....	9 75
Raven and Vulture Grades—		
I.C., usual sizes	....	5 00
I.X. "	....	6 00
I.X.X. "	....	7 00
I.X.X.X. "	....	8 00
D.C., 12½x17	....	4 50
D.X	....	5 25
D.X.X.	....	6 00

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	4 25
I.C., special sizes, base	....	4 75
20 x 28	....	9 00

Charcoal Plates - Terne.

Dean or J.G. Grade		
I.C., 20x28, 112 sheets	....	8 50
I.X., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X.X., 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	....	0 06½

Tinned Sheets.

72x30 up to 24 gauge	....	8 00
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	1 95	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3 in. base	....	2 90
Sleigh shoe steel, "	....	2 [illegible]0
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth & Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "silver" tool steel	0 12	0 14
" "special"	0 15	0 20
Jonas & Colver's tool steel	0 08	0 15
" "air hardening"	0 45	0 60
Mill steel, per lb.	0 08	0 10

BOILER TUBES.

		Per foot.
1½, 1¾ and 4 inch	....	0 09
2½ in.	....	0 16
3 in.	....	0 13
3½ in.	....	0 16
4 in.	....	0 31

STEEL BOILER PLATE.

¼ in.	2 50	2 60
3-16 in.	2 60	2 70
⅝ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	....

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

		Per 100 feet.
Black pipe—		
⅛ inch	....	2 90
¼ "	....	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	20 00
3 "	....	24 00
3½ "	....	30 00
4 "	....	37 50
4½ "	....	42 00
5 "	....	47 00
6 "	....	60 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Discount on pipe up to 2 in. 4 p.c. Larger sizes nett.

Malleable Fittings—Discount 30 p.c.

Cast Iron Fittings—

On all cast iron fitting, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis. All others—discount 60 p.c.

GALVANIZED SHEETS.

	G.C. Comet.	B.H.	Queen's Head.	
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	4 00	4 05
26 "	4 25	4 00	4 15	4 25
28 "	4 50	4 25	4 35	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....	....
" ¼ "	7 85	8 10
" 5-16 "	5 25	5 50
" ⅜ "	4 50	4 75
" 7-16 "	4 25	4 50
" ½ "	4 20	4 50
" 9-16 "	4 05	4 50
" ⅝ "	4 00	4 50
" ¾ "	4 00	4 50

Halter, kennel and post chains 40 to 40 and 5 p.c.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.		Per 100 lb.
English B.S., ton lots	....	13 50
Lake Superior	....	....
Bars.		
Cut lengths, round, ½ to ⅞ in	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet.		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00
Braziers' (in sheets).		
4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21
Boiler and T.K. Pitts.		
Plain tinned, per lb.	....	0 28
Spun per lb.	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 3
Tubing, base, per lb.	0 23½

ZINC SPELTER.

Foreign, per lb.	5 50	6 00
Domestic "	....	....

ZINC SHEET.

5-cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD.

Imported Pig, per 100 lb.	....	3 50
Bar, per lb.	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe, 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7 50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Discount, 60 p.c. on medium and extra heavy, and 55 p.c. on light soil pipe and fittings.

SOLDER.

	Per lb.	Per lb.
Bar half-and-half, guarant'd	....	0 20
Bar, half and-half, commer'l	....	0 19½
Refined	....	0 19
Wiping	....	0 18½

ANTIMONY.

Cookson's, per lb.	....	9 [illegible]0

WHITE LEAD.

		Per 100 lb.
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White	....	6 37½
Elephant and Decorators' Pure	....	6 12½
Brandram's B.B. Genuine	....	7 00
" " No. 1	....	6 00
"Monarch" brand	....	6 12½
Decorator's Pure	....	5 87½
Essex Genuine	....	5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt.	$4 75
Genuine, 100 lb. kegs, per cwt.	5 00
No. 1, 560 lb. casks, per cwt.	4 [illegible]5
No. 1. 100 lb. kegs, per cwt.	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 50
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 25
Second qualities, per gallon	....	1 [illegible]0
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co's pure	....	1 25
Toronto Lead & Color Co's pure	....	1 [illegible]5
Sanderson Pearcy's pure	....	1 20
Stewart & Wood's Champion pure	....	1 [illegible]0
Standard Paint Co.'s "New Era"	....	1 30

COLORS IN OIL.

25 lb. tins, standard Quality.

Venetian red, per lb.	0 04½	0 06
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "	....	0 06
Marine black	....	0 09
Chrome green	....	0 10
French imperial green	....	0 12
Signwriters' black	....	0 16
Burnt umber	...	0 11
" sienna	....	0 11
Raw umber	....	0 11
" sienna	....	0 11

COLORS, DRY.

Common ochre, bbls	1 20	1 30
Yellow ochre (J.F.L.S.), bbl.	....	2 00
Yellow ochre (La Belle)	1 15	1 25
Brussels ochre	....	2 00
Venetian red (best), bbl.	1 75	2 00
English oxides, per cwt.	3 00	3 25
American oxides, bbls.	1 25	2 00
Canadian oxides, bbls.	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb.	....	0 [illegible]
" umber, " "	....	1 10
Raw do	..	0 09
Drop black, pure	....	0 09
Chrome yellow, pure	....	0 18
Chrome greens, pure per lb.	0 09	0 10
Golden ochre	0 04	0 05
Ultramarine blue, in 28-lb. boxes, per lb.	0 06	0 18
Fire proof mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb.	....	0 07
Mortar color, per 100 lb.	1 [illegible]5	1 50
Pure Indian red, No. 45, lb.	0 08	0 10
Whiting, bbl.	0 55	0 60
English vermillion in 30-lb. bags		0 95

PARIS GREEN.

		Per lb
Petroleum, casks	0 16½	0 18
Arsenic kegs	0 17	0 19
50 lb. and 100-lb. drums	0 18½	0 19½
25-lb. drums	0 19	0 20
1-lb. packages	0 20	0 20½
½-lb. do	0 22	0 22½

BLUESTONE.

Casks, for spraying, per lb.	0 07
100-lb. lots, do per lb.	0 08

PUTTY.

Bulk in bbls.	1 90
Bulk in less quantity	2 05
Bladders in bbls.	2 25
Bladders in kegs, boxes or loose	2 40
Bladders in 25-lb. tins	2 [illegible]5
Bladders in 12½ lb. tins	2 65
Bladders in bulk or tins less than 100 lb	2 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	....	1 25
" No. 1	....	1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine, brown japan	1 25	1 [illegible]0
" black japan	0 85	1 [illegible]0
" " No. 1	0 50	0 75
Elastilite varnish, 1 gal. can, each,		2 00
Granitine floor finish, per gal.		2 75

Maple Leaf coach enamels: Size 1, $1.20; size 2, 70c.; size 3, 40c. each.

Sherwin-Williams' copal varnish, assorted case, from ½-pts. to 1 gal. $2.50.

CASTOR OIL.

East India, in cases, per lb.	0 00½	0 10
" small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal.	0 50	0 55
Pure olive	....	1 20
" neatsfoot	....	0 90

GLUE

Common	0 08	0 09
French medal	0 10	0 14
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16

JOSEPH RODGERS & SONS
Limited

SHEFFIELD, ENGLAND.

Each blade of our Goods bears the exact mark here represented.

REGISTERED TRADE MARK GRANTED 1682

JAMES HUTTON & CO., MONTREAL SOLE AGENTS IN CANADA.

HARDWARE.

Ammunition.

Cartridges.

B. B Caps Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 40 p. c., Amer
Rim Fire Cartridges, Dom., 50 and 5 p. c
Central Fire Pistol and Rifle 10 p.c. Amer.
Central Fire Cartridges, pistol sizes Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.
Central Fire, Military and Sporting, Amer. add 5 p.c. to list. B.B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p.c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads	per lb
Best thick white felt wadding, in ¾-lb bags	1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads in boxes of 1,000 each, 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Adzes.

Discount, 20 per cent.

Anvils.

Wright's, 80-lb. and over	....	0 10¾
Hay Budden, 80-lb. and over	....	0 09¼
Brook's, " " "	....	0 11¼

Augers.

Gilmour's discount 65 and 5 p.c. off list.

Axes.

Chopping Axes		
Single bit, per doz	5 50	10 00
Double bit, "	11 00	18 00
Bench Axes, 40 p.c.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 00	10 00

Axle Grease.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

Bath Tubs.

Zinc 6 00
Copper, discount 15 p.c. off revised list

Baths.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
" " " 2nd "	20 00

Anti-Friction Metal.

"Tandem" A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Magnolia Anti-Friction Metal, per lb		0 25
Frictionless metal, per lb		0 23
Hercules, per lb		0 15

SYRACUSE SMELTING WORKS.

Aluminum, genuine	0 41
Dynamo	0 27
Special	0 22
Aluminum, 99 p.c. pure "Syracuse"	0 45

Bells.

Hand

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 45 per cent

Farm.

American, each 1 25 3 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 40 per cent.

Belting.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 p.c.

Bits.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen. net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind and Bed Staples.

All sizes, per lb 0 07¾ 0 12

Bolts and Nuts. Per cent.

Carriage Bolts, common ($1 list)	55 and 10
" " full square ($2.40 list)	55 and 10
" " Norway iron ($3 list)	50 and 10
Machine Bolts, all sizes	50 and 10
Plough Bolts	50 and 10
Blank Bolts	50 and 10
Bolt Ends	50 and 10
Sleigh Shoe Bolts	65 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3¾c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove rods, per lb 5½ to 6c.
Nuts, in 50 lb. lots ¼c. per lb extra, in less than 50 lb. lots, ½c etxra.

Boot Calks.

Small and medium, ball, per M	4 25
Small heel, per M	4 50

Bright Wire Goods.

Discount 62½ per cent

Broilers.

Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

German, per doz	6 00	11 00
American, per doz	12 00	20 00

Butcher Knives.

Bailey's, per doz 0 60 6 30

Building Paper, Etc.

Tarred felt, per 100 lb	1 70
Ready roofing, 2-ply, not under 45 lb. per roll	85
Ready roofing, 3-ply, not under 65 lb. per roll	1 10
Carpet felt, per ton	40 00
Dry sheathing, per roll, 400 sq. ft.	35
Tar sheathing, " " "	45
Dry fibre " " "	50
Tarred fibre, " " "	60
O.K. & I.X L., " " "	65
Resin-sized, " " "	40
Oiled sheathing, " 600 "	1 10
" " " 400 "	70
Roof coating in barrels, per gal	17
" " small packages	25
Refined tar, per barrel	4 50
Coal tar, "	4 00
Coal tar, less than barrels, per gal	15
Roofing pitch, per 100 lb	85

Bull Rings.

Copper, $2.00 for 2½ in. and $1.90 for 2 in.

Butts.

Wrought Brass net revised list.

Cast Iron.

Loose Pin, dis., 60 per cent.

Wrought Steel

Fast Joint, dis. 65, 10 and 2½ per cent.
Loose Pin, dis. 65, 10 and 2½ per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Carpet Stretchers

American, per doz	1 00	1 50
Bullard's, per doz	....	6 50

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross 8 50 9 50

Cement.

Canadian Portland	2 25	3 00
English "	3 00	3 15
Belgian "	2 50	2 75
Canadian hydraulic	1 25	1 50
Arrow	....	2 25
Buffalo	....	2 00

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

Broad's, dis. 60 and 10 per cent.
Warnock's, dis. 60 and 10 per cent.
P. S. & W. Extra 60, and 10 p.c.

Churns.

Revolving Churns, metal frames—No. 0, $8—No. 1, $8.50—No. 2, $9.00—No. 3, $10.00—No. 4, $12.00—No. 5, $16.00 each. Ditto, wood frames—20c. each less than above. Discounts: Delivered from factories, 53 p.c.; from stock in Montreal, 51 p.c. Terms, 4 months or 3 p.c. cash in 30 days.
Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2 65. Metal frames 25c. extra. Discount 15 p.c., net 30 days.

Clips.

Axle dis. 65 per cent.

Closets. Net.

Plain York or Ontario Syphon Jet.	$9 60
Emb. York or Ontario Syphon Jet.	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. Elgin or Teu. Syphon Washout	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
" " " " emb.	10 20
Plain Richelieu	3 75
Emb. Richelieu	4 00
Connections	1 25
Low Down Ont. Sy. Jet, plain	11 70
" " " " " emb'd.	12 30
Closet connection	1 25
Basins P.O., 14 in.	0 70
" oval 17 x 14 in.	1 50
" " 19 x 15 in.	2 25

Compasses, Dividers, Etc.

American dis. 62½ to 65 per cent.

Conductor Pipe.

Plain or Corrugated.

2-inch, per 100 feet	3 00
3 " " "	4 00
4 " " "	5 25
5 " " "	6 75
6 " " "	9 00

Cradles, Grain.

Canadian, dis. 20 to 25 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair	17½
" " 5, "	22½
" 6, "	15
Boynto pattern "	20

Door Springs.

Torrey's Rod, per doz (15 p.c.		2 00
Coil, per doz	0 88	1 60
English, per doz.	2 00	4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 60 and 10 per cent.

Drills.

Hand and Breast

Millar's Falls, per doz. net list.

DRILL BITS.

Morse, dis., 37½ to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.

EAVE TROUGH.

10-inch, per 100 ft. $3 10

ELBOWS. (Stovepipe.)	per doz.
5 and 6-inch, common	1 20
7-inch	1 35

Polished, 15c. per doz. extra.

ESCUTCHEONS.

Discount, 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 p.c
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS—Window—Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 20	4 25	....	6 25
26 to 40	2 40	4 65	....	6 75
41 to 50	....	5 10	....	7 50
51 to 60	....	5 35	....	8 50
61 to 70	....	5 75	....	9 75
71 to 80	....	6 25	....	11 00
81 to 85	....	7 00	....	12 55
86 to 90	....	7 75	..	15 00
91 to 95	..	....	...	17 50
96 to 100	.. .	....	. ..	20 50

GAUGES

Marking, Mortise, Etc.

Stanley's dis. 50 to 55 per cent.

Wire Gauges.

Winn's Nos. 26 to 33, each 1 65 2 40

HALTERS.

Rope, ⅜ per gross	....	....
" ½ "	....	9 00
" ⅝ to ¾	....	14 00
Leather, 1 in., per doz	3 87½	4 00
" 1¼ in., "	5 15	5 20
Web, — per doz	1 87	2 45

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent Can. dis. 25 to 27½ per cent.

Tack.

Magnetic per doz 1 10 1 20

Sledge.

Canadian per lb 0 07½ 0 08½

Ball Pean.

English and Can., per lb 0 22 0 25

HANDLES.

Axe, per doz. net	1 50	3 00
Store door, per doz	1 00	1 50

Fork.

C. & B., dis. 40 per cent. rev list.

Hoe.

C. & B., dis. 40 per cent. rev. list.

Saw.

American, per doz 1 00 1 25

Plane.

American per gross 3 15 3 75

Hammer and Hatchet.

Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair 13½

HANGERS.		doz. pairs.
Steel barn door	5 85	6 00
Stearns, 4 inch	....	5 00
" 5 inch	....	6 50
Lane's covered—		
No. 11, 5-ft. run	....	8 40
No. 11½, 10-ft. run	....	10 80
No. 12, 10-ft. run	....	12 60
No. 14, 15-ft. run	....	21 00
Lane's O.N.T. track, per foot.	....	4½

HARVEST TOOLS

Discount, 60 and 10 per cent.

HATCHETS

Canadian, dis 40 to 42½ per cent.

An Important Consideration.

Most hardware merchants now realize the fact that when they order

Building Papers, Roofing Felts and Wire-Edged Ready Roofing

from us we promptly ship them reliable material that pleases their customers. This is why we have been successful in business.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

HINGES.

Blind, Parker's, dis. 16⅔ per cent.
Heavy T and strap, 4-in., per lb.... 0 06½
" " 5-in., " 0 06¼
" 6-in., " 0 06
" 8-in., " 0 05¾
" 10-in., " 0 05⅝
Light T and strap, dis. 65 and 5 per cent
Screw hook and hinge—
6 to 10 in., per 100 lbs.... .... 4 50
12 in. up, per 100 lbs..... .... 3 25
Per gro. pairs
Spring.............. .... 10 50

HOES.

Garden, Mortar, etc., dis. 60 to 60 and 10 p.c
Planter, per doz.............. 4 00 4 50

HOLLOW WARE

Discount,............... 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird Cage, per doz...........	0 50	1 10
Clothes Line, per doz.........	0 27	0 63
Harness, per doz............	0 72	0 88
Hat and Coat, per gross......	1 00	3 00
Chandelier, per doz..........	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 47½ per cent.

Wire.

Hat and Coat, discount 45 per cent.
Belt, per 1,000 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.

"C" brand 40, 10 and 7½ p.c. off list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk, 66⅔ and 5 per cent.

HORSESHOES.

F.O.B. Montreal

Iron Shoes.	No. 2 and larger.	No. 1. and smaller.
Light, medium and heavy...	3 35	3 60
Snow shoes........	3 60	3 85
Steel Shoes.		
Light.........................	3 45	3 70
Featherweight (all sizes).....	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.
Toe weight steel shoes...... 6 70

JAPANNED WARE.

Discount, 45 and 5 p.c. off list, June 1899.

ICE PICKS.

Star per doz............... 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb.............. 0 30 0 50
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis., 40 to 40 and 10 p.c.
Cabinet, trunk, and padlock, Am. per gross 60

KNOBS.

Door, japanned and N.P., per doz..............	1 50	2 50
Bronze, Berlin, per doz......	2 75	3 25
Bronze Genuine, per doz....	6 00	9 00
Shutter, porcelain, F. & L screw, per gross	1 30	4 00
White door knobs—per doz.	95	1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz............... 7 00
No. 3 "Wright's".................. 8 50
Ordinary, with O burner.......... 4 00
Dashboard, cold blast............ 9 00
No. 0............................ 5 75
Japanning, 50c. per doz. extra

LEMON SQUEEZERS.

Porcelain lined, ...per doz.	2 20	5 60
Galvanized	1 87	3 85
King, wood.................	2 75	2 90
King, glass.................	4 00	4 50
All glass...................	0 50	0 90

LINES.

Fish per gross..............	1 05	2 50
Chalk "	1 90	7 40

LOCKS

Canadian, dis 40 to 40 and 10 p.c.
Russel & Erwin, per doz.... 3 00 3 25

Cabinet

Eagle, dis. 30 p.c.

Padlocks

English and Am. per doz....	50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.

Flat head discount 25 p.c.
Round Head discount 20 p.c.

MALLETS.

Tinsmiths' per doz..........	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz..	3 85	5 00
Caulking each...............	60	2 00

MATTOCKS.

Canadian, per doz.......... 5 50 6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.
German, 15 per cent.
Gem, each, $1.15.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Quotations are ;	Cut.	Wire.
2 d and 3d	$3 45	$3 55
3 d	3 10	3 22
4 and 5d..................	2 85	3 05
6 and 7d....................	2 75	2 90
8 and 9d....................	2 60	2 70
10 and 12d..................	2 55	2 65
16 and 20d..................	2 50	2 60
30, 40, 50 and 60d. (base)......	2 45	2 55

Wire nails in carlots are $2.50
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 75 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.

NAIL PULLERS.

German and American....... 1 85 3 50

NAIL SETS.

Square, round, and octagon per gross...............	3 38	4 00
Diamond.....................	12 00	15 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60, 10 and 5 p.c.
2-in. Mesh, 18 w.g. and heavier, 50 p.c.

OAKUM. Per 100 lb

Navy 6 00
U.S. Navy........................ 7 25

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal. per doz.............. .... 10 00
Zinc and tin, dis. 50, 50 and 10

Copper, per doz.............	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

GALVANIZED PAILS.

Dufferin pattern pails, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
6, 10 and 14-qt. flaring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.

Per doz..................... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross...	1 35	1 50
Brass head "	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 p c.

PINE TAR.

½ pint in tins, per gross. 7 80
1 " " " 9 60

PLANES.

Wood bench, Canadian dis. 40 per cent. American dis. 50.
Wood, fancy Canadian or American 7½ to 40 per cent.

PLANE IRONS.

English per doz........... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37½ 40 p.c.

Button's Imitation, per doz..	5 00	9 00
German, per doz...........	0 60	2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 p.c.
"J.M.T." Cushion work. dis. 50 p.c.
Fuller work, dis. 65 p.c.
6 doz. lots and over of the above, extra dis. 10 p c.
Lever Handle Stops and Waste, discount 60 p.c. With, in lots of 2 doz. and over, an extra dis. of 10 p.c.
"J.M.T." Globe, Angle and Check Valves, dis. 55 p.c.
Standard Globe, Angle and Check Valves, dis. 65 p.c.
"J.M T." Radiator Valves, dis. 55 p c.
Standard " " dis., 65 p.c.
Patent Quick Opening Valves, dis. 70 p.c.
No. 1 compression bath cock, net .. 2 00
No. 4 " " " 2 00
No. 7, Fuller's 2 20
No. 4½, " 2 35
Patent Compression Cushion, basin cock, hot and cold, per doz 15 00
Patent Compression Cushion, bath cock. No. 2208.................. 2 25
Square head brass cocks, 60 p.c.
" " iron " 60 p.c.
Competition Globe, Angle and Check Valves discount, 70 p. c.
Competition Quick Opening Radiator Valves, discount, 70 p.c.

PRESSED SPIKES.

Discount 22½ per cent.

PULLEYS.

Hothouse, per doz..........	0 55	00
Axle........................	0 22	0 33
Screw.......................	0 27	1 00
Awning......................	0 35	2 50

PUMPS.

Canadian cistern............	1 80	3 60
Canadian pitcher spout.....	1 40	2 10

PUNCHES.

Saddlers', per doz...........	1 00	1 85
Conductors's "	9 00	15 00
Tinners', solid per set........	0 00	0 72
" hollow per inch.....	0 00	1 00

RANGE BOILERS. Net.

Dominion, 30 gal. 5 75
Dominion, 35 " 6 75
" 40 " 7 75
Ronald's Galvanized, 30 gallons 6 50
" " 35 " 7 50
" " 40 " 8 50
Copper, 30 gallons.................. 20 00
" 35 " 23 20
" 40 " 26 40

RAKES.

Wood, per doz. net 110

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler & Co.'s..........	4 00	18 00
Boker's......................	7 50	11 00
" King Cutter........	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's............	7 00	12 00
"Brantford"	10 00	11 00
Bailey's	6 00	12 00
Carbo Magnetic	....	15 00
Griffon Barbers' Favorite	....	10 75
Griffon No. 65...............	....	13 00
Griffon Safety Razors........	....	13 50
" Stropping Machines.	....	13 50

REGISTERS.

Discount .... 40 per cent

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c. per lb.
Copper Rivets with usual proportion burrs 45 p. c. dis. cartons, 1c. per lb. extra, net.
Copper Burrs only, 30 and 10 p.c
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE, ETC.

Sisal	12½
Pure Manilla.....................	15
"British" Manilla................	13
Cotton, 3-16 inch and larger........	16
" 5-32 inch.................	21
" ⅛ inch	22
Russia Deep Sea..................	15
Jute..............................	8
Lath Yarn	11½

Sisal bed cord, 48 ft..... per doz.		65
" " 60 ft...... "		80
" " 72 ft...... "		95

RULES.

Boxwood, dis. 55 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS. per set.

Mrs. Potts, No. 55, polished. 70
" No. 50, nickle-plated. 75

SAND AND EMERY PAPER.

B & A. sand, 40 and 5 per cent.
Emery, 40 per cent.
Garnet (Rurton's), 5 to 10 p.c. advance on list

SAP SPOUTS.

Bronzed iron with hooks, per doz. 9 50

SAWS.

Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.
Crosscut, Disston's, per ft.. 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3
Hack, complete, each 0 75 2 75
" frame only 0 75

SASH WEIGHTS.

Sectional, per 100 lbs.......	2 25	2 50
Solid, "	1 50	1 75

SASH CORD.

Per lb...................... 0 23 0 30

SAW SETS.

Lincoln and Whiting, per doz. 4 75
Hand Sets, No. 1 Woodyatt (Morrill) 4 25
X-cut Sets, No. 3 Woodyatt (Morrill) 9 50

SCALES.

Burrow, Stewart & Milne—
Imperial Standard, 40 per cent.
Weigh Beams, 35 per cent.
Champion Scales, 55 per cent
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.
Warren's new Standard 40 p c.
" " Champion 55 p.c.
" Weighbeams, 35 per cent.

SCREW DRIVERS.

Sargent's per doz........... 0 65 1 00

SCREWS.

Wood, F.H., bright and steel, 87½ and 10 p.c
Wood R. H., " dis. 82½ and 10 p.c.
" F. H., brass dis. 80 and 10 p.c.
Wood, R. H., " dis. 75 and 10 p.c.
" F.H., bronze, dis. 75 p.c.
" R.H. " 70 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz. 3 25 4 00
" iron. " 4 25 5 00
Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.

Per doz., net....... .... 5 00 8 00

SCYTHE SNATHS.

Canadian, dis. 40 p.c.

SHEARS.

Bailey Cutlery Co., full nickeled, dis. 60 and 2½ p.c.
Bailey Cutlery Japan handles, 67½ p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.

SINKS.

Steel and galvanized, discount 45 per cent

SNAPS.

Harness, German, dis. 25 p.c.
Lock, Andrews'.............. 4 50 11 50

SOLDERING IRONS.

1, 1½ lb., per lb................ 0 37
2 lb. or over, per lb............... 0 34

SQUARES.

Iron, No. 493, per doz...... 2 40 2 55
" Mo. 494, " 3 25 3 40
Steel, dis. 60 to 60 and 5 p.c.
Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.

Plain, dis., 75 and 12½ p.c. off revised list.
Retinned, dis., 75 p.c. off revised list.

STAPLES.

Galvanized..................	3 25	3 50
Plain.......................	2 90	3 15

Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

WINDOW GLASS —TO IMPORT.

Prompt Deliveries

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BEST GLASS of all kinds, our own manufacture. **Closest Prices.**

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

STOCKS AND DIES.

American dis. 25 p.c.

STONE.

	Per lb.	
Washita	0 28	0 60
Hindostan	0 06	0 07
" slip,	0 09	0 09
Labrador	....	0 13
" Axe	....	0 15
Turkey	....	0 50
Arkansas	0 00	1 50
Water-of-Ayr	0 00	0 10
Scythe, per gross	3 50	5 00
Grind, 2 in, 40 to 200 lb, per ton	....	25 00
" under 40 lb. "	....	28 00
Grind. under 2 in. thick "	....	29 00

STOVE PIPES.

5 and 6 inch Per 100 lengths	....	7 00
7 inch " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4—3 dozen in case, net cash $4 80
No. 6—3 dozen in case, " 8 40

TACKS, BRADS, ETC.

Cheese-box tacks, blued .....80 & 12½
Trunk tacks, black and tinned 85
Carpet tacks, blued .....80 & 15
" " tinned .....80 & 20
" " (in kegs) 40
Cut tacks, blued, in dozens only ..80
" ¼ weights.....60
Swedes cut tacks, blued and tinned—
In bulk.....80 & 10
In dozens.....75
Swedes, upholsterers', bulk....85, 12½ & 12½
" brush, blued & tinned, bulk..70
" gimp, blued, tinned and japanned .....75 & 12½
Zinc tacks 35
Leather carpet tacks 55
Copper tacks 50
Copper nails .....5 ½
Trunk nails, black.....65 and 5
Trunk nails, tinned.....65 and 10
Clout nails, blued .....65 and 5
Chair nails 35
Patent brads 40
Fine finishing.....40
Lining tacks, in papers 10
Lining tacks, in bulk 15
" " solid heads, in bulk.....75
Saddle nails in papers.....10
" " in bulk.....15
Tufting buttons, 22 line, in dozens only 60
Tin capped trunk nails.....25
Zinc glazier's points.....5
Double pointed tacks, papers.....90 and 10
" " " bulk 40
Shoe nails 60
Clinch and duck rivets 45

TAPE LINES.

English, ass skin, per doz....	2 75	5 00
English, Patent Leather....	5 50	9 75
Chesterman's each.....	0 90	2 85
" steel, each	0 80	8 00

TINNERS' SNIPS.

Bailey's, dis. 25 p.c.

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.

Disston's discount 10 per cent.

German, per doz.....	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian, per lb.....	....	0 27
Wrapping, cotton, 3-ply.....		0 19
" " 4-ply.....	....	0 23
Mattress, per lb.....	0 33	0 45
Staging, "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12¾
Pipe Vise, Hinge, No. 1.....	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

WIRE.

SMOOTH STEEL WIRE.

No. 0-9 gauge		$2 60
10 "		6c. extra.
11 "		12c. "
12 "		20c. "
13 "		30c. "
14 "		40c. "
15 "		55c. "
16 "		70c. "

Add 60c. for coppering and $2 for tinning

Extras net per 100 lb. — Oiled wire 10c., spring wire $1.25, special hay baling wire 50c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks 50c., in ½-lb. hanks 75c., in ¼ lb. hanks $1.

Fine Steel Wire, dis. 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, 7.65—No. 24, $8—No. 25, $9—No. 26 $9.50—No. 27, $10—No. 28, $11 No. 29. $12—No. 30, $13—No. 31, $14—No. 32 $15, No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31 $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 33c.—in ¼-lb. hanks 50c.—packed in casks or cases, 15c.—bagging or papering, 10c

Brass wire, 62½ per cent. off the list.
Copper wire, 62½ per cent. net cash 30 days, f.o.b. factory.
Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, $3.50 to $3.85—No. 9, $2.85 to $3.15—No. 10, $3.60 to $3.95—No. 11, $3.70 to $4.10—No. 12, $3 to $3.30—No. 13, $3.10 to $3.40—No. 14, $4.10 to $4.50—No. 15, $4.60 to $5.05—No. 16, $4.85 to $5.35. Base sizes, Nos. 6 to 9 $2.52½ f.o.b. Cleveland.
Clothes Line Wire, regular 7 strand. No. 17, $4.65; No. 18, $2.90; No. 19, $3.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70, No. 19, $2.35; No 20, $2.30, f.o.b. Hamilton, Toronto Montreal

WIRE FENCING

Galvanized barb	....	3 00
Galvanized, plain twist.....	....	3 00

Galvanized barb, f.o.b. Cleveland, $2.77½ in less than carlots, and $2.65 in carlots.

WIRE CLOTH

Painted Screen, per 100 sq. ft., net.. 1 37½
Terms, 3 per cent. off 30 days.

WASTE COTTON.

	per lb.
Colored.....	6
White	8

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 60 p.c.
Coe's Genuine, dis. 20 to 25 p.c

Towers' Engineer, each.....	2 00	7 00
" S., per doz.....	5 80	6 00
G. & K.'s Pipe, per doz.....	....	3 40
Burrell's Pipe, each.....	....	3 00
Pocket, per doz.....	0 25	2 90

WRINGERS.

Leader..... per doz.	$30 00	33 00
Royal Canadian.. "	....	24 00
Royal American., "	....	24 00
Sampson..... "	....	24 00

Terms 4 months, or 3 p.c. 30 days

WROUGHT IRON WASHERS.

Canadian make, discount, 40 per cent.

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Tailors' Shears,
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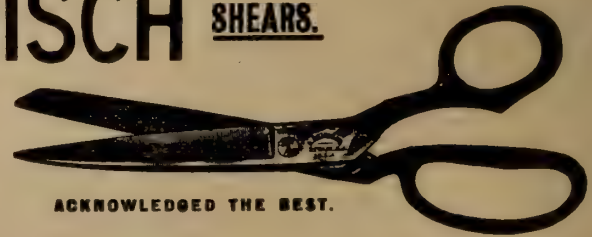

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"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—"Machinery," Newport. Emlyn Engineering Works, NEWPORT, MON., ENGLAND.

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Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.** . . .

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Samples sent free on application.

HORSE NAILS—"C" Brand Horse – Nails Canada Horse Nail Co.

"BRASSITE" GOODS — Gunn Castor Co. Limited, Birmingham, Eng.

LOOK AT THESE PRICES ON
Coco-Bola Handle Butcher Knives

(ALL FULLY WARRANTED)

Size, inches —	5	5½	6	6½	7	8	9	10	12	14
Price, per dozen —	$1.95	$1.95	$2.00	$2.15	$2.35	$2.75	$3.15	$3 70	$4.90	$6.30

Handles will withstand water.
Hand-Forged. Best Quality and Finish. Standard Shapes.

Made by BAILEY CUTLERY CO., Limited

N.B.—Ask for our Line No. 1080. **BRANTFORD, ONTARIO**

CHAS. F. CLARK, President. **JARED CHITTENDEN, Treasurer.**

...ESTABLISHED 1849...

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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Announcement

RETURNED
NOV 18 1902

We desire to announce to our friends throughout the Stove and Hardware trade, that we are now able to assure prompt shipment of our **"Crown Huron"** line of Ranges.

In offering this, our **medium-priced** line, first, we do so, positive in the belief that we are filling a long-felt want amongst the stove trade—that of a **High-Class Range at a medium price**—and that we are placing before them the best value in this respect ever offered in Canada.

Our knowledge of Range-manufacturing covers years of practical experience, and all our efforts will be centred on this one branch of the business.

Our Plant and Patterns are entirely new, the Patterns being of the most modern and approved design and embracing everything that is new in Range construction up to the present.

Soliciting a sample order to convince you of the superiority of our Range over all others.

The Western Foundry Co.

WINGHAM, ONT. LIMITED

Est. 1808 Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

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By **JURORS** at
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Special Prize
Gold Medal at Atlanta, 1895

PATENT INTERLOCKING RUBBER TILING.

The most perfect floor covering for Hotels, Cafes, Business Offices, Banks, Court Rooms, Churches, Hospitals, Vestibules, Halls, Billiard and Smoking Rooms, Lavatories and Bath Rooms.

NOISELESS NON-SLIPPERY
WATERPROOF SANITARY

Carefully selected range of soft, beautiful colors affording ample scope for combinations in harmony with surroundings.

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OF TORONTO, LIMITED.

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Factories—115-165 West Lodge Ave.
124-148 O'Hara Ave.

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Italian and Colored Marble

IN STOCK MONTREAL:

Plumbers' Slabs, 1-in. 1¼-in.
Tables - - 3/4-in. 7/8-in.
Slabs, all sizes, from 7/8-in. to 6-in.

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Italian Marble, Slabs, Blocks, etc.
Colored Marble, all kinds.

WALTON GOODDY & CRIPPS, Limited, CARRARA.
WALTON GOODDY & CRIPPS, Limited, LONDON.

Agents for Canada

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VOL. XIV. MONTREAL AND TORONTO, OCTOBER 11, 1902 NO. 41.

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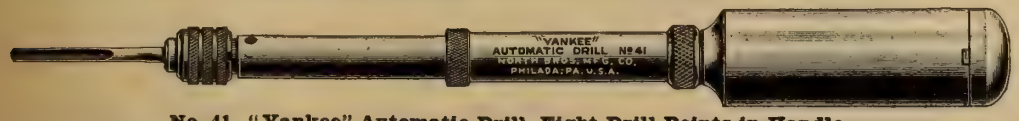

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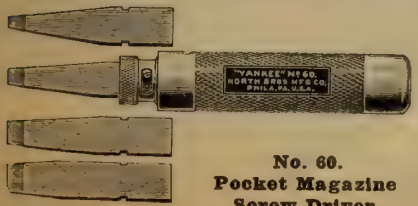

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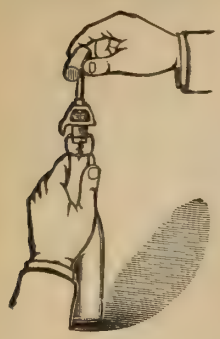

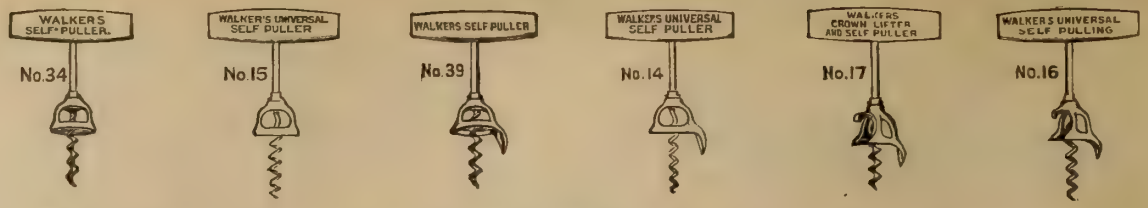

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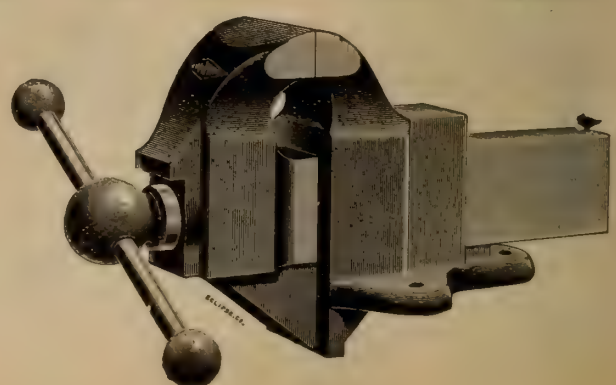

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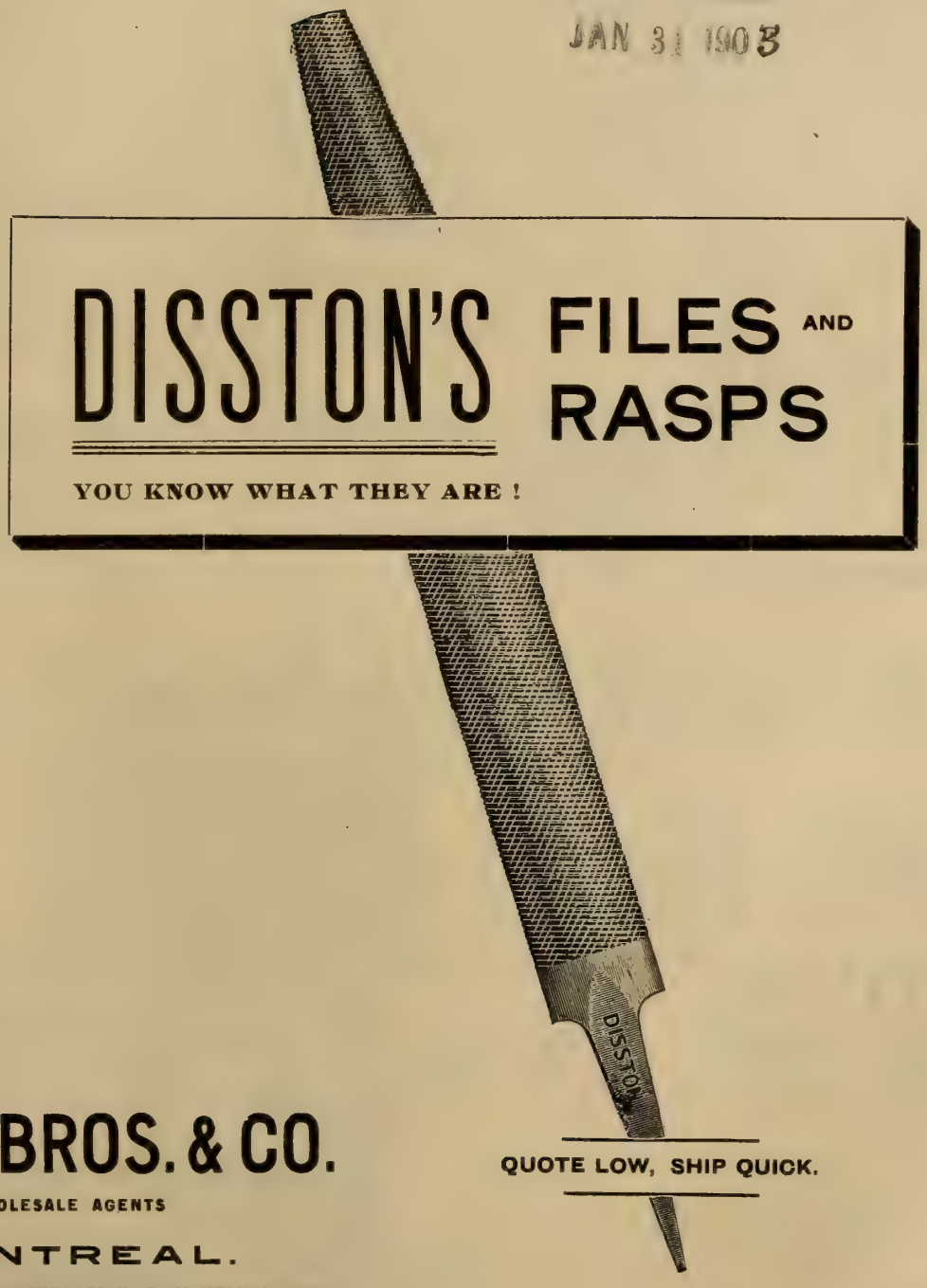

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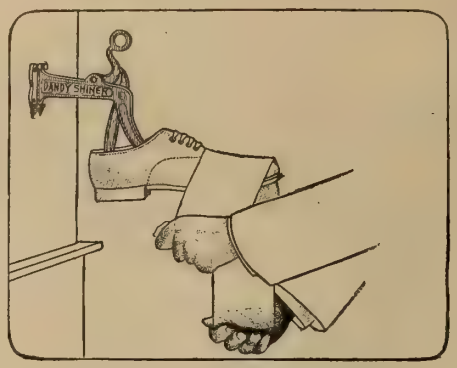

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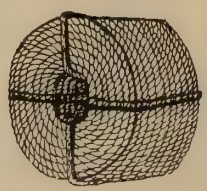

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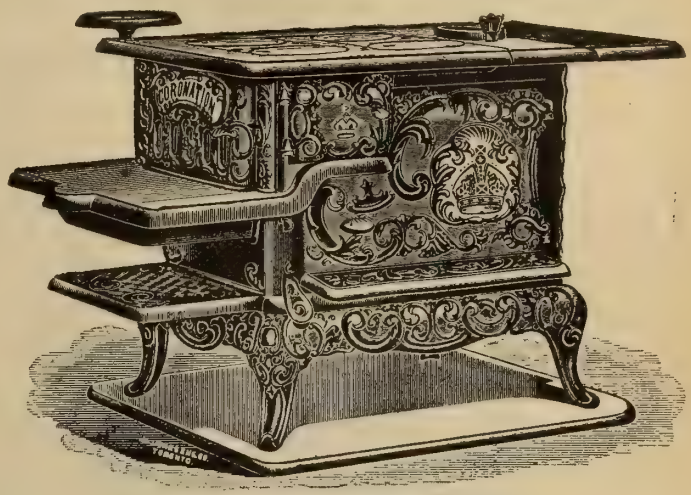

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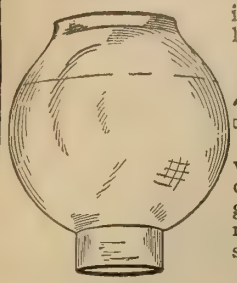

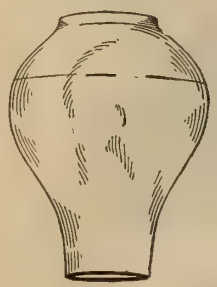

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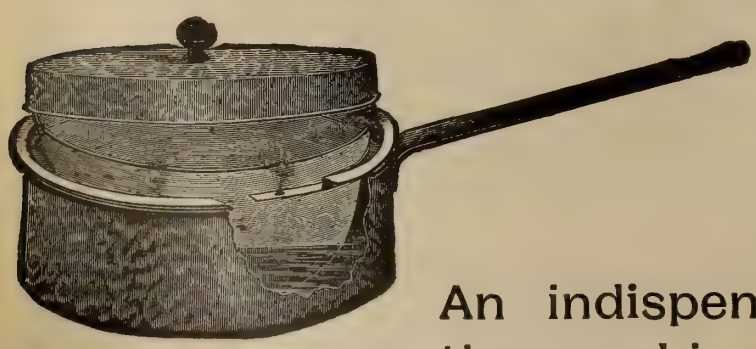

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HARDWARE AND METAL

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SPECULATION AND ITS DANGERS.

ON account of the funds that are demanded for the movement of the crops in Canada and the United States, the money market has become much firmer during the past month. The effect this has had upon the speculative market is the most striking feature of the situation, the hardness of money having greatly moderated the bull movement.

This is not an unmixed evil. For some months the speculative fever in stocks has been rampant, and business men and their clerks have been as much affected by it as anyone. Many who were hitherto satisfied to make money by ordinary business methods now look askance at them. Years of labor are altogether too tedious for fortune-making. It must be accomplished by days, or at least weeks, of speculation. Many have made their fortunes during the past few months. And not a few have lost them within the last couple of weeks.

Periods of exciting speculation always produce their periods of reaction. In fact, they have within themselves the seeds of their own dissolution.

Speculation as ordinarily practised is always a dangerous thing. Many a good man has gone wrong and wrecked his own future, to say nothing of the friends he has disgraced by indulgence in it.

At the very moment in Toronto a trusted Government official, and one who has hitherto been highly respected, not only on account of his own qualities, but because of the excellent family with which he is connected, is under suspension because of alleged misappropriation of large sums of public money. How much only months of audit can determine. Rumor says it is $40,000. To speculation is attributed his unfortunate position.

And not only Government officials, but Ministers of the Crown have been and are plunging deeply into the speculative market. One Minister, we are informed, has over $700,000 invested at the moment.

Wealth is a good thing. Without it the natural industries of the country would lie to a great extent undeveloped and business enterprises would lack their chief motive power. But essaying to get wealth suddenly via the speculative market is about as dangerous as undertaking to suddenly generate steam in a boiler that is unfitted for the process.

WEAK LINSEED OIL MARKET.

LINSEED OIL is characterized at present by a decided weakness. The centre of the weakness is Chicago, but the Canadian market is naturally sympathetic. In Toronto, prices were reduced 2c. a gallon on Saturday.

The linseed oil market is usually somewhat irregular at this time of the year, on account of the uncertainty that prevails in regard to the crop of seed. The price of seed is now about 45c. lower than it was last spring.

It is estimated that the yield of seed in the United States this season will be about 25,000,000 bushels, which is larger than usual. Last year it was 22,000,000 bushels. The consumption of seed in the United States is about 20,000,000 bushels.

Another disturbing element, as far as the United States is concerned, is the fact that competition has reached an acute stage, the crushing capactity of the country being beyond its needs.

While in the flax-seed districts of Canada the yield is fairly good, it is said, as we pointed out in a previous issue, the percentage of oil produced therefrom is not as high as usual.

COUNTERFEIT BILLS.

A number of counterfeit Bank of Montreal and Molsons $5 bills have been found in circulation in Montreal. Some of them have the appearance of having been some time in use, this appearance doubtless being given to them on purpose by much handling in order to make the deception more complete. But they can be detected easily by the numbering.

The $5 bills issued by the Bank of Montreal are numbered in each series up to 300000. The counterfeit bills are numbered from 900000. Any bill bearing the number over 300000 is not one of those sent out by the bank. In the Molsons Bank bill the date is July 2, 1901, and the series number 214258B.

OIL AS A SUBSTITUTE FOR COAL.

WITH the present deplorable and alarming shortage in the coal supply of this continent, anxious manufacturers, merchants and housekeepers who hitherto have been entirely dependent on coal for fuel have been turning their attention to possible substitutes for this all-important substance. Naturally oil in its numerous varieties and grades has been suggested to supply the want.

Notwithstanding the apparent facility with which one would suppose oil could be employed for heating purposes, there are a few difficulties in the way of its successful use. No really practicable, economic method of utilizing regular fuel oil for domestic purposes has yet been discovered and, judging from the amount of time, thought and labor which have been expended on practically unsuccessful inventions, many people are led to suppose that, unless there came a call of dire necessity for such a contrivance, there never will be one invented.

Apart from this aspect of the case altogether, there is still another way of viewing the matter. Even granted that houses were provided with contrivances for heating by means of fuel oil, there would first be the unpleasantness and difficulty of handling the oil, which would make its use obnoxious to many. And, in the second place, under existing circumstances, the supply of fuel oil would not be sufficient.

Fuel oil is a heavy dark substance, which, as has been stated, is used, to a certain extent, by some industries in this country, such as The Massey-Harris Co., The Kemp Co., and The Canadian General Electric Co. Where intense heat is required for welding, it serves its purpose admirably, but, for general purposes, it is less economical than coal or the other fuels. The most practicable way in which it is used is by means of a double tube contrivance, one tube enclosed within the other. The oil passes down through the centre tube of funnel shape, while steam is forced through the surrounding tube. Ignited at the mouth of the tube, an intense flame bursts out, generating a great heat, which is spread out by the steam.

When it comes down to the practical question of house-heating, the best that as yet can be offered is the small coal oil stove, which has been so perfected that it is now a fairly useful appliance. These stoves can be used to heat single rooms or to take the chill off a room before the furnace is lighted. They are low-priced, selling from $4 up, and the coal oil burned in them can, at present, be purchased at 15c. a gallon and upwards. Steady burning uses up probably a gallon in 10 hours. As for the supply of coal oil, there is sufficient to meet all moderate demands, but, necessarily, if it were sought to use it generally as a substitute for coal, and a large demand arose, there would not be enough to supply the needs of the people. So great has been the demand for these coal oil stoves that at present there is difficulty being experienced in procuring a supply.

Down in Texas vast quantities of admirable fuel oil have been exploited within the past few years, and, owing to the plentiful supply, the oil can be secured at a very low figure. It has been applied with entire success to the running of engines and steamboats, and, because it is found close to the seaboard, its exportation to foreign countries has been perfectly feasible. The oil is burned by means of the same contrivance as that previously described. Unfortunately, owing to the cost of carriage from Texas to Canada, the importation of this fuel oil into this country has been rendered impracticable.

It is really only within the last few years that any attention has been paid to the subject of liquid fuel by engineers on this continent. This was owing to the fact that it was practically unobtainable in sufficient quantities to warrant its use for general purposes. However, the discovery of new and plentiful oil fields gave inventors the necessary impetus to set their brains working towards practical ends. So far three forms of apparatus have been attempted with a fair measure of success.

The first kind has the recommendation of simplicity and noislessness as its good points, but there are certain imperfections in its mechanism which hinder its economic working to some extent. In it the oil is discharged under a high pressure into what is termed the burner. This contrivance breaks the oil up into small particles, which will burn at the firing point of the fuel. By carefully lining the furnace with non-conducting material the greatest efficiency of working is obtained, for the furnace temperature has to be raised sufficiently to vaporize the greater portion of the oil before it is burned.

The second-class of apparatus is that already described in this article. It has so far proved the most successful method of utilizing the oil. To repeat, the oil is sent into the retort along with a spray of steam or air, which serves to ignite the particles of the oil. A mechanism for adjusting the supply of both components renders the apparatus useful for various qualities of oil. The most important drawback is that the supply tube may become clogged with particles of carbon. Such a result is due to the composition of the oil. Hydrogen and carbon are the chief components of all oils, but the proportions vary. Consequently the degree of heat to induce vaporization also varies and at certain temperatures there is a liability of the solid carbon forming.

In the third scheme, which by the way was first attempted as far back as 1867, the liquid fuel is introduced in the form of a vapor. This may be accomplished by heating the oil in a boiler and conveying its vapor to the furnace. Here, again, it is usual to find the retort becoming rapidly coated with carbon. Theoretically, the last scheme is the best, but as yet no very successful use of it has been made.

Marine engineers are looking to fuel oil as a solution of many difficult problems. When every little detail counts in making speed or saving room, there seems to be some use in at least experimenting along the lines of liquid fuel. Experiments are at the moment being made by the British and United States Admiralty boats. There would be a decided reduction in bunker space were oil substituted for coal and at least 50 per cent. reduction in the stokehold staff. In addition, there would be increased cleanliness, an absence of smoke, a reduction of temperature in the stokehold, an increased life of the boilers and an improved performance of the engines, owing to a greater regularity in the heat supply. All these considerations the engineers put forward as possible results of the proposed substitution.

OPINIONS REGARDING THE C.I.F. DEFINITION.

FOR three weeks a question of some importance to hardware importers has been discussed in the correspondence column of HARDWARE AND METAL. The question involves the interpretation of the commercial expression c.i.f. To obtain expert evidence on this point HARDWARE AND METAL has secured brief, pointed opinions from leading men of business in Toronto. The names of these men have been withheld at their own special request, but readers must not imagine, because of this, that the men are not competent authorities. One gentleman is at the head of one of the largest insurance companies in Canada. Another is an important grain merchant, a third is the solicitor of a transportation company, and others are the heads of large businesses.

THE CASE.

The Canada Hardware Company of Montreal, after receiving written prices, c.i.f. Montreal, from Mr. Gerald Lomer, agent for Suren, Hartmann & Co., of London, England, signed a contract for goods. The goods arrived in a rusty and unsalable condition. The Canada Hardware Company claim that, because the goods were not insured to cover such loss, the shippers are responsible. On the other hand, Mr. Lomer claims that the contract only called for ordinary insurance, and that therefore his firm are not liable. The difficulty evidently centres about the meaning of the expression c.i.f. and especially affects the insurance part of the contract.

C. I. F. DEFINED.

By a Prominent Grain Merchant.

C. I. F. — cost, insurance freight. It simply means that if I sell goods c.i.f. Liverpool, that the delivery under the contract takes place where the shipment is actually made and the invoice rendered. As soon as the goods leave my hands they are in the possession of the consignee, and, because he has signed the contract, losses in transit, if there be any, must be borne by him.

COMMON SENSE APPLIED.

By a Wholesale Hardwareman.

I am not in a position to cite the law on this question, for I have never experienced anything like it. I would simply apply common sense to it, if I were asked for an opinion. I should say that when prices on goods are quoted c.i f. the shipper is bound to cover these goods with the amount and kind of insurance that it is customary to place on them. Different goods are insured differently, and in every case the shipper ought to see that the general custom is followed. Then the consignee cannot hold him responsible for losses.

C.I.F. ABANDONED.

By a Wholesale Grocer.

I think the shipper ought to be responsible until the goods are actually in the hands of the purchaser, but, from a long experience of similar cases, I don't think the shipper can be touched here. We used to do a lot of purchasing c.i.f., but we had so much trouble with the insurance men at the other end, who would never pay any attention to us, that we do everything now c. and f., and have a regular local insurance man look after that side of it.

Notice To Advertisers.

Thursday next being Thanksgiving Day the forms of HARDWARE AND METAL will go to press one day earlier than usual for the issue of October 18.

Will advertisers please note that all new copy and changes must be in our hands on **TUESDAY, 14** inst? We cannot guarantee to change advertisements after that date.

THE PUBLISHERS.

THE INSURANCE CONTRACT.

By J. L. W., Toronto

A c.i.f. contract imposes only the responsibility on the shipper, so far as insurance is concerned, of providing for the account of the buyer the usual form of insurance by which the goods purchased are ordinarily covered at the place from which they are exported, and when such insurance is provided, and the goods placed on board the steamer, the responsibility of the shipper ceases and any claim for damage is a matter between the importer and the underwriters. In expressing the above opinion I am assuming that the importer gave no special instructions nor the seller any special undertaking with regard to any particular form of insurance.

A LEGAL OPINION.

By a Member of the Bar.

Upon a sale of goods, the property in the thing sold passes to the purchaser as soon as the goods are shipped to him by the vendor, and if a loss occurs during the transitas the loss falls upon the purchaser. In the case put, as an additional safeguard against loss, the purchaser requires the vendor to insure the goods as well as pay the freight to Montreal from London for the benefit of the purchaser. If the insurance so effected in accordance with the contract of purchase does not cover the loss sustained it, would seem that the purchaser has no further recourse against the vendor and that the latter is not liable.

THE INSURANCE ASPECT.

By an Insurance Expert.

The ordinary insurance is F.P.A. Any other insurance must be the subject of a special contract. So far as appears in this case, the purchaser made no special stipulation for any kind of insurance, and, the matter being one of negotiation between the parties, vendor and purchaser, the vendor seems to have carried out his contract by placing on the goods the usual kind of insurance. If the purchaser has not stipulated for the special kind of insurance covering the loss complained of, he must take the consequence.

VIEWS OF THE TRADE.

Interest in the c.i.f. question is gradually increasing, and our columns are at the disposal of our readers for its further discussion.

THE DEFINITION OF C.I.F.

The following has been received by HARDWARE AND METAL from W. L. Haldimand & Son, manufacturers' agents, Montreal:

"Complying with your request for our opinion as to what constitutes 'c.i.f.,' we beg to say that we understand this to mean 'cost, insurance and freight' to destination, and that, where no special conditions to the contrary are made in the contract, the insurance should cover all risks."

FAILURES FOR NINE MONTHS.

According to Bradstreet's, Canadian failures for the first nine months of 1902 numbered 851, a decrease of 18 per cent. from last year, while liabilities aggregated only $6,300,413, a decrease of 35 per cent. from last year.

Meader & Co., general merchants, Hazel Cliff, N.W.T., have sold out to McLaughlin & Rawson.

MANUFACTURERS AND DEPARTMENT STORES.

THE IRON AGE publishes correspondence directing attention to the injustice and disadvantage of manufacturers giving jobbers' prices to department stores who are only retailers. The correspondence is quoted :

To the Editor : A subject that will bear attention from the Hardware Dealers' Association is the matter of manufacturers selling direct to department stores, and in many cases giving these retail houses closer prices than are quoted to the small jobber. To be sure, these large retailers will often take quantities of goods in a specified time that no small jobber would undertake to handle, and have unquestionably a greater outlet than has any ordinary retail hardware store.

The manufacturer who sells regular trade-marked goods to the department stores, at prices lower than the retail hardwareman could buy same goods from a jobber, will find in time that his only customers will be the department stores and his entire trade on a very cheap class of goods.

It is useless to say, however, that the department store which has opened a hardware department shall not be recognized, or that the jobber or manufacturer shall not furnish these stores with goods. They will procure goods for which there is a demand, and having such selling capacities they are factors in the trade and must be recognized as such. But the manufacturer should not sell these retailers at lower prices than he quotes other retail houses, and if his policy has been to sell only the jobbing trade that policy should not be broken in the case of the department stores.

Much injury has been done all branches of the hardware business by manufacturers who have been willing to take business from these department stores at lower prices than the same goods are being sold other retailers. In all our larger city dailies advertisements can be often seen of the department stores offering lawn mowers, hammers, oil stoves, carpenters' tools, garden tools and perhaps mechanics' fine tools of well-known trade-mark and brand at extremely low prices, and lower than any retail hardware merchant can afford to sell them ; and in some cases, perhaps, at lower prices than he is buying. The large circulation of the daily newspaper throughout the country and even rural districts, giving great publicity to these advertisements, has the tendency, therefore, of breaking the price on such goods, not only in the immediate city trade, but through the country round about generally.

It is almost impossible for the hardware merchant to successfully meet these prices. In some cases he endeavors to do so, but in any case he is placed between the dunes and the deep sea. If he fails to meet the price his trade is gone, and if he endeavors to sell at the same price his profits are gone.

The hardware merchant will naturally stop selling brands of goods on which he sees no profit, and thus the demands through the regular channels will be cut off and the manufacturer will have only the department store trade. Finally, these stores, too, will drop his goods when they find other brands being pushed and advertised by the hardwaremen. Thus it is clearly for the manufacturer's own interests to protect his trade-marks and to sell department stores, if he is determined to have this trade, at such figures that they will be obliged to maintain fair retail prices on his goods.

I.

HOW SUCCESS CAME TO ONE MAN

NOT very many years ago, according to an exchange, D. H. Church was an itinerant watchmaker—a very good workman to be sure, but just a plain artisan. Of a roving nature, he left the east, where he was born half a century ago, and sought fortune in the West.

His bent was for mechanics ; he liked to tinker with machines. In St. Paul he met a watchmaker named Gridley, from who he learned his trade. While working at his bench one day Gridley stopped to examine a watch Church had been at work on.

"Is that the best you can do ?" he asked.

"Mavbe I might do a little better," replied Church.

"Then, young man," said Gridley, "you just begin and do it all over again, and remember this : Never leave a piece of work until you have done the best you know how to do."

The great watchmaker says that he began to achieve success from that day. He has always done his best.

Leaving St. Paul he drifted about the West, working at his trade. He wanted to travel and found a place with a watch company as an "advance agent" for its make of watches.

He was to travel through the West ahead of the sales agent, proclaiming the praises of their wares. After four weeks on the road he went back to the Chicago office and turned in the watches he was carrying.

"Here's your truck," he said to the manager. "I am tired of trying to make other folks believe things about these watches that I don't believe myself."

"Could you make any better watches?" asked the manager, jokingly.

"If I couldn't I wouldn't call myself a watchmaker."

"I'll take you at your word. I'll set you to work in the shops to see what you can do."

That was 20 years ago. Mr. Church had not been long in the factory before it was found that he was a rare genius. He told his employers that their watches cost too much to make. They were spending too much for raw material and their wage account was extravagant.

"Give me a free hand in this factory," he said, "and I'll save you money."

So Mr. Church was made mechanical superintendent of the works and told to go ahead and do whatever he liked.

He saw that men were performing purely mechanical operations that might better be done by machines, which could work more rapidly and more accurately.

He set himself to the task of devising the wonderful automatons that have made him the first watchmaker in America, if not in the world. Mr. Church is constantly at work making more wonderful machines, and more than 150 watchmaking machines bear his name and the stamp of his genius.

So rapidly does he work that the machine shop where his tools are made is five years behind his designs.

A LITTLE NONSENSE.

Mary had a little dog,
Its fleece was black and tan,
She tied it to her bicycle,
And by her side it ran.
One day while humming down a hill
A tom cat crossed the way.
! ! ! ! ! !
Mary's in the hospital,
The wheel is sold, they say.

• • •

"Our company, sir," said the salesman keen,
"Has perfected a noiseless typewriting machine,
And no other house has done it."
The victim, he cackled in counterfeit glee,
"But say, can they furnish us, friend," said he,
"With a noiseless girl to run it ?"

WIRE NAILS
TACKS
WIRE
Prompt Shipments
The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

PIG IRON IN CANADA.

THE American Iron and Steel Association has received direct from the manufacturers the statistics of the production of pig iron in Canada in the first six months of 1902. The figures show a slight increase as compared with the last half of 1901, but a very great increase as compared with the first half of that year.

In the first six months of 1902 the production of all kinds of pig iron in the whole of the Dominion amounted to 157,804 gross tons, as compared with 149,952 tons in the last half of 1901 and 95,024 tons in the first half of the year. The increase in the first half of 1902 over the last half of 1901 was 7,852 tons, or over 5 per cent., while the increase over the first half of 1901 was 62,780 tons, or over 66 per cent. Of the total production in the first half of 1902, 12,000 tons were Bessemer and low phosphorus and 57,209 tons were basic pig iron. The coke furnaces made 147,892 tons and the charcoal furnaces 9,912 tons. Neither spiegeleisen nor ferromanganese has been made in Canada for several years.

The unsold iron held by Canadian pig iron manufacturers on June 30, 1902, none of which was intended for their own consumption, amounted to 37,721 gross tons, as compared with 59,472 tons on December 31, 1901, and 28,711 tons on June 30, 1901. Of the unsold iron on hand on June 30, 1902, less than 2,000 tons were made with charcoal, the remainder being coke iron.

On June 30, 1902, Canada had 14 completed blast furnaces, of which eight were in blast and six were idle. Of this total nine were equipped to use coke for fuel, four to use charcoal and one to use mixed charcoal and coke.

MINING DEVELOPMENT IN ONTARIO.

"In value of yearly output the minerals and mineral products of Ontario are but little behind the produce of the forest." This is the claim asserted in the report of the Bureau of Mines for Ontario, which has just been published. Last year witnessed a considerable development in the mining industry of the Province, especially in the iron, copper and nickel districts. In fact, since 1898, production has increased by 63 per cent. An important element in this increase has been contributed by the pure metallic products, which are now almost equal in value to the non-metallic output, comprising stone, brick, lime, etc.

Of the metalliferous output in 1901, copper amounted to 11 per cent., nickel to 37 per cent., pig iron to 33 per cent., gold to 5 per cent., silver 1.6 per cent., iron ore 3.4 per cent. and steel 6 per cent. Iron and its products comprise about 19 per cent. of the gross mineral production for the year. Nickel and copper mining are also reported to be in a healthy condition, with the output for 1901 the largest yet reached. In fact, in all departments, Ontario mining operations seem to be prospering.

A Helping Hand

If you want a helping hand to aid you to build up a profitable paint business—the best in your locality—write at once for a copy of the "B-13" booklet which describes fully how we help our agents make money out of their paint department.

THE SHERWIN-WILLIAMS AGENCY

has every element of success in it. It means paints and varnishes that never fail to give satisfaction—that build up business on a solid never-yielding foundation. It means advertising helps that will lift you up practically beyond the reach of competition. It means progress and up-to-dateness. It stands for all that is right and best in the paint business.

It will pay you to investigate the truth of these statements. The "B-13" booklet will help you do so. Write for it to-day.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CLEVELAND.

CHICAGO, NEW YORK, NEWARK, MONTREAL, BOSTON, TORONTO, SAN FRANCISCO. KANSAS CITY.

CANADA CAN CO. CHANGES HANDS

The Dominion Canister Co., Limited, have bought the business of the Canada Can Co., Dundas, Ont., and are moving from the present quarters into more commodious ones. They are arranging their machinery to double the output, so they will have a capacity of between six and seven million cans per annum. They will be ready to start business in the new factory about October 20.

A LESSON IN MATHEMATICS.

What's that, my son? Figures won't lie?

Oh, fudge! I've heard that before.

But you know I'm from Missouri.

Now, my boy, let me see.

We will begin the trouble by supposing two women each owned 30 chickens, which they agreed to sell and divide the proceeds share and share alike.

Behold! A peddler appears upon the stage of action.

He buys one woman's poultry at the rate $1 for two chickens, which makes $15 for her 30 egg-offsprings.

The other woman's chickens are less valuable, so the peddler takes her collection at the rate of $1 for three chicks, or $10 for the 30, making a total of $25 for the entire crowd of 60 chickens.

Now comes the division of the spoils. How much does each woman get on the split-up.

Twelve fifty, you say?

That looks all right on the face of the returns, but—

Let us see some more.

The first woman sold 30 chickens at the rate of two for $1. The second woman disposed of 30 chickens at the rate of three for $1. That makes a grand total of 60 chickens at the rate of five for $2, does it not?

Well, 5 into 60 goes 12 times—and 12 times $2 is $24—the sum received for the 60 chickens.

Therefore each woman quits the game with $12 in her fist.

Yet, my son, you say figures do not lie.

Then what became of that other $1. Eh?

FREIGHT RATES ON PAPER TO OTTAWA.

Editor HARDWARE AND METAL, — I noticed a reply by a member of the Tarred Paper Manufacturers' Association to "Wanderer's" letter of September 20, in which he says that Ottawa has not been a point of delivery since June 2 last, and that, under the circumstances, if he is unable to sell the above goods in Ottawa and surrounding country it must be from lack of enterprise, and not that he is discriminated against in any way in the matter of freights.

I would like to ask that gentleman, now that the price of paper is fixed by the manufacturers to the wholesale trade, with a severe penalty if broken, what personal charm or magnetism does he possess, or what logical argument would he use to convince the merchants north and west of Ottawa that it would be to their advantage under present circumstances to buy their paper in Montreal and pay an additional $2 per ton freight?

In the second place, he says that, terms being equal, the orders will naturally go to the nearest point of delivery. Granted that such is the case, should that not be sufficient preference to insure the "infant industry" a fair share of the trade? Does it not seem childish of a business man to expect to retain the double advantage? How long will the Montreal wholesale merchants endure this petty unfairness? I trust they will see that prices and freights are made equal. Grant the Ottawa firm the advantage of their location and the writer will rise or fall by the result.

"INTERESTED PILGRIM."

Arden, Ont., October 6.

CATALOGUES, BOOKLETS, ETC.

SPORTING GOODS.

The Canada Hardware Co., Limited, recently issued a sporting goods catalogue, which in design and completness of detail was both a handsome and very handy book. It has 48 pages, thick coated paper being used, suitable to show off their many excellent cuts to the best advantage. Arms and ammunition form a large part of the book, including smokeless powders, gun implements and gun greases, etc. Toward the back of the book one comes upon hunting coats, canvas vests, shell bags and belts, etc., and the catalogue closes with an array of skates, hockey sticks and other articles that will be in demand from retailers very shortly. The cuts in this catalogue have been very well printed, and can be easily examined. The trade will find this book very useful to order by. Send for one.

The real estate of A. Gagnon & Co., tanners, Victoriaville, Que., is to be sold.

PERPETUAL SATISFACTION

IS THE EXPERIENCE OF THOSE WHO SELL AND USE THE : : : :

IVER JOHNSON SINGLE GUN

Semi-Hammerless. Trigger Action. Automatic Ejector or Non-Ejector, at option of user. Flush Head Locking Bolt. Metal Tipped Fore End.

THE TRADE PREFER THEM; THE PUBLIC DEMAND THEM.

Send for new Catalogue, just published.

IVER JOHNSON'S ARMS & CYCLE WORKS,

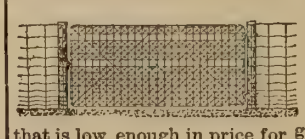
New York Salesroom: 99 Chambers St. FITCHBURG, MASS.

MANTELS, GRATES and TILE.

Are any of your customers building a new house? If so, why not try and sell them a mantel as well as hardware? They will want one, and it will pay you. Write us for catalogue and price.

THE BATTY STOVE & HARDWARE CO.

76 York St., TORONTO.



PAGE METAL GATES are so low in price no one can afford to use wooden ones. Light, and yet strong enough to support a heavy man on the end while he swings around the circle without causing them to sag. They are neat in appearance, will last a lifetime. Will not sag nor get rickety. They are supplied with latches which allow them to be opened either way and are self acting. The only good metal gate that is low enough in price for general farm purposes. We also make Farm and Ornamental Fence, Poultry Netting, Nails and Staples. The Page Wire Fence Co., Limited, Walkerville, Ont.

TRADE NOBLES & HOARE NH LONDON MARK

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.

STANLEY RULE & LEVEL CO.,

NEW BRITAIN, CONN., U.S.A.

IMPROVED CARPENTERS' TOOLS

SOLD BY ALL HARDWARE DEALERS.

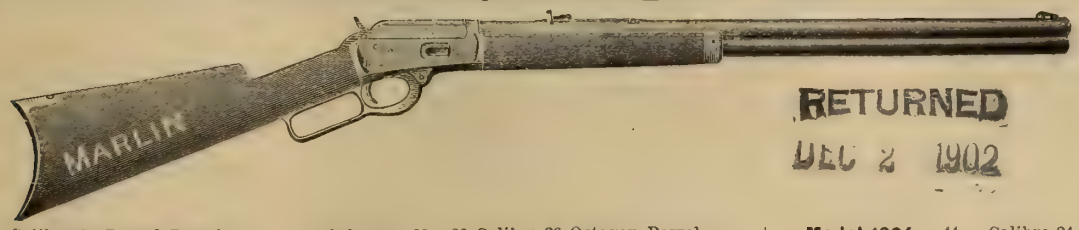
H. S. HOWLAND, SONS & CO., LIMITED.

WHOLESALE ONLY

37-39 West Front Street, **Toronto.**

ONLY WHOLESALE

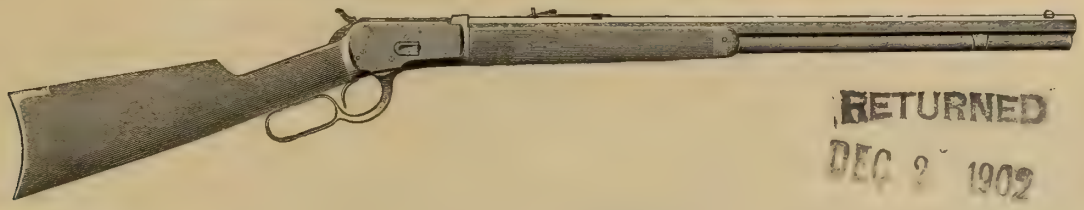
Marlin Repeating Rifles.



RETURNED
DEC 2 1902

Model 1893	38 x 55	Calibre	26 Round Barrel	**Model 1893**	30 x 30	Calibre	26 Octagon Barrel	**Model 1894**	44	Calibre	24 Round Barrel
" "	38 x 55	"	26 Octagon "	" **1894**	38	"	24 Round "	" "	44	"	24 Octagon "
" "	30 x 30	"	26 Round "	" "	38	"	24 Octagon "	" **1895**	40 x 82	"	26 Round "

Winchester Repeating Rifles.



RETURNED
DEC 2 1902

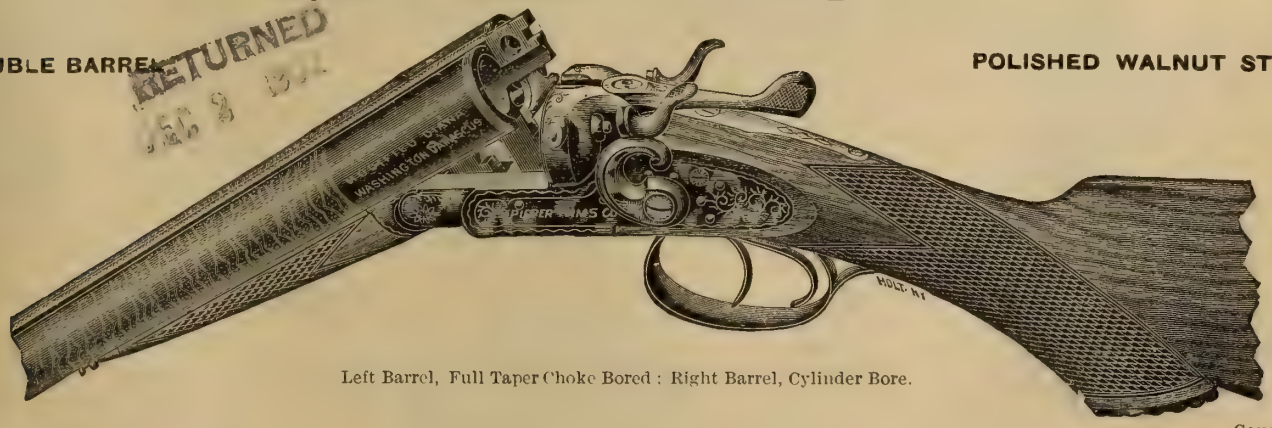
Model 1890	22	Calibre R.F.	24 Octagon Barrel	**Model 1892**	38	Calibre	24 Octagon Barrel	**Model 1894**	30	Calibre	26 Octagon Barrel
" **1886**	38 x 56	"	26 " "	" "	44	"	24 Round "	" "	32	Special	26 " "
" "	40 x 70	"	26 Round "	" "	44	"	24 Octagon "	" **1895**	38 x 72	Calibre	26 Round "
" "	40 x 70	"	26 Octagon "	" **1894**	32 x 40	"	26 Round "	" "	38 x 72	"	26 Octagon "
" "	40 x 82	"	26 " "	" "	32 x 40	"	26 Octagon "	" "	303	"	26 Round "
" "	45 x 70	"	26 " "	" "	38 x 55	"	26 Round "				
" **1892**	38	"	24 Round "	" "	38 x 55	"	26 Octagon "				

Pieper's Breech-Loading Guns.

DOUBLE BARREL

RETURNED

POLISHED WALNUT STOCK



Left Barrel, Full Taper Choke Bored : Right Barrel, Cylinder Bore.

No.				Gauges		
20,	Top Snap, Im. Twist Barrel, Back Action, Rebounding Locks, Pistol Grip, Checkered Steel Butt			10	12	16
21,	" " " Bar " " " " "			10	12	16
22,	" " Oxford Damascus Barrels, Bar Action, Rebounding Locks, Pistol Grip, Pat Fore-end			10	12	16
23,	" " Damascus Barrels, Bar Locks, Engraved Pistol Grip, Deely & Edge Fore-end			10	12	
24,	" " " " " " Cross Bolts " Matted Deely & Edge Fore-end			10	12	16
25,	" Genuine Two Blades Boston Damascus Barrels. Bar Rebounding Locks, Pistol Grip				12	16
262,	Pieper s Patent Top Bolt, Compressed Steel Barrels, Bar Rebounding Locks, Pistol Grip				12	16
26,	" " Top Lever London Twist Barrels, Bar Rebounding Locks, "			10	12	16
264,	" " " " " " " Quadruple Bolt			10	12	
27,	" " " Stanley Damascus Barrels " " " "			10	12	
28,	" " " Oxford Three Blades Damascus Barrels, Purdy Fore-end, Quadruple Bolt				12	

Pieper's Hammerless, Model 1900.

29,	Compressed Steel Barrels, "Modified Diana" System, Double Bolt, Patent Fore-end	12
30,	London Twist Barrels, "Modified Diana" System, Patent Fore-end, Double Bolt	12
31,	Washington Damascus Barrel, Engraved Locks and Mountings, Quadruple Bolts, Purdy Fore-end	12

For fuller description see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

WE SHIP PROMPTLY

Graham Nails are the Best.

Factory: Dufferin Street, Toronto.

OUR PRICES ARE RIGHT

MACHINERY AND ELECTRICAL SUPPLY DEPARTMENT

AMERICAN MACHINE TOOLS.

THE Fairbanks' Company have recently added to their business a machine tool department and have secured the Canadian agencies for a number of well-known American machine tools, as well as handling the output of several Canadian manufacturers.

They have on exhibition in their large warehouse a most complete line of machine tools, both of standard and special types. The accompanying cut represents

Twenty-inch wheel and lever feed square base drill.

one of their 20 inch wheel and lever feed square base drills. This machine has been designed with a view to extreme simplicity and convenience in operation without omitting any vital points found in the most modern tools of this class. The spindles are made of special hammered steel, and have ball bearings for taking up thrust, have quick return, and are counterbalanced ; the bevel gears are large in diameter and cut from the solid; the round table has slots for holding work, and is adjustable on the column by means of a screw-shaft, and can be swung out of position when work is being done on the base. This base plate is of extra weight, accurately planed and provided with T slots for clamping work ; the shifter is so located that the machine can be instantly stopped or started by the foot, thus leaving the hands free to hold the work. Following are the principal dimensions : Distance from face of column to centre of table, 10 inches ; greatest distance from spindle to base plate, 40 inches ; greatest distance from spindle to table, 25 inches ; traverse of spindle, 8½ inches ; end of spindle holds a No. 2 taper ; diameter of round table, 16 inches ; largest size of cone pulley, 8¾ inches ; diameter of driving pulley, 8 inches ; width of cone belts, 2 inches ; width of driving belts, 2¼ inches ; speed of countershaft, 300 revolutions.

A POWERFUL ENGLISH EXPRESS LOCOMOTIVE.

AS in other lines of industries England is wakening up from her conservatism in the matter of locomotive building. Some years ago, says The Scientific American, 1,200 to 1,300 square feet of surface heating was the maximum for an English passenger engine, but now there are thousands of engines in England which have this capacity. The greatest advance in this line has been made by the Great Western Railroad, and the latest engine designed by Mr. Dean, the locomotive superintendent of this railroad company, is the most powerful express locomotive in Great Britain.

Compared with the express engines of the New York Central Railroad, some of which have 3,500 feet of heating surface, the capacity of this engine is small, but for an English road the 2,410 square feet of heating surface of this engine is unprecedented. The engine is of the ten-wheeled, six-coupled, outside-connected type. The driving wheels are 80½ inches in diameter, and the loads on the wheels are equalized. The cylinders have a stroke of no less than 30 inches for a diameter of 18 inches. Both steam ports and exhaust ports have a circumference of 20½ inches, the width of the steam ports being 1⅞ and of the exhaust ports, 2 7-16 inches. The barrel of the boiler varies in outside diameter from 4 feet 10⅞ inches to 5 feet, the length of the barrel being 11 feet 8 inches. The outer dimensions of the firebox are : Height, 6 feet 6⅝ inches and 5 feet and ⅝ inch ; breadth, 5 feet 6⅛ inches and length, 9 feet. There are 287 2-inch tubes with a length of 14 feet 11⅞ inches. The area of the grate is 27.62 square feet. The working pressure is 200 lb. to the square inch, and the tractive force is 21,731 lb.

ELECTRICAL AND MACHINERY NOTES.

A 50 horse-power centre-crank engine was shipped last week by H. W. Petrie, Toronto, to R. G. Canning, Orangeville, Ont.

The Citizens' Water, Gas and Electric Company have installed an electric motor in the office of The Despatch, Strathroy, Ont.

It is rumored that The Canada Foundry Company are about to take over The Northey Machinery Company, but this report is so far unconfirmed.

A battery of four 80 horse-power boilers and a 150 horse-power engine are being shipped to The South River Lumber Company, South River, Ont., by H. W. Petrie, 141-145 Front street, Toronto.

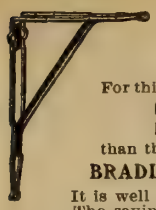
The lack of sufficient threshing machines in Manitoba to turn out the immense quantity of grain handled there this fall is being remedied by a large influx of threshing outfits, with their complete gangs of men, from Dakota.

Mr. Shepherdson, Hillsburg, Ont., who has added a planer, matcher and moulder to his plant, purchased this machinery from H. W. Petrie. This company have also shipped a 50 horse-power centre-crank engine to R. J. Canning, Orangeville, Ont.

The Vancouver Power Company has awarded to The Westinghouse Electrical Company a contract for electrical apparatus necessary to generate 9,000 H.-P. The electricity generated will be used to run the car services in Vancouver and New Westminster.

The Lace and Braid Co. of Toronto Junction have purchased a lighting dynamo from The Kay Electric & Dynamo Co., Queen street east. The latter company has also furnished J. G. Ramsay, photographer, and John Fauclott, of Yonge street, Toronto, with motors.

The directors of The Toronto Railway Company have been authorized by the shareholders to increase the stock from $6,000,000 to $7,000,000. The purpose of this new issue is for development purposes. It is understood that part will be used for the purchase of the Metropolitan Railway, but nothing is mentioned regarding the radial railways or the project of bringing power from Niagara.



Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be
NOTHING BETTER
NOTHING CHEAPER
than the . . . .
BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong** and **Light.** The saving in freight is a good profit, aside from the **lower price** at which the goods are sold.

☞ Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

You Can Save Money

by consulting me in regard to any Machinery you may be in need of. Will any of the following interest you?

HORIZONTAL STATIONARY BOILERS.
No. 16098—72-in. x 189-in., 99 3½-in. tubes.
No. 16409—44-in. x 141-in., 45 3-in. tubes.
No. 16257—62-in. x 164-in., 96 3-in. tubes.

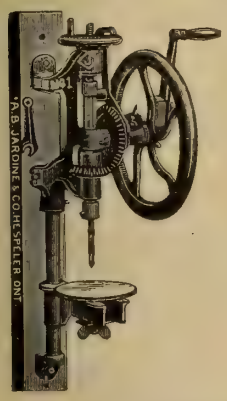
HEATING AND COOKING BOILERS.
No. 16104—No. 1 Petrie, 19-in. x 40-in., 9 2-in. tubes.
No. 16507—No. 2 Petrie, 19-in. x 44-in., 13 2-in. tubes.

IDEAL ECONOMIST BOILERS.
No. 15457—26-in. x 36-in., 15 3-in. tubes.
No. 15458—30-in. x 72-in., 22 3-in. tubes.

PLAIN SLIDE VALVE ENGINES.
No. 15338—7½-in. x 14-in. Stroke, Corliss Bed.
No. 15941—11-in. x 14-in. Stroke.
No. 15645—9-in. x 14-in. Stroke.

Also a fine line of Lathes for all purposes.
Send for September Stock List.

H. W. PETRIE, 141-145 Front St. W., Toronto

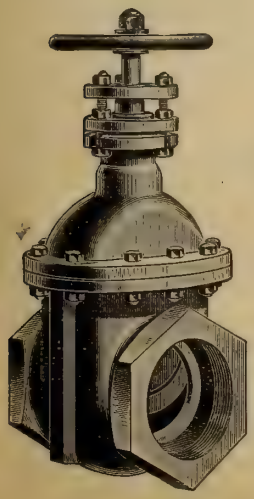


TRADE MARK J REGISTERED

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.



BUY KERR VALVES.

They give satisfaction every time,

Catalogue on application.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.

THE ADAMS STOVE PIPE REGISTER.

Design Patented June 29, 1897.

Design Patented August 31, 1897.

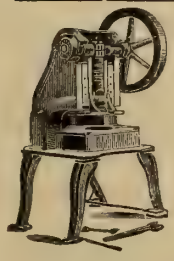
Made by

The Adams Company
Dubuque, Iowa, U.S.A.

"The Peerless"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices

James Warnock & Co. - Galt, Ont.



G. A. Crosby & Co. of Ontario, LIMITED

SARNIA, ONT.

Manufacturers of
Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

H. W. Petrie, 141-145 Front Street West, **Toronto—Selling Agent.**

Made in Two Sizes—6 and 7-inch Pipe.

E. T. WRIGHT & CO.,
Manufacturers, - - HAMILTON.

IDEAL QUICK ADJUSTING BOOT & SHOE HOLDER

ALL METAL

Strong *Neat* *Durable*

The Canada Hardware Co.,
Wholesale Merchants Limited
MONTREAL

LAST WORDS ON POWER PLANT.

By CHARLES H. FITCH.

IN all the developments of power utility the path of least resistance, of greatest usefulness to the greatest number of people, and of greatest economy is in the direction of combination and connection. Whatever improvements may be made, we will never be relieved from the necessity of weighing relative advantages and of sacrificing some advantages that greater advantages may be gained. This is not merely a mechanical but a philosophical condition, and philosophical system is the ultimate apparatus of existence beyond which invention cannot go. When we know that a sacrifice must be made, it is the part of good generalship to make it fearlessly and decisively and get all the advantage that can be gained out of the making.

We must sacrifice isolated plant, individual powers, and reversals. We need not sacrifice the individual will, political integrity, or soul, provided we hold jealously to the law that things common shall be of inalienable access like ground and air. This done, there is but one solution in sight for all our power problems, viz., the wheel and the wire.

The spring and source of any great or radical improvement in steam plant has got to be ideal, and the more simple the idea the better it is worth following out, and the greater prospect is there that it will be found to possess elements of permanence and strength. The rotary ideas in engines, the steam wheels, oclopiles, Barker's mills, whirligigs of various kinds—all these are very ancient. Till recently they have held a place little esteemed among steam engineering details, because all attention has been given to the steam fluid, to conducting and restraining this fluid so that it shall not get away from us without giving up a certain measure of its power. Our resources have been devoted to holding it in until we were ready to use it—slowly.

The rotary idea has had ample use with heavy fluids, in water wheels, sampling machines, and pulp distributors, but in steam service it has bided its time until our mechanical requirements increased in speed until they approached the steam class.

The idea, as the Hindus say of the arch—never sleeps. Soon or late it will press its way. We have in the reciprocating engine the rotary idea mixed with other ideas, but mixed ideas are always weak in the joints, and lack homogeneity like a steel which has hard spots and soft spots and is inferior on both accounts where it might have had advantages on either account solely considered. The reciprocating engine is not designed with reference to moving power as a primary and chief consideration. It is part of a pipe system designed with reference to the enclosure, course and flow of fluids.

As the distinctively dynamic requirement (power or weight at speed) is increased we reach a point where the rotary idea must displace the conduit idea instead of being understudy to those arrangements in which tortuous passages of chest and valveway lead alternately to and from opposite sides of a striking piston. The piston always does strike. It is always a steam hammer, and while we speak of balancing it, this term is somewhat deceptive, seeing that the balance is never accomplished however we may make names and mathematical equations. That a two-ton piston starting and stopping 500 times a minute is dynamic can hardly be gainsaid, but design to suit such power must come to the purely rotary idea.

In a prospectus of forthcoming papers on steam practice by a marine engineer, the last subject named is the steam turbine. There is a significance in this which tells its own story, namely, that the last word in steam practice is the turbine.

The steam turbine cuts off many appendages of steam plant. It disposes of all the arrangements for getting oil into the steam and getting it out again. It lends itself ideally to superheat and condensation. If the small turbine uses 30 to 80 lb. steam per H.-P. we don't have to use little turbines. The large ones with all reasonable advantages taken use, say, 12 lb. When we turn to the steam turbine we turn to magnitude and combination, but in this age no one who would not attempt to stem Niagara will dissent from going this way.

In all invention there comes first the complex design, afterward the simplification. The steam turbine is the simplification in steam plant. It has been long in coming because we have been long in reaching sizes and speeds which demand it, which make it almost necessary. This requirement comes through electric power, but having once gotten used to the turbine, it will be applied in propulsion also. Because it must be close to a bulky steam generator, it will be chiefly a central station machine working with electrical distribution and application.

But is the steam turbine really the last word we may expect to hear in this direction? There is perhaps the gas turbine. There are nebulous possibilities of inductive forces which will demonstrate a power of mind over matter beyond our present horizon. When we reach the horizon on which the turbine looms up we may see further, but it appears now to limit our practical horizon.—Age of Steel.

THE GOODELL-PRATT CO.'S CHUCKS.

The Goodell-Pratt Company's chucks have been many years in use and are acknowledged a most perfectly constructed chuck. No spanner wrench is required with this chuck. It can be tightened and loosened easily without one. The shank or spindle is arranged to receive a stud which, as the shell is turned, forces the jaws forward and tightens the chuck. The three hardened and tempered steel jaws are held apart by separating springs, which draw the jaws back as the chuck is loosened. As there are many ways a chuck can be used, The Goodell-Pratt Company have for years made the chuck portion of their business a separate study and to-day can furnish you with any style of chuck, tap holder, brace shank, cross handle, pin vice or drill chuck; all well finished, strong and accurate. Each chuck is packed in a separate box. Decatur, Bull & Co. are the sole Canadian agents.

A $5,000,000 BRIDGE.

The bridging of the Strait of Canso between Cape Breton and the mainland of Nova Scotia is to be undertaken at once, according to The Acadian, Wolfville. The task is an immense one, involving great engineering difficulties and an outlay of $5,000,000.

J. A. L. Waddell, of Kansas City, has been engaged to oversee the work. He is a Canadian and a graduate of McGill, and has been knighted by the Emperor of Japan, where he was at one time professor of civil engineering in the University of Japan.

Mr. Waddell stated in a recent interview that the bridge would be a cantilever, with a span of 1,800 feet, the longest in the world, and have a height of 58 feet clear above high water. The bridge will span the Strait between Port Hastings on the Cape Breton side and Cape Porcupine on the Nova-Scotian shore, a distance of 2,800 feet. Two immense piers will be sunk near either shore, in about 90 feet of water. The bridge is designed for double tracking. Mr. Waddell stated also that it would be the finest bridge in the world. A tunnel, he said, would be practically impossible. An agreement has been reached between Mr. Waddell and the incorporators authorizing Mr. Waddell to proceed with the work. The construction of this bridge will remove all delays and inconveniences now experienced in crossing this Strait.

The Karn Organ Manufacturing Company have purchased a motor from The Kay Electrical Co., Toronto.

McArthur, Corneille & Co.

MONTREAL

Manufacturers and Importers of . . .

White Lead,
Oils and Colors,
Prepared Paints,
Window Glass,
Varnishes, etc.

Glue and Gelatine

in extensive assortment, to suit all requirements.

WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
ENGLISH VARNISHES
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

The Auer Gas Lamp

"Turns night-time into day-time."

New Models. Lower Prices.

Would you buy a lamp which doesn't smell or smoke?

Would you buy a lamp which will save you half your expense for coal oil?

Would you buy a lamp which shows your goods in daylight colors?

No. 29
200 Candle Power.

Would you buy a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

Parlor Heater for Coal Oil

A great saver of the coal bill. Bound to sell this Fall.

Will heat a room 15 feet square without any difficulty.

Neat in appearance and costs little to keep going.

The Rochester Cluster Store Light, Incandescent Gas Mantles, etc., Rochester Lamps of every kind.

Do not forget us when you want anything in the lighting line, either for gas or oil. A full stock always on hand.

Particulars and prices cheerfully furnished at any time.

THE ROCHESTER LAMP CO., OF CANADA,
24 Front St. West, TORONTO.

THE TIME TO INSURE IS

NOW

While you are WELL, STRONG and INSURABLE.

THE

Confederation Life

ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

W. H. Beatty, Esq., PRESIDENT.

W. D. Matthews, Esq., Frederick Wyld, Esq., VICE-PRESIDENTS.

W. C. MACDONALD, ACTUARY.

J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.

SHIPMENTS THROUGH CANADIAN SEAPORTS.

W. S. FISHER, St. John, N.B., in Industrial Advocate.

PERMIT me to elaborate more fully my views in re the resolution on transportation matters offered at the recent Maritime Board of Trade meeting at Sydney. I would say that in my opinion there is no subject of greater importance to Canadians than this, and I hope the matter may be taken up and discussed, especially with reference to the tremendous increase in Canadian trade through American ports.

With the remarkable increase in the volume of imports and exports that has taken place within a few years and with the rapid increase that is now going on in the development of the area of cultivated lands, especially in the Northwest, as well as in the extension of our mining and industrial enterprises, we shall shortly find ourselves face to face with the problem of transporting this vastly increased tonnage through Canadian channels.

Notwithstanding the apparently successful efforts that have been made during the past seven or eight years to divert the imports and exports of Canada from foreign routes to our own, the unfortunate fact remains that we have not by any means accomplished what we should have done; as, while the volume of traffic through Canadian channels has grown, it has not kept pace with the total increase in trade, as evidence of which I submit the following figures as given by the Canadian Statistical Department:

	1897.	1901.	Increase in round figures in four years. Per cent.
Total import and export trade of Canada.....	$257,168,000	$386,903,000	50
Deduct the import and export trade with the U. S. A.....	111,022,000	182,867,000	65
Balance being total oversea trade.....	146,146,000	204,036,000	39
Canadian imports and exports through U.S.A. ports.....	31,983,000	59,793,000	80

It will thus be seen that the oversea imports and exports of Canada through American seaports have increased over 80 per cent. in four years, as compared with a total import and export trade with other countries than the United States of only 39 per cent.

The best authorities seem to agree in feeling that the growing period for Canada is only just getting well under way and that the next ten years will show an increase in our exportable products of at least five fold.

Mr. Robert Meighen, president of The Lake of the Woods Milling Company, on his return from a recent trip to the Northwest, stated that he was bold enough to predict that within five years the Northwest would grow wheat enough to supply the British Empire.

Presuming that to be an extremely optimistic view, it is safe to say that our trade during the next few years is bound to develop enormously, and if our present shipping facilities are so utterly inadequate (as the figures above given would seem to indicate) to handle the present volume of trade, where shall we be if within a few years this is increased to even twice as much? The answer is not hard to find; unless in the meantime every nerve is strained to place our highways, whether on land or sea, in a position to handle this increased traffic.

The effort to do this should include not only provision for fast freight and passenger steamers, but the proper protection and equipment of our waterways, coastlines and harbors, and the placing of these in a position so that the largest traffic may be handled safely, speedily and economically through them.

It seems to me that it would be nothing short of a national calamity if, through any lack on the part of the Government of the country, conditions should arise, or be allowed to exist, whereby the precedence of the St. Lawrence route as the great national highway for Canadian commerce during the season of open navigation should be menaced or jeopardized. With equal force the same remarks apply to the Maritime Province ports where the traffic must be handled during the winter season, and no effort should be spared by the Government and the people of this Dominion whereby the great and growing stream of Canadian trade shall be conserved and kept within the bounds of our own country.

Nothing less than this should be the aim of every Canadian and by this means we can do more to build up national sentiment and remove sectionalism, and make every Canadian feel that no matter whether he is in the east or the west, the interests of the whole country are equally his and that it is each for all and all for each.

Our cousins to the south have shown us an example of this by the protection afforded to everything American. Let us be wise and follow along the lines of advancement which they have adopted under somewhat similar circumstances with such good results.

SOME WHYS.

WHY some merchants will call the same announcement, appearing in their space in the newspaper, day after day, and week after week, advertising, remarks Advertising World.

Why some merchants will have a well-kept stock and store, advertise regularly, changing their ad. frequently, and then employ an impudent, know-it-all clerk, who drives away more trade in one week than the merchant's advertising brings him in two weeks.

Why still other merchants will consider the advisability of employing an ad-writer and fail to supply him with sufficient facts about the business to enable him to prepare decent ads., or insist that the ad. shall be written and printed according to their (the merchant's idea) and then "kick" because the ads. do not pull.

Why some more merchants will not take the time and trouble necessary to have their show windows cleaned once in a while, so as to permit passers-by to tell whether they are selling clothing or snow-shovels.

Why some merchants will expect the advertising which they do a few weeks before the holidays to keep their stores busy for the next ten months.

Why some advertisers will continue to use in their retail ads. meaningless words, like "Hello!" set up in big letters, with the notion that such an ad. need not say anything in particular so long as it attracts people's attention.

Why other advertisers imagine that they can foist any kind of old merchandise upon the public, if they simply add the magic sentence in their ads., "Not in the trust."

Why some advertising firms pay high prices in good pulling mediums, do not more persistently follow up the replies received, with the purpose of turning those replies into orders.

Why otherwise well-managed firms will do clever advertising, use good stationery and printed matter, and then employ some bungling stenographer to typewrite their letters, thus giving their correspondence the appearance of being prepared by a ten-year-old boy.

Why some publishers don't quit telling advertisers the population of the county and State wherein their publications are printed, when questioned about circulations, and come right down to the exact statement of bona fide circulation.

Why some other publishers persist in setting up the ads. in their papers in out-of-date, obsolete, before-the-war type, when the neat, up-to-the-minute kind can be found in every type foundry.

Why a great many other useless and harmful things, too numerous to mention, are indulged in by otherwise rational, prudent and economical business men, seven days in the week, and 52 weeks in the year, when, by the investment of a small amount they can, at least, read a few good trade journals, and reduce to a minimum the inconsistencies in their business.

GALVANIZING

Our plant is modern, and capacity large.
Prices O.K. Other branches:

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK, ETC., ETC.

Ontario Wind Engine & Pump Co., Limited,
505 Atlantic Ave., Toronto.

A minute or two and your shave is through. The "**New Gem**" Safety Razor is guaranteed to always shave any growth of beard. Catalogues mailed free from these Canadian agents: **Montreal**—Caverhill, Learmont & Co.; **Quebec**—Chinic Hardware Co.; **Berlin**—Jno. Fennell & Son; **Hamilton**—Wood, Vallance & Co.; **St. John, N.B.**—Kerr & Robertson; **Halifax, N.S.**—A. M. Bell & Co.; **Winnipeg, Man.**—J. H. Ashdown Hardware Co.; **Vancouver, B.C.**—McLennan, McFeely & Co.; **Victoria, B.C.**—M. & H. A. Fox; or direct from makers, **The Gem Cutlery Co.**—34 Reade St., **N.Y.C.**; 9 London St., E.C., **London**; 9 Pickhuben St., **Hamburg, Germany.**

E. B. SALYERDS

Manufacturer of

Hockey Sticks

PRESTON,

Ontario, - Canada.

The Best Stick.
Made of Rock Elm.
Wholesale Trade Only Supplied.
Ask your Wholesale House for the Preston make of Stick.
Write for Prices.

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS. ESTABLISHED 1825. 75 YEARS.

THE "DOMINION JEWEL" RANGE

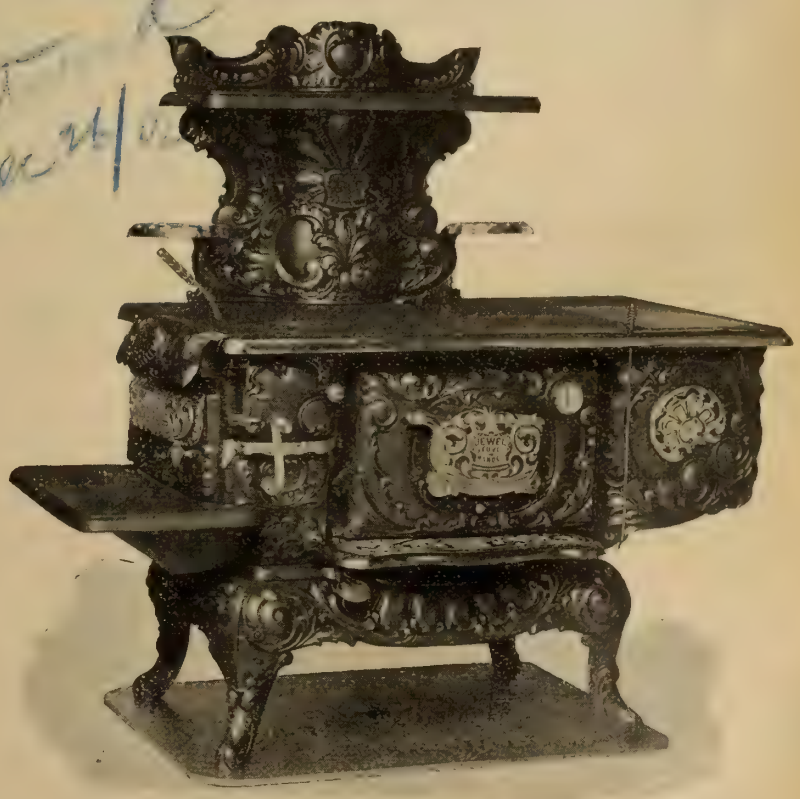
LEADS

Made in all sizes to suit all tastes.

in Style Finish Economy of Fuel and Up-to-Date Selling Features.

Prices in keeping with actual value.

The "Dominion Jewel" Range.



Manufactured by

The Burrow, Stewart & Milne Company, Limited

HAMILTON, CANADA.

TO MAKE CLERKS THINK.

IN spite of all the advice, all the instructions, all the preaching, "firing" and rehiring, a clerk without imagination is but a machine, says an exchange.

Until that period of life comes that makes this clerk think—think of business as a business; until he realizes that he is doing for himself, when properly serving others, he remains mediocre at best.

When he begins to plan a business of his own he is breaking the shell that has confined his ideas.

BEGINNING TO PLAN.

He puts himself in the role of employer, and he sees the whys and wherefores that have been drummed into his ears, but which he understood not.

As he buys his stock, in his mind, he realizes that it is very important, not only to get prices, but desirable goods.

As he marks his goods, in his mind, he sees that this is a matter requiring skill and judgment.

When he gets to the point of selling his goods—showing, advertising, talking, etc.—he doubles and trebles in value to his employer.

He has a value because he is successful in building plans.

Some experienced man could advise him so that his failures would be fewer at the start but he would be short the real essential to success after this support is withdrawn.

Having thought out the plan of action for himself he knows what to remedy; he sees the weak points and finally learns to plan accurately and successfully.

WHEN PROMOTION COMES.

Sooner or later his ability is recognized and promotion comes. Here his imaginary experience comes to his assistance, and although he may find himself in a totally new role, he feels at home because he has travelled this road many a time in his mind. He sees things ahead that puzzle him, but when he gets to them they are familiar. He easily disposes of questions that would stagger ordinary clerks.

He is a thinker, a planner, a schemer, or even a dreamer if you like.

After mastering the business in which he is engaged he dreams of other things, things that expressed would cause his friends to laugh at him as a crank, but he plans just the same.

Sooner or later he takes his place among men as a "doer" because of his mastery of detail, and ability to think out the small problems that stick so many men.

VALUE OF HOME TRAINING.

If a boy has had the home training that stimulates thinking the question is practically solved. If, as in the large majority of cases, he has been allowed to drift along without the association and encouragement necessary to form the thinking habit he has doubtlessly formed habits that will hamper his application to business. He is always looking for a chance to get into some other position at a few dollars better salary.

He has no love for his employment; he has no idea of making this occupation his life work.

Suppose he obtains employment in a general store. He goes home and reports to his parents that he "got a job" at Blank's.

The parents will be interested only enough to ask how much salary he is to get. Possibly they will say that they are mighty glad that he is out of the way, or possibly say nothing.

PARENTAL ENCOURAGEMENT.

If the father and mother would ask him what he had done on his return from the first day's work, had him describe his trials and troubles, advised here and sympathized there; painted a word picture showing him a merchant some day, and showed him that this was his beginning, he would have returned to his work next day with renewed interest. Let the parents make this questioning, advice, sympathy and encouragement daily and soon this young mind will awake to the fact that it is not a question of wages, but a question of love for the work.

In a month's time he has thought out the details of his work, and once familiar with these details he does his work well.

Then he takes up the work ahead and thinks it out. If the clerk ahead needs help he is ready, or if a vacancy occurs he steps right in.

THE EMPLOYER'S DUTY.

In the absence of the home environments that will bring out these qualities the employer should assume the responsibility. That this boy has been deprived of the home training is not the boy's fault, and as it is absolutely necessary to get him interested to make him valuable as an employe, this interest should be aroused by assigning him work of a simple nature, explaining to him that he may be a merchant some day and to know all about the business, he must study to see how well he can do this work. Show him that his work is profitable or unprofitable depending on how well he does the work. If an errand boy, show him that the customer served promptly is the customer who comes back, and that he is now one of the firm in a sense, and must do everything to help the store along.

"Mrs. Smith wants this package by 10 o'clock. She is a good customer and we must not disappoint her. You must help us please her by delivering this promptly."

This explains and shows him his importance, and nine out of ten boys will exert themselves under such circumstances.

KEEPING UP THE INTEREST.

Presuming that he executes the errand promptly and returns to the store, a query as to what Mrs. Smith said, and an expression showing appreciation of his promptness will make him eager to do the next thing with all his might.

As with this boy so with the whole force. An expression of appreciation is a tonic that sharpens more wits and excites more interested effort, than the wage question. If more merchants would take time to observe and encourage this interest by kind words and due appreciation many clerks would grow into the business because of their love for it, who now only watch the clock and pay-envelope.

DON'T FLATTER.

Don't make the mistake of "jollying" them.

Some merchants by flattery seek to get more results but lose sight of the fact that this clerk is a reasoning being and will soon see through the mask.

To impress a clerk with the importance of politeness, show him the results of politeness. If he is tired and leans on the counter show him kindly just why it is objectionable.

Don't say, "That counter is nailed down, you needn't hold it down." Cutting remarks of this kind only serve to make the clerk more careful to see that the boss isn't around, but do not make him realize that the offence is objectionable.

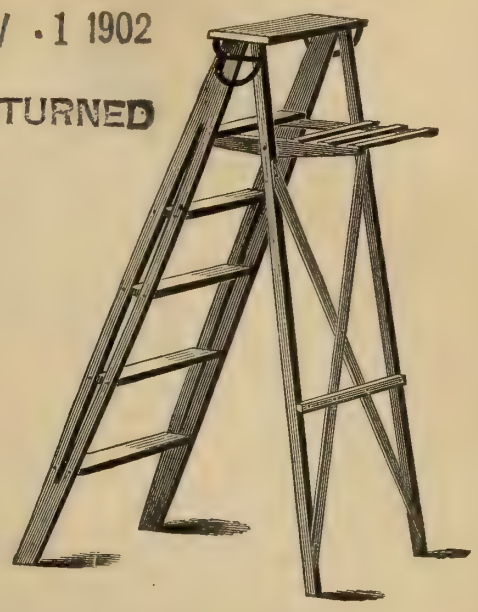
The thinking employer makes thinking clerks. Thinking clerks make a store first in the thoughts of the people.

MARKING BLUE PRINTS.

It has become the custom to use a soda solution, using it as ink, and the result is a white line not very different from the print. The soda on the surface of the paper collects dirt and the lines fade and lose their original intensity. The right way is to write your figure in ink—ordinary Carter's or any other fluid that is acid-proof—then take your ruling pen and put a blot of soda over the spot. This whitens the background and turns the ink jet black, and it is done in half the time and twice as nicely as any other way. The white spot is there to stay and the ink will never fade.—The Draftsman.

NOV · 1 1902
RETURNED

Our Present Values For Fall Trade



are extra good in all lines—in fact, excellent. When we say "excellent" dealers know we mean it. Plenty of variety and the best of each kind in Brushes, Brooms and Woodenware.

STEP LADDERS, WAREHOUSE TRUCKS, Chopping Bowls, Towel Rollers, Wooden Spoons, Bake Boards, Bread Boards, Mop Sticks, Clothes Horses, Axe Handles, Clothes Baskets, Market Baskets, Root Baskets, Etc.

LOOK UP YOUR STOCK. WHEN YOU WANT ANYTHING SPECIAL YOU ARE SURE TO FIND IT HERE.

UNITED FACTORIES, Limited,

Head Office : Toronto.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

MONTREAL BRANCH : 1 and 3 DeBresoles St. LONDON BRANCH : 71 Dundas St.

OUR STOCK FOR FALL TRADE IS COMPLETE.

Axes. Our **500** Hand-Made black is a winner.

Saws. Our **Golden Star,** Cross-Cut, the best value in the trade.

Food Choppers. Our **Special,** all retinned, **3** cutters, a perfect chopper at a low price, retails 75c. Send for a sample. Also full line **Sargent's Gem Choppers.**

Hamilton Rifles. Our **Leader** of 22-Calibre Rifles. Cheap but good.

Canada Plates. Black polished. "Astoria" brand.

Charcoal Tin. All sizes and grades, including **IX 20x33.**

THE SEYBOLD & SONS CO.

77 D'Youville Square. **MONTREAL.** *478 St. Paul St.*

MANITOBA MARKETS.

Winnipeg, October 4, 1902.

BUSINESS is good, and the lovely weather of the past week has had the effect of stimulating the demand in nearly all lines. Building hardware as well as all lines of shelf goods are selling freely, and in shelf hardware jobbers find difficulty in meeting demands, owing to delay at factory and shortage of cars for shipping. Travellers on the road are sending in heavy orders for both sporting and holiday goods. Household utensils are also being called for in large quantities; in fact, the class of trade being done shows the ability of buyers all over the country to get what they want.

PAINTS, OILS AND GLASS.—The linseed oil mills opened last week and are now in full operation. Flax is coming in slowly, as comparatively little has been threshed as yet, wheat taking precedence of all other crops. The quotations for flaxseed now appear regularly among other markets. The quality of seed offering is exceptionally good. The prices of linseed oil are without change for the week, but it is experted that with the increase of supply prices will be lower within the coming week. Turpentine has advanced in sympathy with the advance in the primary markets, and is now 79c. per gallon for barrel lots and 84c. for less than barrel lots. The demand for paints and glass is good and prices are without change. The stove and fuel question continues to absorb public attention to the exclusion of every other topic. Many are finding it necessary to alter their grates to burn soft coal. There is no hard coal on this market for sale now.

Prices for the week are as follows :

Barbed wire, 100 lb	$3 30
Plain twist	3 40
Staples	3 95
Oiled annealed wire 10	3 75
" 11	3 80
" 12	3 85
" 13	4 00
" 14	4 15
" 15	4 25
Galvanized wire, 6 to 8 gauge	4 00
" 9 "	3 50
" 10 "	4 05
" 11 "	4 20
" 12 "	3 65
" 13 "	3 75
" 14 "	4 45
" 15 "	4 60
" 16 "	4 75
Wire nails, 30 to 60 dy, keg	3 25
" 16 and 20	3 35
" 10	3 35
" 8	3 45
" 6	3 50
" 4	3 65
" 3	3 90
Coil chain, 3-16 inch	10½
" ¼ inch	8¾
" 5-16 inch	5⅝
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Cut nails, 30 to 60 dy.	3 10
" 20 to 40	3 15
" 10 to 16	3 20
" 8	3 25
" 6	3 30
" 4	3 60
" 3	3 75
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No 1	4 30
No. 2 and larger	4 05
Snow shoes, No. 0 to No. 1	4 55
No. 2 and larger	4 05
Steel, No. 0 to No. 1	4 40
No. 2 and larger	4 35
Bar iron, $2.70 basis.	
Swedish iron, $5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	2 79
18 to 22 gauge	4 75
24 gauge	5 00
26 gauge	5 25
28 gauge	5 50
Genuine Russian, lb	12
Imitation " "	8
Tinned, 24 gauge, 100 lb	7 75
26 gauge	8 00
28 gauge	8 50
Tinplate, IC charcoal, 20 x 28, box	11 00
" IX "	13 00
" IXX "	15 00
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	6 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	$13 00
" ⅜	13 50
" ¼ and 5-16	13 70
Manila, 7-16 and larger	17 00
" ⅜	17 55
" ¼ and 5-16	18 00
Solder	20
Cotton Rope, all sizes, lb	17
Axes, chopping	$7 50 to 12 00
" double bitts	12 00 to 18 00
Poultry netting, 24 in	1 35
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	57½ p.c.
Bolts, carriage	50 p.c.
Machine	50 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Bluestone, cask lots	$5 50
Spades and shovels	40 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2½ p.c.
" " plain	70 and 15 p.c.

PETROLEUM.

Water white American	24½c.
Prime white American	22½c.
Water white Canadian	22c.
Prime white Canadian	20½c.

BINDER TWINE.

Sisal and Standard f.o.b. Winnipeg	$12
Manila, 550 feet	13
Manila, 600 feet	13¾
Pure Manila	15½

Five-ton lots ⅛c. less per lb., and carlots ¼c. less.

SCRAP.

No. 1 cast iron	$14 to $15 per ton
No. 2 "	5 to 6 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 79
Less than barrel lots	84
Linseed oil, raw	84
Boiled	87
Lubricating oils, Eldorado castor	27½
Eldorado engine	26½
Atlantic red	29½
Renown engine	41
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 50
26 to 40 per 50 ft.	2 75
41 to 50 " 100 ft.	6 00
51 to 60 " " "	6 50
61 to 70 per 100-ft. boxes	7 00
Putty, in bladders, barrel lots per lb.	2½
kegs "	2¾
White lead, pure per cwt.	6 00
No. 1 "	5 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1.30 to $1.90

NOTES.

J. Thompson Black & Co., Selkirk, are selling off their hardware business at West Selkirk, and will retire from business. The firm have only been in business a short time, having bought out a bankrupt stock.

INQUIRIES ABOUT CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government Office in London, Eng.:

1. A London firm having branches at Beira, Port Elizabeth and Cape Town, desires to get into communication with Canadian firms wishing to establish agencies in South Africa for Canadian produce and manufactured goods.

2. A firm in Portsmouth desires to open up business relations with firms in Canada who are exporters of fruits, such as apples, etc. They will undertake sales at a fixed commission.

[The names of the firms making the above inquiries can be obtained upon application to the Editor of HARDWARE AND METAL.]

Messrs. J. Norman Winslow and William C. Watson, of Woodstock, and Robert and George McElroy and Wallace Gibson, of Grafton, have applied for incorporation as the Woodstock Lumbering and Manufacturing Company with a capital stock of $24,000. They will acquire and operate the Grafton steam sawmill and the Woodstock wood-working factory, and 1,000 acres of lumber lands in the parish of Northampton.

John Bowman

HARDWARE & COAL CO.

LONDON, ONT.

WINDOW GLASS
WINDOW GLASS

We have just received by Steamer "Mexican" a **large consignment of Window Glass.**

Can ship all sizes promptly. Prices right.

Wire

Copper Wire

— FOR —

Telegraph, Telephone, Trolley and Transmission Lines.

Round, Square and Rectangular for Electrical Machines.

Brass Wire

of all kinds and for all purposes.

Plain Wire

Annealed,
Annealed and Oiled,
Tinned, Coppered,
Wire Nails, Bright Goods,
Wood Screws, Jack Chain,
"Crescent" Hat and Coat Hooks, Poultry Netting,
Barrel, Blind and Bed Staples.

Galvanized Wire

Barb Wire, Plain Twist,
Galv'd Fence Staples.

Manufactured by

The Dominion Wire Manufacturing Co., Limited

MONTREAL AND TORONTO.

HEAD OFFICE New Coristine Building, St. Nicholas Street, **MONTREAL.**

Long Distance Phones to all Departments.

The World's Knife-Cleaning Machine.

CLEANS AT THE RATE OF 500 PER HOUR!

A REVOLUTION IN KNIFE CLEANING

Special Prize Medal Cookery and Foods Exhibition, London, 1901.

Complete in box with instructions and a tin of polish, which latter is a revelation.

English make throughout.

Cleans every sort and size of knife.

A really handsome article.

Weight about 12 lbs.
Size, 11 in. x 11 in. x 7½ in. high.

World's Manufacturing Co.,
66 and 68 Victoria St., London, S.W.

The most acceptable Wedding, Birthday or Complimentary Present.

A Treasure and a Blessing in every home.
Simplicity itself! A child can use it.
Gives a brilliant polish.
Makes no Dust or Dirt.
Cleans every size of knife.
Cleans at the rate of 500 per hour.
Highest Award, Gold Medal, Military Exhibition, Earls Court, London, 1901.

The World's Knife Polish

suitable for old or new style of knife cleaning. Prepared by all latest improved machinery and guaranteed of the finest quality procurable, in nicely decorated tins.

Sole Canadian Agents:

DECATUR, BULL & CO., 30 HOSPITAL ST., MONTREAL.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, October 10, 1902.

HARDWARE.

SHIPMENTS of hardware of all kinds for the fall and winter trade have been quite heavy this week and the market is active all round. An increasing demand is reported for axes, sales of which have been large during the past week, and repeat orders are quite general. Some jobbers say the coal situation is accountable for this. The discount on "Monarch" brand horsenails has been changed to 65 per cent. off. The price of cut nails in carload lots is 2½c. higher. At the meeting of the nail manufacturers last week in Montreal, no change was made in the base price of any other line.

BARB WIRE.—This, as is usual at this time of the year, is moving but slowly, and the market is uninteresting. The price quoted is $3 per 100-lb. keg f.o.b. Montreal.

GALVANIZED WIRE.—There is no change to report. Prices are the same as those of last week and the demand is light and shows no improvement. Our quotations are now as follows: Nos. 6, 7 and 8 gauge, $3.45; No. 9, $2.80; No. 10, $3.55; No. 11, $3.65; No. 12, $2.95; No. 13, $3.05; No. 14, $4.05; No. 15, $4.55; No. 16, $4.80; No. 17, $5.20; No. 18, $5.45.

SMOOTH STEEL WIRE.—Quite a little hay-baling wire has been disposed of this week; this trade has been one of the best this year. In other smooth steel wires there is not much doing, and prices are as follows: Bright and annealed, $2.60 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras, per 100 lb., are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—Business in fence wire continues very quiet and no change in price has been made. The discount remains at 25 per cent. Net extras are as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—There is no change to report in these wires. Both are somewhat quiet, and are discounted at 62½ per cent.

FENCE STAPLES.—In staples, a small amount of business has been done in small lots, but the market is still quiet and prices are unchanged. We quote as follows: Galvanized, $3.25 per 100-lb. keg; bright, $2.90 per 100-lb. keg; 25 and 50-lb. packages, 25c. extra.

WIRE NAILS.—A moderate amount of business has transpired this week at the prices quoted below. The market, however, is not active. In small lots the price is $2.55 per keg and in carlots, $2.50 per keg f.o.b. Montreal, London, Hamilton, Toronto, Gananoque, Brantford, Windsor, Ont., St. John and Halifax.

CUT NAILS.—No change in the base price of cut nails in less than carlots was made by the manufacturers at their meeting in Montreal last week. In carlots, however, 5c. less is now charged instead of 7½c. less as formerly. This leaves cut nails at $2.45 for small lots and $2.40 for carlots.

HORSE NAILS.—"Monarch" horse nails have been advanced 5 per cent. The market is active, the manufacturers finding it easy to dispose of all their nails. The discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent. off; on "M" brand, "Oval," 57½ per cent.; "New City," 57½ per cent.; "New Countersunk," 66 2-3 per cent.; "Monarch," 65 per cent.

HORSESHOES.—These continue in active movement, the demand for fall and winter shoes constantly increasing. No quotable changes are reported. We quote as follows: Iron shoes, light and medium, pattern, No. 2 and larger, $3.35; No. 1 and smaller, $3.60; snow pattern, No. 2

The Cold Snap has Come

and brought people face to face with the immediate need of house heating, while the coal strike continues, and this fuel can hardly be bought at any price.

NOW is the time to push

"Famous" Oil Heaters.

If you are not handling these heaters you are losing business every day.

Place a sample or two in your show room and sales are sure to follow.

From dealers handling them we are receiving repeat orders daily.

Safe. Handy. Economical. Moderate Priced.

Write for full particulars. Advertising matter free.

The McClary Manufacturing Co.,

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

"Everything for the Tinshop."

ENGLISH
GERMAN
BELGIAN
CANADIAN
AMERICAN
} PORTLAND CEMENTS.

FIRE
BUILDING
ENAMELLED
SILICA
MAGNESIA
} BRICKS.

DRAIN
CULVERT
} PIPES.

F. HYDE & CO.
31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .
Salt Glazed Vitrified
SEWER PIPE
Double Strength Culvert Pipe a Specialty.
THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.
LIMITED
DESERONTO, ONT.
Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."
Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"
BRAND
Foundry Pig Iron.
Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.
Write for Prices to Sales Agents
Drummond, McCall & Co.
or to MONTREAL, QUE.
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

and larger, $3.60; No. 1 and smaller, $3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; featherweight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra. F.o.b. Montreal only.

RIVETS AND BURRS.—There has been no material change in this market. Business is somewhat quiet, though a few small sales have been made. The discounts are quoted as follows: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS.—The trade in bolts continues quiet and the market is without feature The discounts are quoted as follows: Norway carriage bolts, 55 per cent.; common, 50 per cent; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼c. per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

SCREWS.—While orders for screws are said to be a little better than last week, this cannot be taken as an indication of any improvement in the trade. Business is still quiet. Discounts are as follows: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

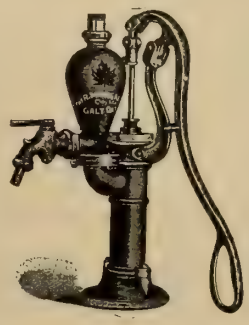
CORDAGE.—There is no quotable change to be reported this week. The market is quiet, but trade is likely to improve some before the close of navigation. We quote: Manila, 15c.; British manila, 13c.; sisal, 12½c. lathyarn, 11½c. Prices on binder twine are as follows: Blue Ribbon, 650 feet to the pound, 15c.; Redcat, 600 feet to the pound, 14c.; Tiger, 550 feet to the pound, 13c.; Standard, 500 feet to the pound, 11½c.; sisal, 500 feet to the pound, 11½c. Prices are subject to a rebate of ½c. in carload lots.

BUILDING PAPER.—The demand for building paper, though not large, is quite satisfactory for the season, several fair orders having been received this week. In prices there is nothing new to report. We quote as follows: Tarred felt, $1.70 per 100 lb.; 2-ply, ready roofing, 85c. per roll; 3-ply, $1.10 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O K and I X L, 65c. per roll; heavy straw sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—The market is dull and featureless. The price is $1.37½ per 100 square feet.

POULTRY NETTING.—Trade in poultry netting is very quiet now, and nothing of importance has occurred on the market since our last report. The discounts on Canadian and English netting are: 50 and 10 per cent. off on 2 x 2 mesh, 19 wire and 50 per cent. off on 2 x 2 mesh, heavier. Canadian list used.

A. C. LESLIE & CO.
HEADQUARTERS FOR
IRON, STEEL and METALS
BEST BRANDS AT LOW PRICES TO WHOLESALE BUYERS.
SANDERSON'S STEEL IN STOCK.
509-512 Merchants Bank Building,
MONTREAL.

UP-TO-DATE PUMPS.

We do not get behind the times in making our Pumps. We are right up-to-date, keeping step with the times in all modern inventions and improvements in our wide range of goods.
Our Pumps are carefully tested before leaving the factory. The various parts are interchangeable, and made exactly alike each time, so that duplicates can always be supplied, in case of repairs or breakage, without change or delay.
The R. McDOUGALL CO., Limited,
GALT, ONT.
Manufacturers of all kinds of pumps for all kinds of services. "Quality the best. Prices right."

Pig Tin.
"Boustead & Co's" Penang
"Straits"
"Lamb and Flag"
Copper —"Lake"
—"MA"
Galvanized Sheets.
ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
OPEN HEARTH STEEL.

Suits Everybody.

THIS IS WHAT

Elastilite Varnish

DOES.

It suits the dealer, because it always satisfies the customer, and, being a Registered Brand, it does not come into competition with ordinary makes of Varnish, thus protecting your profit.

In tins only from ½-pint to 1 gallon.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED

Toronto, Ontario, Canada.

Canadian Agents for Buehne's "Red, White and Blue" Brand Steel Wool.

Build up . . Canada

by buying only Canadian-made goods.

"Ark Brand" Paint

is made in Canada and controlled by Canadian capital, and you can rely upon it giving your customers the highest satisfaction, and building up a permanent paint trade for you.

If we are not represented in your town write for color cards and prices.

Manufactured by

THE FRANCIS-FROST Co. Limited

TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler.

HARVEST TOOLS.—There is still very little doing in this market at present. The discount for delivery in 1903 is 60 and 10 per cent.

FIREBRICKS.—Trade is still somewhat quiet, business being entirely of a jobbing nature. Prices are unchanged. English sell at $16 to $22 and Scotch at $17 to $22 per 1,000.

CEMENT.—In cement trade has been improving of late and a fairly good demand is reported this week. The market is steady and prices are unchanged. We quote: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per barrel ex-wharf, and American, $2.10 to $2.20 ex-cars.

SPORTING GOODS.—Jobbers all report a continued good demand for all lines of sporting goods, guns and ammunition being especially active. Following are the discounts on shells: Empty: Canadian, 25 per cent.; American, 10 per cent. advance on list. Loaded "Trap," 30 per cent.; American, 30 per cent.; "Leader" and "Ideal," smokeless brands, 37½ per cent. Brass shot shells, Dominion, 55 per cent.; American, 40 per cent. Primers, Dominion, 30 per cent.; American, $1.60 per 1,000.

SNOW SHOVELS.—There is a good business doing at unchanged prices. We quote as follows: "Habitant," $2.25 to $2.40; "Victor," 30 per cent. off; steel railroad shovels, 40 and 5 per cent. off.

FIRE SHOVELS.—These continue to move out rapidly at unchanged prices, and our quotations are as follows: No. 70, 38½ to 40c. per dozen; No. 55, 55 to 60c.; No. 57, 82½ to 90c.; No. 60, 82½ to 90c.; No. 65, $1.37½ to $1.45; No. 80, 50 to 55c.; "Duplex," No. 7, $1.21; No. 9, $1.52; No. 11, $1.82.

METALS.

On the local market metals of most kinds are moving well and the volume of business, as a result, is fairly large. Some lines, which usually move slowly at this time of the year, tend to bring down the average of sales, but, as a whole, the market is active and firm There is no striking feature to call attention to this week. Nothing has been learned from the English markets during the week and the impression is that metals there are steadier in price than they have been for the past few weeks.

BAR IRON.—Trade in bar iron is fairly good and no quotable change is reported. Merchants' bar sells at $1.95 and horseshoe iron, $2.20.

BLACK SHEETS.—These continue to move out fairly well. There has been nothing new to report in prices and we quote as follows: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50 and 8 to 20 gauge, $2.50.

GALVANIZED IRON.—This is in fairly good demand, and our quotations are now as follows: No. 28, Queen's Head, $4.40; Apollo, 10¾-oz., $4.40; Fleur de Lis, $4.15; Comet, $4.25; "Bell" brand, $4.30. For less than case lots 10c. extra is charged.

SOIL PIPE AND FITTINGS.—There is no change to report in this line, and discounts are quoted as follows: Light soil pipe, 3 to 6 inch, 50 per cent.; medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8-inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.; extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—The situation in pig iron is entirely unchanged. The inquiry keeps up from all parts of the country, but to contract for immediate delivery is out of the question. We quote: Canadian, $18.50 to $19 and Summerlee, $21.50 to $22 ex-wharf, Montreal.

INGOT COPPER.—There is some scarcity reported on this market at present. The price is 13c.

INGOT TIN.—Nothing of importance has occurred since our last report. A fair trade is doing at 30 to 31c. for Straits.

PIG LEAD.—This is quoted at $3.25. Business is of moderate proportions.

LEAD PIPE.—The demand for lead pipe keeps up. Composition and waste sell at 8c. and ordinary at 7c. The discount is still 37½ per cent.

IRON PIPE.—In iron pipe there is a fair inquiry and a moderate amount of business is being done. No quotable change has been made, and the prices are as follows: Standard pipe, per 100 feet, in lengths under 19 feet: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1-in., $5.20; 1¼, $7.35; 1½, $8.95; 2-in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $3.85; ¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.-20; 2-in., $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½, $4.20; ¾, $5.25; 1-in., $7.55; 1¼, $10.55; 1½, $12.75; 2-in., $17.-60. Galvanized, ½, $5.20; ¾, $6.65; 1-in., $9.55; 1¼, $13.25; 1½, $16; 2-in., $21.90. For threads and couplings 5 per cent. is added.

TINPLATES.—The foreign market for tinplates is reported somewhat steadier. Locally, there is a fair trade doing at $4.75 to $5.25 for charcoals and $4.25 for cokes.

STEEL.—This sells as usual, with no new feature to note. Our quotations are now as follows: Sleighshoe, $2.05; tire, $2.20; bar, $2.05; spring, $2.85; reeled machinery, $2.75; toecalk, $2.70.

CANADA PLATES.—There is a fairly good demand for Canada plates, and several good sales have been made. We now quote: 52 s, $2.70 to $2.80; 60 s, $2.85 to $2.90; 75's, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized, 60 s, $4.45 to $4.55.

SHEET STEEL.—There is no change. A light demand prevails., and we now quote as follows: Nos. 10 to 20, $2.50; 3-16, $2.50; $\frac{1}{4}$, 5-16 and $\frac{3}{8}$, $2.40.

TOOL STEEL.—This is moving as usual at unchanged prices. We quote as follows: Black Diamond, 8c.; Sanderson's, 8 to 12c., according to grade; Jessop's, 13c.; Leonard's, $7\frac{1}{2}$c.; Jonas & Colver's, 8 to 15c.; "Air Hardening, 45 to 60c.

TERNE PLATES.—No improvement is reported on this market, and terne plates are still quoted at $7.50.

COIL CHAIN.—Trade continues quiet, and no change in price has occurred. Our quotations are as follows: No. 6, $12\frac{1}{2}$c.; No. 5, $10\frac{1}{2}$c.; No. 4, 10c.; No. 3, $9\frac{1}{2}$c.: $\frac{1}{4}$ in., $7\frac{1}{4}$c. per lb.; 5-16, $5; 5-16 exact, $5.25; $\frac{3}{8}$, $1.25; 7-16, $4.05; $\frac{1}{2}$, $3.95; 9-16, $3.85; $\frac{5}{8}$, $3.55; $\frac{3}{4}$, $3.50; $\frac{7}{8}$, $3.45; 1-in., $3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC.—There is not much doing in this metal. The price remains selfs at 20c. and wire solder at 18c.

ANTIMONY.—Trade is still quiet. We quote 10c.

ZINC SPELTER.—There is no change. A small demand is experienced. We now quote 5c.

SOLDER.—This is moving out fairly well at unchanged prices. Bar solder 20c. and wire solder at 18c.

PAINTS AND OILS.

The market has been somewhat erratic during the week. Travellers on the road report that everybody's attention is so taken up with the coal situation, that as one expressed it, "It is worse than election times to get hardwaremen down to business to give orders." The consequence is that trade is not very brisk, and the raw, damp weather tends to accentuate the depression. While lead is in fair demand, vermilions, dry colors and varnishes, used in the larger shops, are being inquired after fairly well. Linseed oil is steady at the former quotations. Turpentine, however, is the exception, having advanced 2c. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, $5.15 to $5.25; No. 1, 4.77\frac{1}{2}$ to 4.87\frac{1}{2}$; No. 2, $4.40 to $4.50; No. 3, 4.02\frac{1}{2}$ to 4.12\frac{1}{2}$; No. 4, $3.65 to $3.75, all f.o.b. Montreal. Terms, 4 months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5.25 in casks; kegs, $5.50.

DRY WHITE ZINC.—Pure dry, in casks, $6\frac{1}{4}$c.; in 100-lb. kegs, $6\frac{3}{4}$c. No. 1 zinc, in casks, $5\frac{1}{4}$c.; in 100-lb. kegs, $5\frac{3}{4}$c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

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We make all kinds of Architectural Sheet Metal Work.

Fanciful Designs for effective finish in any desired style, as well as every variety of fireproof metal covering, suited to old or new buildings of any and every description.

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PUTTY.—We quote: Bulk, in bbls., $1.90 per 100 lb.; bulk, in less quantity, $2.05; bladders, in bbls., $2.25; bladders, in 100 or 200-lb. kegs or boxes, $2.40; in tins, $2.55 to $2.65; in less than 100-lb. lots, $3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, $7\frac{1}{4}$c.; smaller quantities, $8\frac{1}{4}$c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50, and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, $5\frac{1}{2}$c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 72c.; boiled, 75c. In 5 to 9 bbls., 1c. less. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gal. advance.

TURPENTINE.—Single barrels, 74c.; 2 to 4 barrels, 73c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.45 per gallon.

CASTOR OIL.—$8\frac{3}{4}$ to $9\frac{1}{4}$c. in wholesale lots, and $\frac{1}{2}$c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to $37\frac{1}{2}$c.

PARIS GREEN.—Petroleum, bbls., $16\frac{3}{4}$c. per lb.; arsenic kegs, 17c.; 50 and 100-lb. drums, $17\frac{1}{2}$c.; 25-lb. drums, 18c.; 1-lb. packages, $18\frac{1}{2}$c.; $\frac{1}{2}$-lb. packages, $20\frac{1}{2}$c.; 1-lb. tins, $19\frac{1}{2}$c.; $\frac{1}{2}$-lb. tins, $21\frac{1}{2}$c. f.o.b. Montreal. Terms: 3 per cent. 30 days, or four months from date of delivery.

SCRAP METALS.

Rubber is $\frac{1}{4}$c. higher this week, and the feeling is somewhat firmer. Other lines are quiet and unchanged in price. Red brass is in a little better inquiry than copper or yellow brass, but the trade doing is not large. Quotations are as follows: Heavy copper and wire, 10c. per lb.; light copper, 8c.; heavy red brass, 10c.; heavy yellow, $8\frac{3}{4}$c.; light brass, 5c.; lead, 2 to $2\frac{1}{4}$c.; zinc, $2\frac{1}{4}$c.; iron No. 1, wrought, $15; No. 2, $7 per ton; machinery scrap, $16; stove plate, $12; malleable and steel, $5; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, $6\frac{1}{2}$ to $6\frac{3}{4}$c. per lb.

GLASS.

Nothing new has occurred on this market. Trade is very quiet, and prices remain as follows: First break, 50 feet, $2.10; second, $2.20 for 50 feet; first break, 100 feet, $4; second break, $4.20; third break, $4.70; fourth break, $4.95.

HIDES.

Hides have declined 1c. all round. Calfskins are 2c. lower, while lambskins have advanced 10c. A fair trade is reported this week. We quote: No. 1 hides, 9c.; No. 2, 8c.; No. 3, 7c. Calfskins, 8 to 10c.; lambskins, 60c.

MONTREAL NOTES.

Turpentine is 2c. higher.

Cut nails, in carload lots, are 5c. less than the base price, instead of $7\frac{1}{2}$c. less.

"Monarch" horse nails are now discounted at 65 per cent. instead of 70 per cent.

ONTARIO MARKETS.

Toronto, October 10, 1902.

HARDWARE.

ALL lines of hardware for the fall trade are in brisk demand, seasonable lines, like axes, handles, cross-cut saws, sleigh bel's, moving out freely. Manufacturers are now naming new prices on hay rakes for the coming season and have issued a new list, off which they give a discount of 40 per cent., the net base price being now $1.20 for the least expensive rakes. The price of cut nails, in carload lots, has been advanced $2\frac{1}{2}$c. per keg, and sash weights have been put up 25c. per 100 lb. Rope

halters have appreciated 5 per cent. The United States manufacturers are advancing the prices of building hardware. In harvest tools, the manufacturers will not guarantee the price ruling at present will continue for any length of time, and refuse to fill any orders that are not accompanied with specifications. There is an active demand for these tools and dealers, when ordering, should, to insure their orders being filled, send in their specifications. In stoves, the demand is much in excess of the ability of the manufacturers to fill. Jobbers are still behind with their deliveries in bolts and nuts, but some of their best customers are intimating that if the coal and coke situation continues unchanged, they will be obliged to close down for a time. If they do so it will give jobbers an opportunity to stock up. There has also been an advance of 10c. per bbl. in Portland cement.

BARB WIRE.—There is very little demand or inquiry for this article at the present time. The price is $2.65 in carlots and $2.77½ in less quantities f. o. b. Cleveland. From stock, Toronto, $3.

GALVANIZED WIRE.—Nothing of any account is doing in this line, and our quotations are as follows: Nos. 6, 7 and 8, $3.50 to $3.85 per 100 lb., according to quantity; No. 9, $2.85 to $3.15; No. 10, $3.60 to $3.95; No. 11, $3.70 to $4.10; No. 12, $3 to $3.30; No. 13, $3.10 to $3.40; No. 14, $4.10 to $4.50; No. 15, $4.60 to $5.50; No. 16, $4.85 to $5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at $2.52½ in less than carlots and 12c. less for carlots of 15 tons.

FINE STEEL WIRE.—A few orders keep coming forward for stove-pipe wire. The other lines are quiet. The discount is 25 per cent.

SMOOTH STEEL WIRE.—The condition of this market is inactive this week. We quote the base price: $2.60 per 100 lb. Oiling, 10c.; coppering, 60c. and tinning, $2 per 100 lb. extra. Delivery points Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS.—A good, steady trade is doing in wire nails. We quote $2.50 in carlots and $2.55 for less quantities. The delivery points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—A small quantity of these are still going out. The manufacturers have advanced the carlot price 2½c. per keg. We quote $2.45 per keg and $2.40 in carlots.

HORSE NAILS.—In the coal situation keeps in its present unchanged condition the manufacturers of horse nails say they will not be able to keep up with the demand. Quite a good business is at present being done in these, and we quote the discounts as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "M" brand, 50, 10 and 5 per cent.; "Monarch," 60 2-3 per cent. "Countersunk" head, 60 per cent.

HORSESHOES.—A fairly good, steady demand is reported. Quotations follow: Iron shoes, No. 2 and larger, light, medium and heavy, $3.15; snow shoes, $3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—The situation is unchanged from last week. The demand is still heavy and jobbers are experiencing as much difficulty as ever in procuring supplies. We quote the discounts now as follows: Flat head bright, 87½ and 10 per cent. discount; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent. and flat head bronze, 70 per cent.

RIVETS AND BURRS.—These are in about the same condition as the bolt and nut and screw markets. Quotations are as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—The inquiry for these is still heavy and is keeping the market bare of supplies. Discounts are as follows: Carriage bolts, common ($1.00 list), 50 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3.00 list), 55 and 10 per cent.; machine bolts, all sizes, 50 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—The demand keeps up well. Jobbers are experiencing difficulty in procuring shipments from the factory, as the water has been let out of the factory at Gananoque while repairs are being made. Discount, 40 and 5 per cent.

ROPE.—Trade in rope is brisk, a good many orders being now placed for the coming spring trade. The prices are steady and it is likely they will be maintained firm for some time to come. Our quotations are as follows: Pure manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, single, 11½c.; double, 12c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per dozen.

HARVEST TOOLS.—A good many orders are coming forward. The trade seems to be under the impression that the present low prices of these articles will not be maintained for any length of time, and are sending in their orders for immediate delivery. The manufacturers, however, refuse to fill any orders that are not accompanied by specifications, and jobbers and retailers, in ordering these, should inclose specifications to insure delivery of the goods. The discount is 60 to 60 and 10 per cent.

EAVETROUGHING, ETC.—Quite a large quantity of eavetroughing is being forwarded to different parts of the country. We quote: Eavetrough, 10-inch, per 100 feet, $3.10; conductor pipe, 2-inch, per 100 feet, $3; 3-inch, $4; 4-inch, $5.25; 5-inch, $6.75 and 6-inch, $9.

BUILDING PAPER.—There is a heavy demand for building paper, and we quote: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll.

TINWARE AND ENAMELLED WARE.—Quite a few orders of tinware are being sent out, principally in stove furniture, stove pipes, etc.

STOVES AND RANGES.—There is an active demand for these from all over Canada, and the manufacturers are unable to fill the orders with promptness. Wood burners are much wanted, and the trade seems to be hesitating whether to buy wood or coal stoves. To add to the difficulties of the manufacturers, a good many of them are hampered by the scarcity of coke, and should their supplies

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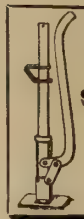
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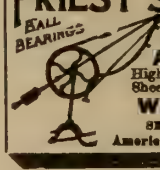
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fail them they will be obliged to close down.

SPORTING GOODS.—These are still very active. The United States manufacturers have advised the trade in this country that they are crowded with orders and are not now in a position to fill them promptly.

CEMENT.—A delay in one or two contracts has enabled the manufacturers to catch up with their orders and a few new sales have been made at prices which are 40c. in advance of those ruling last week. As a general rule, those working on contracts are endeavoring to get as much as possible done before the cold weather sets in for the winter. The prices of all foreign cements are firm. We quote as follows: Canadian Portland cement, $2.80 to $3.20 and hydraulic, $1.35 up. At the works the prices are $2.50 to $2.70 per barrel.

METALS.

The general metal business is in a satisfactory condition, the demand for most lines being well maintained. Black sheets and Canada plates, in particular, are very active. The outside copper markets were stronger, but are again weak, speculative interest being lacking and the consuming demand slow. Tin is also dull outside and rather weak. Pig iron is quiet but firm, and the consumption of that metal and steel is becoming more and more restricted, owing to the great and increasing scarcity of coal.

PIG IRON.—A good local demand keeps up. Quotations at the furnaces are nominal at $23 for No. 1 and $22.50 for No. 2. On the track, Toronto, No. 2 Summerlee iron is quoted at $23.

STEEL BOILER PLATES.—Quite a demand is reported for these. We quote $1.80 in carlots on track, Toronto.

STEEL RAILS.—Quotations for these are unchanged at $30 for steam railways and $36 for electric railways.

TOOL STEEL.—A steady trade is doing in this steel. We quote as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 8 to 15c.; ditto, "Air Hardening," 30 to 50c.; Chas. Leonards', 8 to 9c.; Park's "Silver," 12 to 14c.; Park's Special, 15 to 20c.

MILD STEEL.—There is a good demand for this article.

BOILER TUBES.—A fair business is doing in this line.

SPRING STEEL.—The demand for this steel was active.

BAR IRON.—The market continues strong and active, with a scarcity in some of the sizes still felt. Our quotations are now as follows: $1.95 to $2.05 base. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb., 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS.—There is a strong demand for these for shipment from stock. We quote: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—Business is brisk and prices are firm. We quote: All dull, $2.90 to $3; half-polished, $3 to $3.10; all bright, $3.75 to $3.85.

GALVANIZED SHEETS.—A steady demand keeps up for galvanized sheets, and we quote as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 29 gauge; Bell brand, $4.30 for 28 guage; Gordon Crown, $4.50 for 28 gauge.

TIN.—A fair amount of business has been done this week. We quote $32 to $33 per 100 lb.

TINPLATES.—The volume of business keeps fair. We quote: Charcoal, $4.75 to $5 and cokes, $4.25 per box.

COPPER.—A fair demand is reported for ingot copper in small lots. A good amount of business is also being done in sheet copper. We quote: Ingot copper, $13.50 per 100 lb. and sheet copper, $22 to $23.

BRASS.—A fair amount of orders keep coming forward for brass. The discount is 15 per cent.

LEAD.—This metal is in fair demand. Prices are unchanged at $3.50 for pig lead and $3.75 for bar.

IRON PIPE.—Business is keeping up well. Quotations are as follows per 100 feet: ¼-inch, $2.40; ⅜-inch, $2.65; ½-inch, $2.85; ¾-inch, $3.65; 1-inch, $5.20; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; galvanized, 1-inch, $7.20. Trade discount is 4 per cent. for carlots.

ZINC SPELTER.—The demand continues fair, and we quote 5 to 6c. per lb.

ZINC SHEETS.—These are in good demand. We quote: Cask lots, $6 to $6. and part casks, $6.25 to $6.50.

SOLDER.—Business is quiet.

ANTIMONY.—This metal is in fair demand. We quote $9.50 per 100 lb.

PAINTS AND OILS.

The chief feature in the paint and oil market this week is the continued stiffening in turpentine. There has been an advance of 3c. in the South with a rise in local market here of 2c. Linseed oil is very quiet, with a decline of 2c. in price. Gum and liquid shellac have advanced

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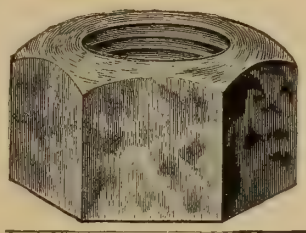

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Tinners' Snips

DECATUR, BULL & CO., Sales Agents MONTREAL.

2c. in the New York market, but so far no change has occurred in the price here. We quote :

WHITE LEAD.—Ex-Toronto, pure white lead, \$5 to \$5.25 ; No. 1, \$4.62½ to \$4.87½ : No. 2, \$4.25 to \$4.50 ; No. 3, \$3.87½ to \$4.12½.; No. 4, \$3.50 to \$3.75 in packages of 25-lb. and upwards ; ½c. per lb. extra will be charged for 12½-lb. pkgs.; genuine dry white lead in casks, \$5.02½.

RED LEAD.—Genuine, in casks of 560 lb., \$5 to \$5.12½ ; ditto, in kegs of 100 lb., \$5.50 ; No. 1, in casks of 560 lb., \$4 ; ditto, kegs of 100 lb., \$4.50.

LITHARGE.—Genuine, 6 to 6½c.

ORANGE MINERAL.—Genuine, 7½ to 8c.

WHITE ZINC.—Genuine, French V.M., in casks, \$6 to \$6.25 ; Lehigh, in cgsks, \$6.00.

SHINGLE STAIN.—In 5-gallon lots, 60 to 75c. per gallon.

PARIS WHITE.—90c. to \$1 per 100 lb.

WHITING.—65c. per 100 lb. ; Gilders' whiting, 80c.

GUM SHELAC.—In cases, 35c.; in less than cases, 40c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., \$2.25 to \$2.35 ; white, \$2.35 to \$2.45 per gal. ; in less quantities, 10c. extra.

PUTTY.—Bladders, in barrels, \$2.25 ; bladders, in 100-lb. kegs, \$2.40 ; bulk in bbls., \$1.90 ; bulk, less than bbls. and up to 100 lb., \$2.05 ; bladders, bulk or tins, less than 100 lb., \$2.90.

PLASTER PARIS.—New Brunswick, \$2 per barrel.

PUMICE STONE.—Powdered, \$2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity ; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, \$1.20 to \$1.40 per gallon ; No. 1, \$1.10 per gallon.

CASTOR OIL.—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 barrels, 72c. ; boiled, 73c. ; 3 to 5 barrels, raw, 71c.; boiled, 74c.; 6 to 9 barrels, raw, 69c.; boiled, 72c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 76c. ; 2 to 4 bbls., 75c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

GASOLINE AND BENZINE.—We quote: Benzine, 18¾c. and gasoline, ordinary, 21¼c. and engine, 22¼c. f.o.b. Toronto.

GLASS.

Glass has advanced materially in Belgium, owing, for the most part, to the threatened extension of the coal strike of France, and in the European markets all present quotations are withdrawn. In window glass there has been a still further reduction. Under 26 in., \$4.45 ; 27 to 40 in., \$4.75 ; 41 to 50 in., \$5.10 ; 51 to 60 in., \$5.35 ; 61 to 70 in., \$5.75 ; 71 to 80 in., \$6.25 ; 81 to 85 in., \$7 ; 86 to 90 in., \$7.75. Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days. Discount, 15 per cent.

OLD MATERIAL.

This market continues brisk. In zinc, the prices remain at 3c. In the iron market the accumulation has reduced the prices, and we now quote: Heavy copper and wire, 10c. per lb.; light copper, 8c. to 8½c. per lb.; heavy red brass, 9½c. ; heavy yellow brass, 8 to 8½c.; light brass, 5c to 5½c.; lead, 2¼ to 2½c.; scrap zinc, 3c. ; iron, No. 1 wrought, \$11.50 per net ton; No. 2 wrought, \$5.50; machinery cast scrap, \$13 to \$14 ; stove plate, \$10 ; malleable and steel, \$6 to \$6.50 ; old rubbers, 5 to 5½c. per lb., and country mixed rags, 50 to 60c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES.—Trade is moderate. The prices are unchanged. We quote : No. 1 green, 8½c.; No. 2 green, 7½c.; No. 1 green, steers, 9c.; No. 2 green, steers, 8c.; cured, 8½ to 9c. per lb.

SKINS.—Trade is somewhat dull and prices remain unchanged. We quote : Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive. No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each ; shearlings, and lambskins, 50 to 55c.

WOOL.—This remains quiet at the same quotations : Fleece wool, 13½c. and unwashed, 7½c. per lb.

TALLOW.—The prices are low at 6¾ to 7c. per lb.

SEEDS.

The export demand for alsike is much better. Red clover is now offered in limited quantities. We quote : Alsike, \$6 to \$6.50 ; timothy, \$1.40 to \$1.60 ; red clover, \$5.50 to \$5.75 per bushel. For fancy grades a little extra is offered.

COAL.

Soft coal of all kinds has advanced \$2, and is now impossible to obtain at less than \$10.

PETROLEUM.

There has been an advance of 5c. in the crude oil in the United States, which will doubtless affect the local market in time, but so far prices here are unchanged. We quote: Pratt's Astral, 17 to 17½c. in bulk (barrels extra) ; Americam water white, 17 to 17½c. in barrels; Photogene, 17 to 17½c.; Sarnia water white, 16c. to 16½c. in barrels ; Sarnia prime white, 15 to 15½c. in barrels.

MARKET NOTES.

Cement has been advanced 40c. per bbl.

The price of cut nails, in carlots, has been advanced 2½c. per keg.

Rope halters have gone up 5 per cent. and sash weights, 25c. per 100 lb.

Hay rakes have also advanced, the lowest price being now \$1.20 per dozen instead of \$1.10 as formerly.

NOVA SCOTIA MARKETS.

Halifax, October 7, 1902.

THERE has been a gradual increase in the volume of the hardware business for the last two or three weeks, and now a very active business is being done in many lines. Dealers report the volume and tone of business very satisfactory, and comparing favorably with that of other years. Some firms claim to have done a very much larger business so far this year than last. Trade conditions are most favorable everywhere and the prospects are bright for the autumn and winter trade. Payments are well in line with former years, while losses by failures have been very light indeed.

* * *

Considerable business has been done this season in sporting goods—for athletic sports, and also in guns and ammunition for the fall shooting season. Just now there is considerable trade being done by the retailers in household goods. Cold weather is coming on and now coal hods, shovels, etc., are being called for largely.

* * *

But it is the stovemen that are doing the business just now. The city uses about 25,000 tons of anthracite coal every year, in base-burners and other stoves, but largely in hot-air or hot-water furnaces. There are only about 100 tons of the coal available, with 900 tons on the way from Wales. There is consequently a run on cheap, convenient soft-coal stoves, which will serve the purpose until " the cruel war is over." People who have base-burner stoves wish they hadn't, and people who have stuck to the Nova-Scotian bituminous are happy.

* * *

The fishing vessels are now coming into port in large numbers, bringing fish, farm produce, or coal. As each has more or less fitting-up to do, there is considerable small trade in canvas and cordage. Some good sales have also been made of lumbermen's gear, such as peavies, chains, etc., in preparation for the coming winter's work.

* * *

The exports from Halifax, for the last two weeks, amount to \$369,425, apportioned as follows : West Indies, \$144,579 ; Great Britain, \$124,448 ; United States, \$46,135 ; Newfoundland, \$21,817 ; France, \$16,169 ; various other foreign ports, \$15,937. The total shipments from June 30 amount to \$2,052,344, which is \$142,999 better than in the corresponding period of last year.

* * *

Frank Wetmore, formerly with Stairs, Son & Morrow, has been engaged by A. J. Grant as traveller.

R. C. H.

THE YUKON TRADE.

About 80 per cent. of the supplies now finding their way into the Yukon are Canadian goods," said Mr. Robert Kelly, wholesale grocer, Vancouver, while in Ottawa the other day. Mr. Kelly attributes this welcome change in Yukon trade conditions largely to the successful efforts put forth by Canadian manufacturers, especially canners of food products, to rival the productions of Oregon and California. For several years the trade in canned goods was almost exclusively in the hands of Americans, but now that Canadian canned fruits and vegetables have been pushed into the Yukon they have come to be preferred, even by Americans, to similar articles imported from the United States. To illustrate the importance of the trade, Mr. Kelly observed that he had secured for the Yukon one consignment of 15 carloads of canned vegetables and fruits from two establishments in Central Ontario.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

Manufacturer's Agent Wanted

to represent manufacturers of Knife-Cleaning Machines having a ready sale. Apply—

THE SHEFFIELD ENGINEERS, Limited,
(39-3) Sheffield, England.

AGENT WANTED

to sell up-to-date Gas and Oil Engines. Apply with full particulars of connection, etc.

Box 15, HARDWARE AND METAL MERCHANT,
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PAINTS We manufacture these brands:—"LION," "PEERLESS," "OWL," "RAVEN," also Ready-mixed House and Floor Paints, Roof, Barn, Bridge and Brick Paints, Coach Colors. Varnishes, Japans, etc. Our prices will interest you. Write us,

The Ottawa Plant Works, Ottawa, Ont.

WILLIAM ABBOTT

Agent and Importer

Celebrated "Novo" Tool Steel

AIR HARDENING.

Cast Steel for all purposes.

Steel Wire Drill Rods.

3 St. John Street, MONTREAL.

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

The Telephone

has no equal as a saver of time and money for the buying and selling of goods from distant points.

The travelling salesman found this out long ago. Others are learning the truth daily. Bear it in mind.

THE BELL TELEPHONE CO. OF CANADA.

The stock of the estate of K. Finnson, lumber merchant, Icelandic River, Man., has been sold to C. Finkleman at 51c. on the dollar.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATION VACANT.

WANTED—GRILLE AND ROUND WIRE worker, must be first-class man. Apply Canadian Otis Elevator Company, Limited, Hamilton. (41-3)

WANTED.

WANTED — HARDWARE MERCHANTS to handle Solarine Metal Polishes. Our product is best by test and used by thousands. Try it and be convinced. We have a liberal proposition to make to a good man in every town. Address Solarine Depot, Toronto. (38-4)

FILES. **RASPS.**

WE ARE NOT IN THE TRUST.

Quality of our goods guaranteed and our discounts very liberal. A trial order solicited. Write for discounts.

99 Niagara St., **TORONTO FILE CO.**

CANADIAN GOODS FOR CANADIANS.

Nights are Getting Chilly.

Anticipate your customers' **needs** with a goodly stock of

"NEW PROCESS" OIL HEATERS

WHICH ARE FITTED WITH

Brass removable founts.

Automatic oil indicators.

Alaska bail handles for easy handling.

Smokeless device, preventing wick being turned **too high,** and promptly extinguishes when **turned down.**

Made of sheet steel, light, durable and of excellent finish.

PRICES RIGHT.

THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL.

HEATING AND PLUMBING

WRINKLES FOR THE PLUMBER AND STEAMFITTER.

(By K. S. R.)

THE man who is alert enough to profit by his spare moments can do many little things for his customers that will keep them coming to his shop in spite of the efforts of competitors to secure their trade. Study your customer, the whole family and their needs, suggest whatever would add to their comfort and name the price for it. Use your knowledge of your business for their comfort. It will brighten your wits and increase your value to yourself in the additional revenue that comes from the special work that you will get. The more you know how to do the more you can do in special lines that do not interfere with your regular trade. Brighten up and try making a profit out of your wits. As an incentive here are two profit winners that I have used that may be of interest to somebody :

A RADIATOR WARMING CLOSET

Warming closets for food and dishes are convenient and desirable for use in winter, and would undoubtedly be more generally used in connection with steam radiators if it were not for the considerable expense involved, and for the fact that the size of the radiator must be increased in order to preserve the requisite amount of heating surface to heat the room. This extra bulk of radiator, moreover, cannot be reduced during the summer months, when neither radiator nor warming closet is in use. An effective and sightly substitute, which may be removed when desired, may be provided at a comparatively slight expense. A stamped steel portable oven of proper size, such as is used on gas and oil stoves, is fitted with lugs and clips to make it set firmly on the radiator top. It may then be taken to the bicycle shop and enamelled in any desired color and style to suit the finish of the room or pantry in which it is to be placed. Such a warming oven will repay many times the expense involved in the degree of comfort it affords.

TO REPAIR A CAST-IRON SINK.

It sometimes happens that the ordinary cast-iron sink becomes broken or cracked while in use. Obviously, the best way to remedy such a condition of affairs is to replace the broken sink with a new one. The writer was called on to repair an old-style odd-sized sink which was split across the entire width of the bottom. New wood work and copper work had been fitted to the sink only a few days before, and the owner objected strongly to the removal of the old sink. The following successful repair was quickly made :

As the iron of which the sink is composed had been under strain, one edge of the break stood higher than the other, and it was necessary to fasten them together. Two ¼-in. holes were carefully drilled and countersunk in the line of the break, and the parts were drawn together with 3-16-in. bolts and washers. A mixture of glycerine and litharge of the consistency of cream was then applied to the break on both sides, and the cast iron was carefully heated by means of a gasoline torch until the litharge had hardened. Another application of litharge and heat completed a repair which has stood the test of hot and cold water for more than a year and a half.

In the case of single holes all that is necessary is to ream and countersink the holes and insert a stove bolt with rubber and iron washer beneath, taking care that the rubber washer shall bind closely on the thread of the bolt. A steel sink may be soldered or may be repaired by means of a copper rivet carefully flattened.—The Metal Worker.

BATHROOM SETS DESTROYED.

Four hundred sets of bathroom work were destroyed in the fire at The Goderich Organ Company's factory on Wednesday, besides 90 organs, which were to have been shipped the following day to Liverpool. It is said the total loss will exceed $75,000.

PLUMBING AND HEATING CONTRACTS.

Fiddes & Hogarth are furnishing two houses on Jarvis street, belonging to Mrs. Roberts, with heating and plumbing.

J. & A. Fiddes, 177 King street east, are furnishing the plumbing and gas fitting for the premises of G. Davy, Queen street east, Toronto.

Guest & Co. are furnishing the premises of R. Gregory, 204-208 Wilton avenue, with plumbing and heating. A No. 4 water motor is being installed in an Anglican church, Brantford, Ont., by this company.

The new branch of the Bank of Hamilton, now in course of erection at the corner of Queen street and Spadina ave., is to be furnished with heating and plumbing apparatus by The Bennett & Wright Co., Limited.

The dwelling and store of Peter Macdonald, jr., Sherbourne street, Toronto, is being supplied with Auer heating and plumbing by Mashinter & Co. This company are also supplying Sullivan's hotel, corner of King street and Leader Lane, with plumbing and steam heating.

The Bennett & Wright Company, Limited, have secured the contract of furnishing the heating and plumbing for the Bank of Montreal, at the corner of Queen and Yonge streets, Toronto ; also the heating and plumbing for the new Bell Telephone Company's building on Temperance street.

BUILDING PERMITS ISSUED.

THE following building permits were issued during the past week from the office of the city commissioner, Toronto : E. H. Drummer, pair semi-detached two-storey brick dwellings, Pearce street, $3,300 ; M. S. and C. R. Harris, two-storey and attic brick dwelling, 67 Glengrove avenue, $2,500 ; C. and S. E. Plowman, pair semi-detached two-storey and attic brick and stone dwellings, 98 and 100 Macpherson avenue, $5,000 ; Grand Trunk Railway Co., one-storey offices and freight house, frame, covered with iron, Cherry street, $2,500 ; American Abell Engine Co., two-storey brick machine shop and pattern shop, 48 Abell street, $10,000 ; Geo. M. Bryan, pair of semi-detached two-storey brick dwellings, Walker street, $3,800 ; F. C. Kean, pair semi detached two-storey brick and stone dwellings, Dovercourt Road, $3,000 ; Dignum & Monypenny, five-storey stone, brick and steel building, Wellington street, $22,000 ; Western Printing Company, three-storey brick and stone printing office, corner of Queen and Duncan streets, $4,000 ; N. M. Wilson, pair semi-detached two-storey and attic brick dwellings, 253-255 St. Clarens avenue, $1,000 ; R. S. Unwin, pair semi-detached two-storey and attic brick and stone dwellings, 576-578 Bathurst street, $5,000; A. Batho, pair semi-detached one-storey and mansard brick front, roughcast sides, 21-23 Trafalgar avenue, $2,000 ; Charles McLelland, pair semi-detached two-storey and attic brick and stone dwellings, Rosebery avenue, $6,000 ; R. F. Rowland, 2½-storey stone and brick dwelling, 242 Rusholm Road, $2,800 ; John Hillock & Co., three-storey stone and brick factory, 152 George street, $6,000 ; Redford & Co., pair of frame dwellings, Tenty ave., $2,500 ; H. Wood, two-storey brick detached dwelling, Crawford street, $1,500 ; T. Chantler, two-storey and attic brick dwelling, 98 Crawford street, $3,000 ; J. O. Patterson, two-storey and attic brick-detached dwelling, 215 St. Patrick street, $3,000 ; Thos. F. Robertson, pair semi detached two-storey and attic stone and brick dwellings, Delaware avenue ; H. W. Williams, 2½-storey pair semi-detached brick and stone dwellings, 34-36 Walmer Road, $6,000 ; W. J. Hodgson, two-storey and attic brick dwelling, 49 Albany avenue, $3,200 ; F. D. Manchee, two-storey and attic brick and stone detached dwelling, Searth Road, $7,000.

INCREASE IN GAS PLANTS.

According to recent statistics the operations in the gas line in America have increased enormously during the last decade. The 712 gas companies of 1890 increased to 877 in 1900, while, during the same ten years, the quantity of gas sold increased 83.7 per cent. and the value of the plants increased 114.7 per cent.

PAINT FOR THE FARMER'S BARN.

Now there is a season of Fall painting after the crop, and it's a good stroke of business to induce your farmer customers to go at it. Don't offer him the expensive house paints for his barns and roofs; it's not necessary, and most likely you wouldn't get the business. Tell him of **RAMSAYS OUTSIDE PAINTS** for just such work, sell them at $1 00 per gal. and make a handsome profit for yourself.

A. RAMSAY & SON, MONTREAL. ESTD. 1842. **PAINT MAKERS.**

Booth Copper Co., Limited

Cuts Copper and Brass

SHEETS—TUBES—RODS

to any size.

FULL STOCK ALWAYS ON HAND.
PROMPT SHIPMENTS.

The BOOTH COPPER CO., Limited

119-123 Queen St. East,
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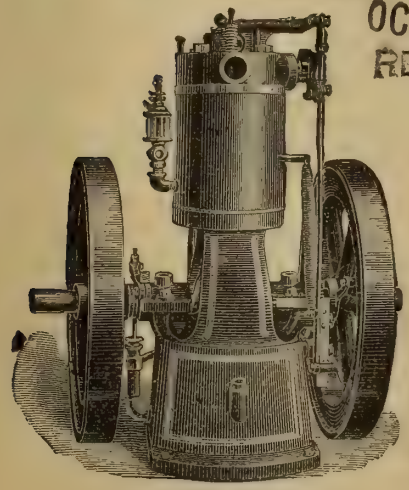
THE FAIRBANKS GAS and GASOLINE ENGINES

BUILT IN ALL SIZES. **FOR ALL POWER PURPOSES.**



VERTICAL GAS or GASOLINE ENGINE.
1, 2 and 4 Horse Power.

OCT 17 1902
RETURNED

The Cleanest, Most Convenient, Most Economical form of power.

Send for Catalogue and Prices, or have our Gas Engine Man see you.

MONTREAL—THE FAIRBANKS COMPANY—VANCOUVER

INDUSTRIAL GOSSIP.

THE Canada Foundry assessment problem was again under consideration at the meeting of York Township Council the other day, and after a lengthy discussion the by-law fixing the assessment of the company's property at $150,000 for a period of 20 years was passed.

Former Mayor Truelson, Alfred Merritt and A. E. Lewis, of Duluth, are at Black Sturgeon Lake where they are about to secure an iron location, the purchasing price of which is $7,000.

Alex. Frasor & Son, of Ottawa, have purchased from T. and R. Ritchie 100 acres of land on Lake Deschene, upon which they intend erecting a fireproof sawmill. The price has not been made known.

The ratepayers of Guelph have granted a bonus of $40,000 and a free site to Wallace W. Near, manager of The Page-Hersey Co., of Montreal, and his associates, for the establishment of an iron pipe and tube mill.

The dredging of the dry dock in Collingwood is progressing rapidly. Large quantities of steel and concrete are arriving for the Collingwood Shipbuilding Co., and the machinists in the machine shops are now engaged in preparing the steel plates for the first steamer.

The new steel freight steamer Tadenac, of the St. Lawrence and Chicago Navigation Co., was launched at the Bertram shipyards Toronto, on October 5. She is a large package freighter and built in a manner that enables her to pass the Welland canal and navigate from Lake Superior to Quebec. Her capacity is 105,000 bushels of grain.

Oil has finally been struck in Wheatley, Essex Co. Since last spring this locality has been exploited by the Standard and the United Gas and Oil Companies, but it was only on October 6 that a well was sprung which yielded oil in large quantities. It is stated that over two acres is flooded by this well, and that the greatest excitement prevails. The companies are leasing land largely in the vicinity.

BONUS FOR A NEW FOUNDRY AT SYDNEY.

The ratepayers of North Sydney have unanimously decided to grant I. C. Thompson & Co. $5,000 bonus, besides free water and exemption from taxes, in consideration that the firm begin at once a large foundry business there. In addition to stoves and tinware, the company will also manufacture hot-water and steam furnaces. Over 300 men will be employed in the new works.

THE TAYLOR FORBES CO.

Incorporation has been granted John McPherson Taylor, of Guelph; George D. Forbes, of Hespeler, and Adam Taylor, Emma Taylor and Jas. S. Taylor, of Guelph, to manufacture hardware, radiators, boilers, and all the machinery connected with plumbers', engineers', steam-fitters' and gas-fitters' supplies, etc., with all the privileges incidental to the carrying on of this business, under the name of The Taylor-Forbes Co, Limited, with a total capital stock of $300,000.

NEW LINSEED COMPANY.

The Canadian Midland Linseed Company is now asking for incorporation in Manitoba. Its capital is fixed at $500,000 and the purposes and objects for which incorporation is sought are as follows: To carry on the business of millers; to purchase any and all grains and seeds; to manufacture and sell all useful products therefrom; to erect and operate all necessary mills, plant and machinery; to erect and operate all necessary elevators and warehouses; to act as grain dealers in the purchase and sale of all grains and seeds.

The operations of the company are to be carried on throughout the Province of Manitoba, and the company's chief place of business is to be at Winnipeg.

The names in full, addresses and callings of the applicants are as follows: Eldredge C. Werner, president of the Midland Linseed Co., Minneapolis, Minn.; Sumner T. McKnight, capitalist, Minneapolis, Minn.; George Frank Piper, manufacturer, Minneapolis, Minn.; George C. Christian, miller, Minneapolis, Minn.; Walter Donald Douglas, capitalist, Cedar Rapids, Iowa.

Eldredge C. Warner, Sumner T. McKnight, George Frank Piper, George C. Christian and Walter Donald Douglas are to be the first directors of the company.

COULD NOT GET THE ORE.

A despatch from Nanaimo, B.C., says: "The steamer Bermuda, of Vancouver, has returned from the Texada iron mines without a cargo. The Bermuda went with an order to take all the ore, ever 300 tons, from the mines to the Crofton smelter, but found that there was not 300 tons there. This and other failures of the Pacific Steel Co., who are operating the mine on an option, will likely result in the forfeiture of the option on the grounds of breach of contract with the owners, the Paget Sound Iron Co.

"The contract calls for an output of 200 tons per day, and for some time past the daily average production has been away below that mark. The Pacific Steel Co. has all along had trouble with its employes, who claim they went to work regularly and are not paid. To day only four men are at work. Twenty Chinamen who were working in the mine went on strike about four weeks ago because wages were not duly forthcoming, and a settlement has not yet been made. W. H. Lee, representing the Puget Sound Iron Co., is now at the mines. He says if his company regains possession the property will be worked extensively. It is very rich."

NEW BRUSH FACTORY.

Operations in the new broom and brush factory of Thomas Bros., St. Thomas, Ont., commenced a week ago last Monday. These manufacturers have also a factory in Norwich, but it is needless to state that this mammoth factory in St. Thomas, the main building of which consists of three storeys and is 50 x 400 ft. in dimensions, will be the headquarters of their business.

Besides the main building there is a back addition 100 feet long by 50 feet wide, which is equipped with the latest improved machinery. At present there is but one boiler, a 200 horse power Goldie & McCullough, but space is left for another if required.

In the building there are 400 windows and over 5,000 lights of glass. The cost of erection alone was the sum of $35,000. The contractors were: George A. Ponsford, brickwork; C. Riddle, gravel roofing; Ingram & Davey, galvanized ironwork; Hamilton & Stott, plumbing, and C. Lovson, painting.

It is expected that this firm will employ over 150 men.

PERSONAL MENTION.

Mr. W. T. Best, of the Gilmour Paint Works, Bedford, Que., and Mr. U. Beaumoyer, of St. Hyacinthe, both well-known paint were in Montreal this week.

Mr. Chester Marshall, who has been for some months with the Hobbs Hardware Co., London, has retured to Galt. He has accepted a position with Mr. Theron Buchanan, jr.

Mr. H. S. Chestnut of the firm of R. Chestnut & Sons, Fredericton, was united in marriage September 24 with Miss Annie Isabette, B.A., eldest daughter of Deputy Provincial Secretary R. W. L. Tibbitts.

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, Ottawa, Ont.

Barb Wire,
Hay Wire,
Cut Nails,
Wire Nails,
Cordage,
Glass,
Etc.

The Only Exclusive Wholesale Hardware Firm Between Montreal and Toronto.

Tarred and Dry Sheathing,
Tarred Felt,
Rosin, Pitch,
Chopping Axes,
Broad Axes,
Cross Cut Saws,
Etc.

A complete stock of Lumbermen's and Builders' Hardware always on hand. **A Trial Solicited**

PRICES RIGHT. ASK FOR PRICES.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.

For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold Street, New York.

Syracuse Smelting Works

ATKINS HIGH-GRADE, CROSS-CUT SAWS

ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS

E. C. ATKINS & Co.,

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS.

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New York: Empire Building.
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BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

C. J. UPTON, general merchant, Elmvale, Ont., has assigned to J. McEachren.

Jacob Schouss, cooper, Walkerton, Ont., has assigned to Thos. E. Atwood.

P. E. Forget, general merchant, Labelle, Que., has affected a compromise.

William Lasalle, general merchant, Pierreville, Que., has assigned to A. A. Mondon.

The creditors of P. Morin, general merchant, St. Tite, Que., will meet on October 13.

A demand of assignment has been made on Adrien Barrette, general merchant, St. Tite, Que.

J. B. Horowich, junk dealer, etc., Chatham, Ont., has assigned to the sheriff and left the place.

Howard & Co., carriagemakers, Pembroke, Ont., are offering to compromise at 65c. on the dollar.

A demand of assignment has been made on S. Bertrand, general merchant, Notre Dame Des Anges, Que.

G. Pommerleau, general merchant, Beauce Junction, Que., has assigned; V. E. Paradis is provisional guardian.

Bilodeau & Chalifoux are the curators of Desforges, Desforges & Co., wholesale and retail hardware merchants, Montreal.

The creditors of J. E. Langlois, general merchant, The Brook, Ont., have held a meeting; Langlois is offering to compromise.

PARTNERSHIPS FORMED AND DISSOLVED.

Kearney & Kearney, general merchants, Dawson, B.C., have dissolved.

E. V. Demers & Co., founders, Maisonneuve, Que., have dissolved.

Scott, Cross & Co., builders, planing mill, etc., Toronto, have dissolved; each continues.

Webster Bros. & Parkes, mantels, cements and drain pipes, Montreal, have dissolved.

G. Thorsteinson & Co., general merchants, Gimli, Man., have dissolved; G. Thorsteinson continues.

Faas, Crawford & Co., general merchants, Kitchener, B.C., have dissolved; T. J. &. W. H. Crawford continues.

Masterson & Griffith, general merchants, Trout Lake City, B.C., have admitted Edw. Baillie as partner under the style of Masterson, Griffith & Co.

SALES MADE AND PENDING.

James McDonough, sawmiller, Westover, is advertising his business for sale.

Robert Harper, blacksmith, Norval, Ont., is advertising his business for sale.

The assets of J. A. Lomme, general merchant, St. Johns, Que., are to be sold.

J. W. Shannon & Co., sawmillers, Prince Albert, N.W.T., are reported to have sold out.

The assets of A. Lafontaine, general merchant, Drummondville, Que., are to be sold.

The stock of Richard Altman, second-hand goods, etc., Rossland, B.C., is to be sold by bailiff.

The stock of Jean S. McLeese, general merchant, Soda Creek, B.C., is to be sold by auction October 16.

The assets of Desforges, Desforges & Co., wholesale and retail hardware merchants, Montreal, are to be sold.

Lusty Bros., builders and lumber merchants, Rodney, Ont., advertise their saw and planing mill for sale.

The plant at Sault St. Marie, Ont., of W. J. Hill, builder, Deer Park, Ont., is advertised to be sold by tender.

The real estate of T. J. K. Alexander, general merchant, St. Agathe Des Monts, Que., is to be sold October 14.

An item appeared in the last issue of the HARDWARE AND METAL to the effect that John C. Hay, coal and wood dealer, Listowel, Ont., had sold out; this was incorrect.

CHANGES.

J. A. Vincent, sash and sawmiller, Acton, Que., is starting.

S. Stevens, sawmiller, Fort William, Ont., has sold out to A. H. Dale.

Jutras & Parizeau, sash and sawmillers, Acton, Que., have sold out.

Adam Zephir, blacksmith, St. Eugene de Grantham, Que., is starting.

D. Turenne, blacksmith, St. Eugene de Grantham, Que., is out of business.

C. P. Easton & Co., pulp wood and lumber merchants, Quebec, have registered.

James Dalrymple, blacksmith, Moosejaw, N.W.T., has sold out to T. Rusk & Son.

Tremblay & Riendeau, wholesale and retail lumber merchants, Montreal, have registered.

George M. Webster has registered for Webtser Bros. & Parkes, manufacturers and importers of mantels etc., Montreal.

FIRES.

J. H. Stanford's saw mill, etc., Chester, N. S., have been burned out.

Thomas M. Linkletter's saw and grist mills, Miscouche, P. E. I., have been burned out.

H. Chambers, general merchant, Springfield, Ont., has sustained loss by fire; insured.

DEATHS.

S. H. Caswell, of S. H. Caswell & Co., bankers and general merchants, Qu'Appelle Station, N.W.T., is dead.

To ALL who make a specialty of

CARRIAGE PAINTERS' SUPERFINE COLORS

In CANADA, the **CANADA PAINT COMPANY** manufacture from the first processes onward a full range of carriage colors, every line of which they warrant for purity, fineness of texture, brilliancy, permanence, fineness in working and hardness in drying.

GUARANTEE

We guarantee the superiority of our Carriage Painters' Superfine Colors for the following reasons:

The colors are all of our own manufacture.

The Japans in which they are ground are also manufactured by us and tested before use.

Every batch of our specialties for carriage purposes, whether Primer, Rough Stuff, Rub Lead or Fine Color, is proved by actual test before leaving our premises.

We continue to solicit the business of all firms who desire to sell first-class paints for first-class work.

For Varnishes and Carriage Painting material of every description, address,

THE CANADA PAINT COMPANY, LIMITED,

MONTREAL — TORONTO
Canada

FRANK MILLER'S

HARNESS PREPARATIONS.

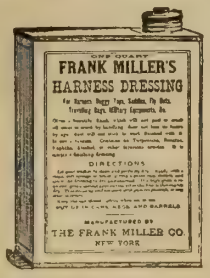
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant jet-black gloss which will not peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness. Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, thus adding life.

The highest quality of oil on the market.

LAMB FENCE

No soft wire in it.

The H. R. LAMB FENCE CO., Limited, London, Ont.

CANDAPER TOILET PAPER.

In package or rolls, never fails to give satisfaction. Every hardware dealer likes to handle a profitable and satisfactory article such as this is. It helps your trade.

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

Lockerby & McComb

AGENTS IN CANADA

FOR THE

Celebrated P. & B. Cold Storage Lining

AND

. . Ruberoid Roofing . .

P. S.--Prices on Application.

65 Shannon Street, MONTREAL.

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage. Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made.

HARRINGTON & RICHARDSON ARMS CO.

Also makers of H. & R. Revolvers.

Catalog on request. Worcester, Mass., U.S.A.

Sausage Stuffer, Lard *and* Fruit Press

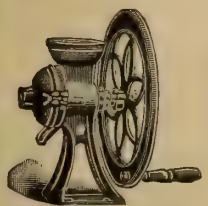
8 Sizes *and* Styles

Rapid Grinding *and* Pulverizing Mills

40 Sizes and Styles for Hand and Power

No. 3, $5.00

Bone, Shell *and* Corn Mill



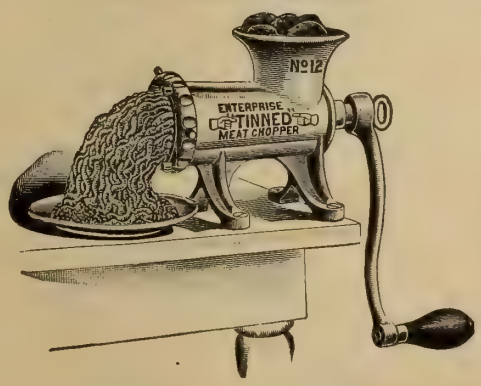
No. 750, $7.50

TRADE **"ENTERPRISE"** MARK

Meat *and* Food Choppers

TINNED

40 Sizes *and* Styles for Hand *and* Power from $1.00 to $300.00



No. 12, - - $2.50

Sold by all *the* leading Jobbers *of the* Dominion

ILLUSTRATED CATALOGUE MAILED FREE

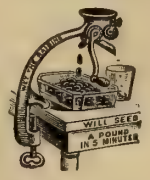
The Enterprise Mfg. Co. *of* Pa.

Philadelphia, Pa., U. S. A.

Meat Juice Extractor

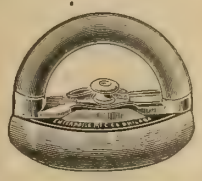
No. 21, $2.50

Raisin Seeder



No. 36, $1.00

Cold Handle Polishing IRON



No. 82, $6.75 per doz.

A CRITICISM OF BUSINESS METHODS.

Editor HARDWARE AND METAL,—In the preceding articles of this series I endeavored to point out that manufacturers should confine their lines of manufacture to as few lines as possible, and that the distribution to the retail trade should be largely left in the hands of the wholesalers.

Both manufacturers and wholesalers should recognize that retailers are entitled to the local trade, including public institutions, the rule being that unless bought for sale again the trade should go to the retailer.

We all have to live. The interest of all will be better served by recognizing the other man's right to business existence. Any saving a customer makes is often more imaginary than real. What is saved in first cost is lost by the inability to obtain the advice and experience of the local dealer.

A short time ago a general store merchant was in the city. He was opening a new store, and had picked out his dry goods and grocery lines. He came to the hardware house and inquired for the traveller whom he knew and had bought goods through. It was his first meeting with the local salesman; also the proprietor. When solicited to place his orders he would not, remarking: "I am tired buying and will hold for your traveller, as he knows what I want better than I do myself."

A leading Methodist clergyman in a sermon said: "I have as much resaon to thank the clerk or merchant that sells me something that I require as he has to thank me for my money. He has rendered me a service."

Knowledge and experience are factors in business that may be more valuable to the consumer than any saving of dollars and cents in a purchase.

Being connected with the wholesale trade, I could buy many lines for personal and domestic use at wholesale prices, but I do not, for three reasons:

1. I have to lose more time to obtain requirements.

2. I cannot get the personal service.

3. Because I get from the retailer in the quantities that suit my requirements, not as a favor, but as a business transaction.

Neither do I patronize departmental stores. Legitimately conducted they have claims for recognition as distributors of commerce. My living comes from the sale of goods. For advertising purposes, they resort to cutting of prices of staple lines, and often sell at a loss. This demoralizes the sale of that line through regular dealers, and renders it difficult to obtain a legitimate profit. It is a line in one business to-day, another to-morrow. I reason that the bait is put out expecting to make up on lines that the average customer knows nothing about.

Every self-respecting merchant should use his influence against this method of business and be in favor of legitimately conducted businesses.

You may well ask here: "What have these things to do with developing 'Canadian trade?'" A chain is only as strong as its weakest link. The retailers have rights that should be recognized. Their businesses should not be rendered unprofitable by wrongful competition. They have a place in the distribution of goods to consumers.

Retailers should have a thorough knowledge of their businesses, conducting it to make a living for themselves and those depending on them. Competitors have to live. To down them by cutting prices or other undesirable methods may rebound. Rather become associated in obtaining better results and fighting evils that exists in business. Retailers will find it in their interest to become members of the Retail Association of Canada. It has done good work; stronger membership will enable it to do more.

"CANADIAN TRADE."

LEADING THE LEADERS.

There never was a time when competition in manufactured goods was as keen as at present. The firm that would secure and retain a strong hold on Canadian trade must not only put skill and money into the manufacture of their goods, but they must put conscience and business integrity into them as well. When they do this they quickly become leaders. In no case has these conditions been more fully incorporated into business than in the case of the United Factories, whose goods stand right in the foremost of the race for recognition on merit by the dealers in high-class Canadian manufactured goods. They lead the leaders.

THERE ARE NO OTHERS!

Decatur, Bull & Co., Montreal, are sole Canadian agents for The National Cutlery Co.'s shears, who are not connected with any combination, who make their own malleables, and manufacture the only tinners' snips and shears in the world made with a steel ride. There are no soft spots or soft edges, and each is thoroughly guaranteed. Each pair of these shears is put up in a separate packet.

MAN'S WORK.

No man is born into the world whose work
Is not born with him; there is always work
And tools to work withal for those who will;
And blessed are the horny hands of toil!
The busy world shoves angrily aside
The man who stands with arms akimbo set
Until occasion tells him what to do.
And he who waits to have his task marked out
Shall die and leave his errand unfufilled.

—James Russell Lowell.

Apollo galvanized iron is all alike; if not, send back to your jobber at our expense—we shall hear of it.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

YOU NATURALLY EXPECT THAT THE GOODS **YOU** BUY WILL GIVE ENTIRE SATISFACTION TO **THOSE** WHO BUY FROM YOU. WHEN YOU PURCHASE

2 AND 3 PLY READY ROOFING,
BUILDING PAPERS,
SHEATHING AND CARPET FELT,
COAL TAR PRODUCTS,
HANGING AND PRINT PAPER,
BROWN AND MANILLA WRAPPING

from us your expectations will be realized. Our lines are all guaranteed to give entire satisfaction. Quality, the best.

ALEX. McARTHUR & CO., 82 McGill Street, MONTREAL.

PAPER MILLS: JOLIETTE, QUE. FELT FACTORY: HARBOR AND LOGAN STREETS, MONTREAL.

CURRENT MARKET QUOTATIONS

October 10, 1902.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits— 56 and 28 lb. ingots, 100 lb.	$32 00	$33 00

TINPLATES.

Charcoal Plates - Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$6 75
I.X. "	....	8 25
I.X.X. "	....	9 75
Famous, equal to Bradley—		
I.C.	....	6 75
I.X.	....	8 25
I.X.X.	....	9 75
Raven and Vulture Grades—		
I.C., usual sizes	....	5 00
I.X. "	....	6 00
I.X.X. "	....	7 00
I.X.X.X. "	....	8 00
D.C., 12½x17	....	4 50
D.X	....	5 25
D.X.X	....	6 00

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	4 25
I.C., special sizes, base	....	4 75
20 x 28	....	9 00

Charcoal Plates - Terne.

Dean or J.G. Grade -		
I.C., 20x28, 112 sheets	....	8 50
I.X., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X.X., 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	....	0 06½

Tinned Sheets.

72x30 up to 24 gauge	....	8 00
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	1 95	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3 in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth & Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "silver" tool steel	0 12	0 14
" "special"	0 15	0 20
Jonas & Colver's tool steel.	0 08	0 15
" "air hardening"	0 45	0 60
Drill steel, per lb.	0 08	0 10

BOILER TUBES.

	Per foot.
1½, 1¾ and 4 inch	0 09
2½ in.	0 16
3 in.	0 13
3½ in.	0 16
4 in.	0 31

STEEL BOILER PLATE.

¼ in.	2 50	2 60
3-16 in.	2 60	2 70
⅝ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	....

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

Black pipe—		Per 100 feet.
⅛ inch	....	2 90
¼ "	....	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	20 00
3 "	....	24 00
3½ "	....	30 00
4 "	....	37 50
4½ "	....	42 00
5 "	....	47 00
6 "	....	60 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Discount on pipe up to 2 in. 4 p.c. Larger sizes nett.

Malleable Fittings—Discount 30 p.c.

Cast Iron Fittings—

On all cast iron fitting, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis. All others—discount 60 p.c.

GALVANIZED SHEETS.

	G.C. Comet.	Bell.	Queen's Head.
16 gauge	....	....	....
18 to 24 gauge	4 05 3 75	4 00	4 05
26 "	4 25 4 00	4 15	4 25
28 "	4 50 4 25	4 35	4 50

American brands, $4.40 for 28 gauge.

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.		....	....
" ¼ "		7 85	8 10
" 5-16 "		5 25	5 50
" ⅜ "		4 50	4 75
" 7-16 "		4 25	4 50
" ½ "		4 20	4 50
" 9-16 "		4 05	4 50
" ⅝ "		4 00	4 50
" ¾ "		4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 p.c.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.

		Per 100 lb.
English B.S., ton lots	....	13 50
Lake Superior	....	....

Bars.

Cut lengths, round, ½ to ⅞ in	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00

Sheet.

Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

Boiler and T.K. Pitts.

Plain tinned, per lb.	....	0 28
Spun per lb.	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 3
Tubing, base, per lb.	0 23½

ZINC SPELTER.

Foreign, per lb.	5 50	6 00
Domestic "	....	....

ZINC SHEET.

5-cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD.

Imported Pig, per 100 lb.	....	3 50
Bar, per lb.	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe, 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.: chilled, $7.00 per 100 lb.; buck, seal and ball, $7 50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Discount, 60 p.c. on medium and extra heavy, and 55 p.c. on light soil pipe and fittings.

SOLDER.

	Per lb.	Per lb.
Bar half-and-half, guarant'd	....	0 20
Bar, half and-half, commer'l	....	0 19½
Refined	....	0 19
Wiping	....	0 18½

ANTIMONY.

Cookson's, per lb.	....	9 50

WHITE LEAD.

	Per 100 lb.	
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White		5 75
Elephant and Decorators' Pure		5 25
Brandram's B.B. Genuine		7 00
" " No. 1		6 00
"Monarch" brand		6 12½
Decorator's Pure		5 25
Essex Genuine		5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt.	$5 75
Genuine, 100 lb. kegs, per cwt.	5 00
No. 1, 560 lb. casks, per cwt.	4 75
No. 1, 100 lb. kegs, per cwt.	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 50
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 25
Second qualities, per gallon	....	1 0
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co's pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Stewart & Wood's Champion pure	....	1 20
Standard Paint Co.'s "New Era"	....	1 30

COLORS IN OIL.

25 lb. tins, standard Quality.

Venetian red, per lb.	0 04½	0 06
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "	....	0 06
Marine black	....	0 09
Chrome green	....	0 10
French imperial green	....	0 12
Signwriters' black	....	0 16
Burnt umber	...	0 11
" sienna	....	0 11
Raw umber	....	0 11
" sienna	....	0 11

COLORS, DRY.

Common ochre, bbls	1 20	1 30
Yellow ochre (J.F.L.S.), bbls.	....	2 00
Yellow ochre (La Belle)	1 15	1 25
Brussels ochre	....	2 00
Venetian red (best), bbl.	1 75	2 00
English oxides, per cwt.	3 00	3 25
American oxides, bbls.	1 25	2 00
Canadian oxides, bbls.	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb.	....	0 0
" umber, " "	....	1 10
Raw do	. .	0 09
Drop black, pure	....	0 09
Chrome yellow, pure	....	0 18
Chrome greens, pure per lb.	0 09	0 10
Golden ochre	0 04	0 05
Ultramarine blue, in 28-lb. boxes, per lb.	0 06	0 18
Fire proof mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb.	....	0 07
Mortar color, per 100 lb.	1 25	1 50
Pure Indian red, No. 45, lb.	0 08	0 10
Whiting, bbl.	0 55	0 60
English vermillion in 30-lb. bags.		0 95

PARIS GREEN.

		Per lb
Petroleum, casks	0 16½	0 18
Arsenic kegs	0 17	0 19
50 lb. and 100-lb. drums	0 18½	0 19½
25-lb. drums	0 19	0 20
1-lb. packages	0 20	0 20½
½-lb. do	0 22	0 22½

BLUESTONE.

Casks, for spraying, per lb.	0 07
100-lb. lots, do per lb.	0 08

PUTTY.

Bulk in bbls.	1 90
Bulk in less quantity	2 05
Bladders in bbls.	2 25
Bladders in kegs, boxes or loose	2 40
Bladders in 25-lb. tins	2 55
Bladders in 12½ lb. tins	2 65
Bladders in bulk or tins less than 100 lb	2 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak	. . .	1 50
Furniture, extra	....	1 25
" No. 1	....	1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine, brown japan	1 25	1 30
" black japan	0 85	1 50
" " No. 1	0 50	0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal.		2 75

Maple Leaf coach enamels: Size 1, $1.20; size 2, 70c.: size 3, 40c. each.

Sherwin-Williams' copal varnish, assorted case, from ½-pts. to 1 gal. $2.50.

CASTOR OIL.

East India, in cases, per lb.	0 09½	0 10
" small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal.	0 50	0 55
Pure olive	....	1 20
" neatsfoot	....	0 90

GLUE

Common	0 08	0 09
French medal	0 10	0 14
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16

JAMES HUTTON & CO.

Sole Agents in Canada for

Joseph Rodgers & Sons, Limited,
Steel, Peech & Tozer, Limited,
W. & S. Butcher,

Thomas Goldsworthy & Sons,
Burroughes & Watts, Limited,
Etc., Etc.,

Have reopened their offices in Victoria Chambers,

232 McGill Street, MONTREAL.

HARDWARE.

Ammunition.

Cartridges.

B. B Caps Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 40 p. c., Amer
Rim Fire Cartridges, Dom., 50 and 5 p. c
Central Fire Pistol and Rifle 10 p.c. Amer.
Central Fire Cartridges, pistol sizes Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.
Central Fire, Military and Sporting, Amer. add 5 p.c. to list. B.B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p.c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads	per lb
Best thick white felt wadding, in ¾-lb bags	1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads in boxes of 1,000 each, 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Adzes.

Discount, 20 per cent.

Anvils.

Wright's, 80-lb. and over	....	0 10¾
Hay Budden, 80-lb. and over	....	0 09¼
Brook's, " " "	....	0 11¼

Augers.

Gilmour's discount 65 and 5 p.c. off list.

Axes.

Chopping Axes		
Single bit, per doz	5 50	10 00
Double bit, "	11 00	18 00
Bench Axes, 40 p.c.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 00	10 00

Axle Grease.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

Bath Tubs.

Zinc	....	6 00

Copper, discount 15 p.c. off revised ist

Baths.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
" " " 2nd "	20 00

Anti-Friction Metal.

Tandem" A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Magnolia Anti-Friction Metal, per lb		0 25
Frictionless metal, per lb		0 23
Hercules, per lb		0 15

SYRACUSE SMELTING WORKS.

Aluminum, genuine	0 41
Dynamo	0 27
Special	0 22
Aluminum, 99 p.c. pure "Syracuse"	0 45

Bells.

Hand

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro', discount 45 per cent

Farm.

American, each	1 25	3 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 40 per cent.

Belting.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 p.c.

Bits.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen. net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind and Bed Staples.

All sizes, per lb	0 07¾	0 12

Bolts and Nuts.

	Per cent.
Carriage Bolts, common ($1 list)	55 and 10
" " full square ($2.40 list)	55 and 10
" " Norway iron ($3 list)	50 and 10
Machine Bolts, all sizes	50 and 10
Plough Bolts	50 and 10
Blank Bolts	50 and 10
Bolt Ends	50 and 10
Sleigh Shoe Bolts	65 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3¾c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove rods, per lb. 5½ to 6c.
Nuts, in 50 lb. lots ¼c. per lb. extra. in less than 50 lb. lots, ½c etxra.

Boot Calks.

Small and medium, ball, per M	4 25
Small heel, per M	4 50

Bright Wire Goods.

Discount .... 62½ per cent

Broilers.

Light, dis., 65 to 67½ per cent.
Reversible, dls., 65 to 67½ pe cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8. "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

German, per doz	6 00	11 00
American, per doz	12 00	20 00

Butcher Knives.

Bailey's, per doz	0 60	6 30

Building Paper, Etc.

Tarred felt, per 100 lb				1 70
Ready roofing, 2-ply, not under 45 lb. per rol				85
Ready roofing, 3-ply, not under 65 lb. per roll				1 10
Carpet felt, per ton				40 00
Dry sheathing, per roll, 400 sq ft.				35
Tar sheathing,	"	"	"	45
Dry fibre	"	"	"	50
Tarred fibre,	"	"	"	60
O.K. & I.X.L.,	"	"	"	65
Resin-sized,	"	"	"	40
Oiled sheathing,	"	600	"	1 10
" "	"	400	"	70
Roof coating, in barrels, per gal				17
" " small packages				25
Refined tar, per barrel				4 50
Coal tar, "				4 00
Coal tar, less than barrels, per gal				15
Roofing pitch, per 100 lb				85

Bull Rings.

Copper, $2.00 for 2½ in. and $1.90 for 2 in.

Butts.

Wrought Brass net revised list.

Cast Iron.

Loose Pin, dis., 60 per cent.

Wrought Steel

Fast Joint, dis. 65, 10 and 2½ per cent.
Loose Pin, dis. 65, 10 and 2½ per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Carpet Stretchers

American, per doz	1 00	1 50
Bullard's, per doz	....	6 50

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian Portland	2 25	3 00
English "	3 00	3 15
Belgian "	2 50	2 75
Canadian hydraulic	1 25	1 50
Arrow	....	2 25
Buffalo	....	2 00

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

Broad's, dis. 60 and 10 per cent.
Warnock's, dis. 60 and 10 per cent.
P. S. & W. Extra 60, and 10 p.c.

Churns.

Revolving Churns, metal frames—No. 0, $8—No. 1, $8.50—No. 2, $9.00—No. 3, $10.00—No. 4, $12.00—No. 5, $16.00 each. Ditto, wood frames—20c. each less than above. Discounts: Delivered from factories, 53 p.c.; from stock in Montreal, 51 p.c. Terms, 4 months or 3 p.c. cash in 30 days.
Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2 65. Metal frames 25c. extra. Discount 15 p.c., net 30 days.

Clips.

Axle dis. 65 per cent.

Closets.

	Net.
Plain York or Ontario Syphon Jet.	$9 60
Emb. York or Ontario Syphon Jet.	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. Elgin or Teu. Syphon Washout	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
" " " " emb.	10 20
Plain Richelieu	3 75
Emb. Richelieu	4 00
Connections	1 25
Low Down Ont. Sy. Jet, plain	11 70
" " " " " emb'd.	12 30
Closet connection	1 25
Basins P.O., 14 in	0 70
" oval 17 x 14 in	1 50
" " 19 x 15 in	2 25

Compasses, Dividers, Etc.

American dis. 62½ to 65 per cent.

Conductor Pipe.

Plain or Corrugated.

2-inch, per 100 feet	3 00
3 " " "	4 00
4 " " "	5 25
5 " " "	6 75
6 " " "	9 00

Cradles, Grain.

Canadian, dis. 20 to 25 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair	.17½
" " 5, "	.22½
" 6, "	.15
Boynto pattern "	.20

Door Springs.

Torrey's Rod, per doz (15 p.c.		2 00
Coil, per doz	0 88	1 60
English, per doz	2 00	4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 60 and 10 per cent.

Drills.

Hand and Breast

Millar's Falls, per doz. net list.

DRILL BITS.

Morse, dis., 37½ to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.

EAVE TROUGH.

10-inch, per 100 ft	$3 10

ELBOWS. (Stovepipe.)

	per doz.
5 and 6-inch, common	1 20
7-inch	1 35

Polished, 15c. per doz. extra.

ESCUTCHEONS.

Discount, 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 p.c
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co's "Simplicity" file handle, per gross 85c. to $1.50.

GLASS—Window—Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 20	4 25	....	6 25
26 to 40	2 40	4 65	....	6 75
41 to 50	....	5 10	....	7 50
51 to 60	....	5 35	....	8 50
61 to 70	....	5 75	....	9 75
71 to 80	....	6 25	....	11 00
81 to 85	....	7 00	....	12 55
86 to 90	....	7 75	..	15 00
91 to 95	..	....	...	17 50
96 to 100	.. .	....	. ..	20 50

GAUGES

Marking, Mortise, Etc.

Stanley's dis. 50 to 55 per cent.

Wire Gauges.

Winn's Nos. 26 to 33, each	1 65	2 40

HALTERS.

Rope, ⅜ per gross	....	....
" ½ "	....	9 00
" ⅝ to ¾	....	14 00
Leather, 1 in., per doz	3 87½	4 00
" 1¼ in., "	5 15	5 20
Web, — per doz	1 87	2 45

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent Can. dis. 25 to 27½ per cent.

Tack.

Magnetic per doz	1 10	1 20

Sledge.

Canadian per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz. net	1 50	3 00
Store door, per doz	1 00	1 50

Fork.

C. & B., dis. 40 per cent. rev list.

Hoe.

C. & B., dis. 40 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American per gross	3 15	[illegible]

Hammer and Hatchet.

Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair	13½

HANGERS.		doz. pairs.
Steel barn door	5 85	6 00
Stearns, 4 inch	....	5 00
" 5 inch	....	6 50
Lane's covered—		
No. 11, 5-ft. run	....	8 40
No. 11½, 10-ft. run	....	10 80
No. 12, 10-ft. run	....	12 60
No. 14, 15-ft. run	....	21 00
Lane's O.N.T. track, per foot.	....	4½

HARVEST TOOLS

Discount, 60 and 10 per cent.

HATCHETS

Canadian, dis 40 to 42½ per cent.

An Important Consideration.

Most hardware merchants now realize the fact that when they order

Building Papers, Roofing Felts and Wire-Edged Ready Roofing

from us we promptly ship them reliable material that pleases their customers. This is why we have been successful in business.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

HINGES.

Blind, Parker's, dis. 16⅔ per cent.	
Heavy T and strap, 4-in., per lb....	0 06½
" " 5-in., "	0 06¼
" 6-in., "	0 06
" 8-in., "	0 05¾
" 10-in., "	0 05½
Light T and strap, dis. 65 and 5 per cent	
Screw hook and hinge—	
6 to 10 in., per 100 lbs....	4 50
12 in. up, per 100 lbs.....	3 25
Per gro. pairs	
Spring.....	1 75

HOES.

Garden, Mortar, etc., dis. 60 to 60 and 10 p.c
Planter, per doz..... 4 00 4 50

HOLLOW WARE

Discount,..... 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird Cage, per doz.....	0 50	1 10
Clothes Line, per doz.....	0 27	0 63
Harness, per doz.....	0 72	0 88
Hat and Coat, per gross.....	1 00	3 00
Chandelier, per doz.....	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 47½ per cent.

Wire.

Hat and Coat, discount 45 per cent.
Belt, per 1,000 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.

"C" brand 47½, 10 and 7½ p.c. off list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk, 66⅔ and 5 per cent.
"Monarch," 65 per cent.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1. and smaller.
Light, medium and heavy...	3 35	3 60
Snow shoes.....	3 60	3 85
Steel Shoes.		
Light.....	3 45	3 70
Featherweight (all sizes).....	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.

Toe weight steel shoes..... 6 70

JAPANNED WARE.

Discount, 45 and 5 p.c. off list, June 1899.

ICE PICKS.

Star per doz..... 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb.....	30	0 50
American, 60 and 10 to 65 and 5 p.c.		

KEYS.

Lock, Can., dis., 40 to 50 and 10 p.c.
Cabinet, trunk, and padlock, Am. per gross 60

KNOBS.

Door, japanned and N.P., per doz.....	1 50	2 50
Bronze, Berlin, per doz.....	2 75	3 25
Bronze Genuine, per doz....	6 00	9 00
Shutter, porcelain, F. & L screw, per gross	1 30	4 00
White door knobs—per doz.	95	1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz.....	7 00
No. 3 "Wright's"	8 50
Ordinary, with O burner.....	4 00
Dashboard, cold blast.....	9 00
No. 0.....	5 75

Japanning, 50c. per doz. extra

LEMON SQUEEZERS.

Porcelain lined, ...per doz.	2 20	5 60
Galvanized.....	1 87	3 85
King, wood.....	2 75	2 90
King, glass.....	4 00	4 50
All glass.....	0 50	0 90

LINES.

Fish per gross.....	1 05	2 50
Chalk "	1 90	7 40

LOCKS

Canadian, dis 40 to 40 and 10 p.c.
Russel & Erwin per doz.... 3 00 3 25
Cabinet
Eagle, dis. 30 p.c.

Padlocks

English and Am. per doz....	50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.

Flat head discount 25 p.c.
Round Head discount 20 p.c.

MALLETS.

Tinsmiths' per doz.....	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz..	3 85	5 00
Caulking each.....	60	2 00

MATTOCKS.

Canadian, per doz..... 5 50 6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.
German, 15 per cent.
Gem, each, $1.15.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Quotations are :	Cut.	Wire.
2 d and 3d	$3 45	$3 55
3 d	3 10	3 22
4 and 5d..... ..	2 85	3 05
6 and 7d.....	2 75	2 90
8 and 9d.....	2 60	2 70
10 and 12d.....	2 55	2 65
16 and 20d.....	2 50	2 60
30, 40, 50 and 60d. (base).....	2 45	2 55

Cut nails in carlots 5c. less.
Wire nails in carlots are $2 50
Cut nails in carlots are $2.40 base.
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 75 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent

NAIL PULLERS.

German and American..... 1 85 3 50

NAIL SETS.

Square, round, and octagon per gross..... 3 38 4 00
Diamond..... 12 00 15 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60, 10 and 5 p.c.
2-in. Mesh, 18 w.g. and heavier, 50 p.c.

OAKUM.

Per 100 lb

Navy	6 00
U.S. Navy.....	7 25

OILERS.

McClary's Model galvan. oi can, with pump, 5 gal. per doz..... .... 10 00
Zinc and tin, dis. 50, 50 and 10
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAILS.

Dufferin pattern pails, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
6, 10 and 14-qt. flaring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.

Per doz..... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross...	1 25	1 50
Brass head "	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 p.c.

PINE TAR.

½ pint in tins, per gross.	7 80
1 " "	9 60

PLANES.

Wood bench, Canadian dis. 40 per cent. American dis. 50.
Wood, fancy Canadian or American 7½ to 40 per cent.

PLANE IRONS.

English per doz..... .... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz..... 0 60 2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 p.c.
"J.M.T." Cushion work, dis. 50 p.c.
Fuller work, dis. 65 p.c.
6 doz. lots and over of the above, extra dis. 10 p.c.
Lever Handle Stops and Waste, discount 60 p.c. With, in lots of 2 doz. and over, an extra dis. of 10 p.c.
"J.M.T." Globe, Angle and Check Valves, dis. 55 p.c.
Standard Globe, Angle and Check Valves, dis. 65 p.c.
"J.M.T." Radiator Valves, dis. 55 p.c.
Standard " " dis., 65 p.c.
Patent Quick Opening Valves, dis. 70 p.c.
No. 1 compression bath cock, net .. 2 00
No. 4 " " " 2 00
No. 7, Fuller's 2 90
No. 4½, " 2 35
Patent Compression Cushion, basin cock, hot and cold, per doz 15 00
Patent Compression Cushion, bath cock. No. 2208 ..... 2 25
Square head brass cocks, 60 p.c.
" " iron " 60 p.c.
Competition Globe, Angle and Check Valves discount, 70 p.c.
Competition Quick Opening Radiator Valves, discount, 70 p.c.

PRESSED SPIKES.

Discount 22½ per cent.

PULLEYS.

Hothouse, per doz.....	0 55	1 00
Axle.....	0 22	0 33
Screw.....	0 27	1 00
Awning.....	0 35	2 50

PUMPS.

Canadian cistern.....	1 80	3 60
Canadian pitcher spout.....	1 40	2 10

PUNCHES.

Saddlers', per doz.....	1 00	1 85
Conductors'	9 00	15 00
Tinners', solid per set.....	0 00	0 72
" hollow per inch.....	0 00	1 00

RANGE BOILERS.

	Net.
Dominion, 30 gal.	5 75
Dominion, 35 "	6 75
" 40 "	7 75
Ronald's Galvanized, 30 gallons	6 50
" " 35 "	7 50
" " 40 "	8 50
Copper, 30 gallons.....	20 00
" 35 "	23 20
" 40 "	26 40

RAKES.

Wood, per doz. net .... 1.20 up

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler & Co.'s.....	4 00	18 00
Boker's.....	7 50	11 00
" King Cutter.....	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's.....	7 00	12 00
"Brantford"	10 00	11 00
Bailey's	6 00	12 00
Carbo Magnetic	....	15 00
Griffon Barbers' Favorite	....	10 75
Griffon No. 65.....	....	13 00
Griffon Safety Razors.....	....	13 50
" Stropping Machines.	....	13 50

REGISTERS.

Discount ..... 40 per cent

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c. per lb.
Copper Rivets with usual proportion burrs 45 p. c. dis. cartons, 1c. per lb. extra, net.
Copper Burrs only, 30 and 10 p.c
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent

ROPE, ETC.

Sisal	12½
Pure Manilla.....	15
"British" Manilla.....	13
Cotton, 3-16 inch and larger.....	16
" 5-32 inch....	21
" ⅛ inch	22
Russia Deep Sea.	15
Jute.....	8
Lath Yarn	11½
Sisal bed cord, 48 ft..... per doz.	65
" " 60 ft..... "	80
" " 72 ft..... "	95

RULES.

Boxwood, dis. 55 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS. per set.

Mrs. Potts, No. 55, polished.	70
" No. 50, nickle-plated.	75

SAND AND EMERY PAPER.

B & A. sand, 40 and 5 per cent.
Emery, 40 per cent.
Garnet (Rurton's), 5 to 10 p.c. advance on list

SAP SPOUTS.

Bronzed iron with hooks, per doz. 9 50

SAWS.

Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.
Crosscut, Disston's, per ft.. 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3
Hack, complete, each 0 75 2 75
" frame only 0 75

SASH WEIGHTS.

Sectional, per 100 lbs.....	2 25	2 50
Solid, "	1 50	1 75

SASH CORD.

Per lb..... 0 23 0 30

SAW SETS.

Lincoln and Whiting, per doz.	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25
X-cut Sets, No. 3 Woodyatt (Morrill)	9 50

SCALES.

Burrow, Stewart & Milne—
Imperial Standard, 40 per cent.
Weigh Beams, 35 per cent.
Champion Scales, 55 per cent
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.
Warren's new Standard 40 p.c.
" " Champion 55 p.c.
" Weighbeams, 35 per cent.

SCREW DRIVERS.

Sargent's per doz..... 0 [illegible] 1 00

SCREWS.

Wood, F.H., bright and steel, 87½ and 10 p.c
Wood R. H., " dis. 82½ and 10 p.c
" F. H., brass dis. 80 and 10 p.c.
Wood, R. H., " dis. 75 and 10 p.c.
" F.H., bronze, dis. 75 p.c.
" R.H. " 70 p.c.
Drive Screws, 87½ and 10 per cent.

Bench, wood, per doz.	3 25	4 00
" iron, "	4 25	5 00

Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.

Per doz., net..... ..... 5 00 8 00

SCYTHE SNATHS.

Canadian, dis. 40 p.c.

SHEARS.

Bailey Cutlery Co., full nickeled, dis. 60 and 2½ p.c.
Bailey Cutlery Japan handles, 67½ p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.

SINKS.

Steel and galvanized, discount 45 per cent

SNAPS.

Harness, German, dis. 25 p.c.		
Lock, Andrews'	4 50	11 50

SOLDERING IRONS.

1, 1½ lb., per lb.....	0 37
2 lb. or over, per lb.....	0 34

SQUARES.

Iron, No. 493, per doz.....	2 40	2 55
" Mo. 494, "	3 25	3 40

Steel, dis. 60 to 60 and 5 p.c.
Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.

Plain, dis., 75 and 12½ p.c. off revised list
Retinned, dis., 75 p.c. off revised list.

STAPLES.

Galvanized.....	3 25	3 50
Plain.....	2 90	3 15

Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

WINDOW GLASS —TO IMPORT.

Prompt Deliveries

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BEST GLASS of all kinds, our own manufacture. **Closest Prices.**

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

STOCKS AND DIES.

American dis. 25 p.c.

STONE.	Per lb.	
Washita	0 28	0 60
Hindostan	0 06	0 07
" slip,	0 09	0 09
Labrador	....	0 13
" Axe	....	0 15
Turkey	....	0 50
Arkansas	0 00	1 50
Water-of-Ayr	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. 2 in. 40 to 200 lb. per ton	....	25 00
" under 40 lb. "	....	28 00
Grind. under 2 in. thick "	....	29 00

STOVE PIPES.

5 and 6 inch Per 100 lengths	....	7 00
7 inch " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4—3 dozen in case, net cash $4 80
No. 6—3 dozen in case, " 8 40

TACKS, BRADS, ETC.

Cheese-box tacks, blued .....80 & 12½
Trunk tacks, black and tinned 85
Carpet tacks, blued .....80 & 15
" " tinned .....80 & 20
" " (in kegs) 40
Cut tacks, blued, in dozens only ..80
" ¼ weights.....60
Swedes cut tacks, blued and tinned—
In bulk.....80 & 10
In dozens.....75
Swedes, upholsterers', bulk....85, 12½ & 12½
" brush, blued & tinned, bulk..70
" gimp, blued, tinned and japanned .....75 & 12½
Zinc tacks 35
Leather carpet tacks 55
Copper tacks 50
Copper nails .....5 ½
Trunk nails, black.....65 and 5
Trunk nails, tinned.....65 and 10
Clout nails, blued.....65 and 5

Chair nails		35
Patent brads		40
Fine finishing		40
Lining tacks, in papers		10
Lining tacks, in bulk		15
" " solid heads, in bulk		75
Saddle nails in papers		10
" " in bulk		15
Tufting buttons, 22 line, in dozens only		60
Tin capped trunk nails		25
Zinc glazier's points		5
Double pointed tacks, papers	90 and	10
" " bulk		40
Shoe nails		60
Clinch and duck rivets		45

TAPE LINES.

English, ass skin, per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel, each	0 80	8 00

TINNERS' SNIPS.

Bailey's, dis. 25 p.c.

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.

Disston's discount 10 per cent.

German, per doz	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian, per lb	....	0 27
Wrapping, cotton, 3-ply		0 19
" 4-ply	....	0 23
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12¾
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

WIRE.

SMOOTH STEEL WIRE.

No. 0-9 gauge		$2 60
10 "		6c. extra.
11 "		12c. "
12 "		20c. "
13 "		30c. "
14 "		40c. "
15 "		55c. "
16 "		70c. "

Add 60c. for coppering and $2 for tinning

Extras net per 100 lb. — Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c. charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks 50c., in ½-lb. hanks 75c., in ¼ lb. hanks $1.

Fine Steel Wire, dis. 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, 7.65—No. 24, $8—No. 25, $9—No. 26 $9.50—No. 27, $10—No. 28, $11 No. 29. $12—No. 30, $13—No. 31, $14—No. 32 $15, No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31 $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles. 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 33c.—in ¼-lb. hanks 50c.—packed in casks or cases, 15c.—bagging or papering, 10c

Brass wire, 62½ per cent. off the list.
Copper wire, 62½ per cent. net cash 30 days, f.o.b. factory.
Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, $3.50 to $3.85—No. 9, $3.85 to $3.15—No. 10, $3.60 to $3.95—No. 11, $3.70 to $4.10—No. 12, $3 to $3.30—No. 13, $3.10 to $3.40—No. 14, $4.10 to $4.50—No. 15, $4.60 to $5.05—No. 16, $4.85 to $5.35. Base sizes, Nos. 6 to 9 $2.52½ f.o.b. Cleveland.
Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70, No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto Montreal

WIRE FENCING

Galvanized barb	....	3 00
Galvanized, plain twist	....	3 00

Galvanized barb, f.o.b. Cleveland, $2.77½ in less than carlots, and $2.65 in carlots.

WIRE CLOTH

Painted Screen, per 100 sq. ft., net.. 1 37½
Terms, 3 per cent. off 30 days.

WASTE COTTON.	per lb.
Colored	6
White	8

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 60 p.c.
Coe's Genuine, dis. 20 to 25 p.c

Towers' Engineer, each	2 00	7 00
" S., per doz	5 80	6 00
G. & K.'s Pipe, per doz	....	3 40
Burrell's Pipe, each	....	3 00
Pocket, per doz	0 25	2 90

WRINGERS.

Leader per doz.	$30 00	33 00
Royal Canadian "	....	24 00
Royal American, "	....	24 00
Sampson "	....	24 00

Terms 4 months, or 3 p.c. 30 days

WROUGHT IRON WASHERS.

Canadian make, discount, 40 per cent.

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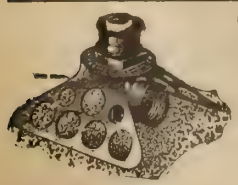

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Send for Folder No. 14.

Pullman Sash Bal. Co.
Rochester, N.Y., U.S.A.

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Makers of High Grade Varnishes, Japans, Paints, Colors & Enamels
Windsor, Ont.

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The Young Gentleman's Rifle.

The Young Gentleman's Rifle.

If you want the best cheap rifle ever made we have it in the Stevens-Maynard Jr. It will be a great seller this year. Better place order now.

The leading Jobbers handle Stevens products.

J. Stevens Arms & Tool Co., P.O. Box 217 **Chicopee Falls, Mass., U.S.A.**

CELEBRATED HEINISCH SHEARS.

Tailors' Shears,
Trimmers, Scissors,
Tinners' Snips, etc.

ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

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Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard Sole maker—

CHARLES D. PHILLIPS,

Cables—"Machinery," Newport. Emlyn Engineering Works, NEWPORT, MON., ENGLAND.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.** . . .

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KNOX HENRY

Heavy Hardware and Metal Broker
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Samples sent free on application.

HORSE NAILS—"C" Brand Horse – Nails Canada Horse Nail Co.

"BRASSITE" GOODS — Gunn Castor Co. Limited, Birmingham, Eng.

LOOK AT THESE PRICES ON
Coco-Bola Handle Butcher Knives

(ALL FULLY WARRANTED)

Size, inches —	5	5½	6	6½	7	8	9	10	12	14
Price, per dozen —	$1.95	$1.95	$2.00	$2.15	$2.35	$2.75	$3.15	$3.70	$4.90	$6.30

Handles will withstand water.
Hand-Forged. Best Quality and Finish. Standard Shapes.

Made by BAILEY CUTLERY CO., Limited

N.B.—Ask for our Line No. 1080. **BRANTFORD, ONTARIO**

CHAS. P. CLARK, President. **JARED CHITTENDEN, Treasurer.**

...ESTABLISHED 1849...

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VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

"CROWN HURON" RANGE.

A Range Made By Experts

with Years of Experience!

Every employee a skilled artizan, endorsed by his **Union.**

No boys employed to do men's work.

Iron, Coke, Sand and **Facing** very best money can buy.

Moulded, Mounted and **Finished** by experts.

Result—**best made Range** in Canada to day.

Last but not least, **Right Price,** as we are outside of the Association.

Order a sample and be convinced.

THE WESTERN FOUNDRY CO., LIMITED, WINGHAM, ONT.

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Black Diamond File Works

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Twelve Medals

Awarded
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Special Prize
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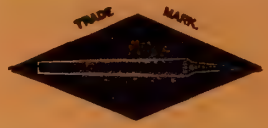

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The most perfect floor covering for Hotels, Cafes, Business Offices, Banks, Court Rooms, Churches, Hospitals, Vestibules, Halls, Billiard and Smoking Rooms, Lavatories and Bath Rooms.

NOISELESS NON-SLIPPERY
WATERPROOF SANITARY

Carefully selected range of soft, beautiful colors affording ample scope for combinations in harmony with surroundings.

Write for Prices and Particulars

Sole Canadian Manufacturers . . .

THE GUTTA PERCHA AND RUBBER MFG. CO.

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Head Office and Warerooms—
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Factories—115-165 West Lodge Ave.
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53 St. Sulpice Street,

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Standard Railway and Carriage Varnishes
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—Wont turn white from the effects of water and sun.
Standard Piano, Furniture and Decorative Varnishes
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SILVER WHITE. the Purest Refined
LANGWELL'S BABBIT
MONTREAL.

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HARDWARE
AND METAL MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XIV. MONTREAL AND TORONTO, OCTOBER 18, 1902 NO. 42.

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MANUFACTURER
OF
ARROW BRAND
REGISTERED TRADE MARK
HARDWARE
SPECIALITIES OF ALL DESCRIPTIONS
PLYERS VICES
For Sale by Leading Wholesale Hardware Houses.

FLEUR DE LIS.
The Second Best
Galvanized Iron
"Queen's Head" Quality. Ordinary Galvanizing.
JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.

"Safford" Radiators

Manufactured for Heating all classes of Buildings by Hot Water or Steam. Made in different heights, beautiful designs. Plain or Ornamental.

THE DOMINION RADIATOR CO., Limited
Head Office and Works: DUFFERIN ST. TORONTO, CAN.

RICE LEWIS & SON

LIMITED

CUTLERY

OF
ALL
KINDS

Table Knives and Forks,
Dessert Sets,
Sets of Carvers,
Fish Eaters,
Bread Forks, Etc.

Cor. King & Victoria Sts., TORONTO

Established 1855.

Black and Galvanized Sheets

We have the largest stocks in Canada.
Orders shipped same day as received.
Monthly stock lists mailed on application.

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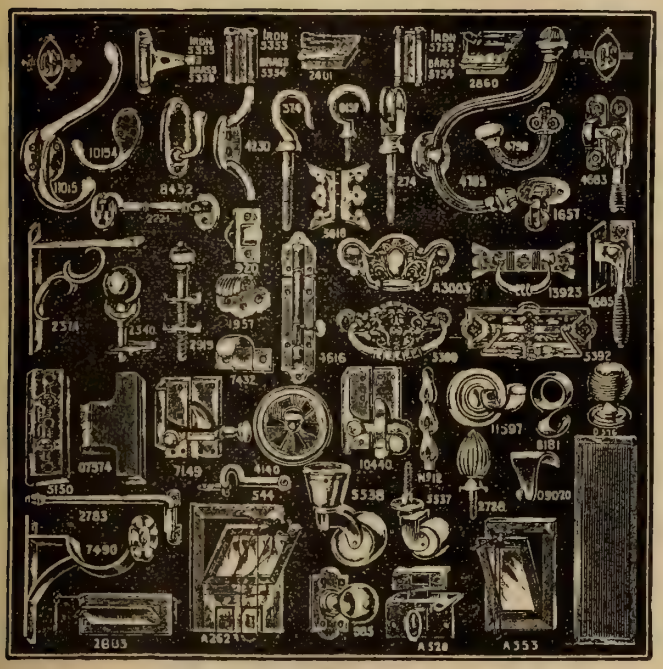
English House: SAMUEL, SONS & BENJAMIN, 164 Fenchurch St., LONDON, E.C.

James Cartland & Son

Manufacturers of every description of **Limited**

CABINET, BUILDERS', FURNISHING AND NAVAL BRASSFOUNDRY

BIRMINGHAM, ENGLAND.



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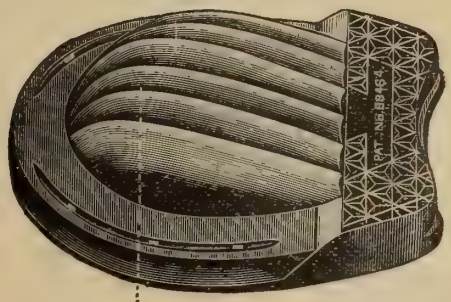
Air Cushion Rubber Horse Shoe Pads

WILL BE ASKED FOR.



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It fills with air at each step.
That's what breaks concussion.
That's what prevents slipping.
That's what keeps the foot healthy.
That's what cures lameness.

Independent of the fact that they are the best Pads on the market, these Pads are being advertised so as to place them prominently before horseshoers and consumers.

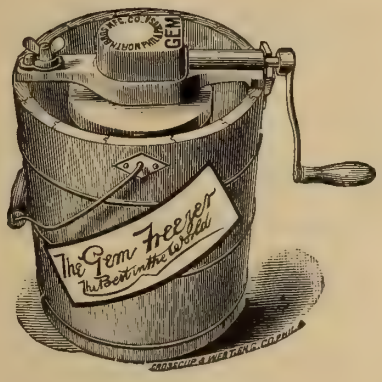
Order Now and avail yourself of the advertising. Circulars and prices on application.

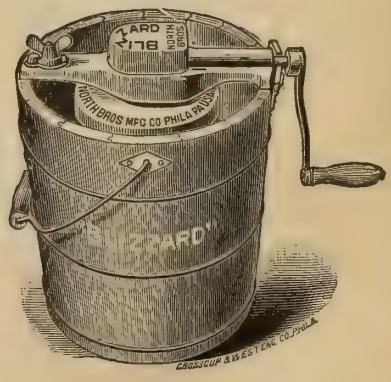
For sale by the wholesale trade or

The Canadian Rubber Co.

MONTREAL TORONTO WINNIPEG VANCOUVER

Lightning, Gem Blizzard . . . FREEZERS

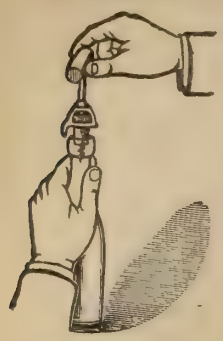


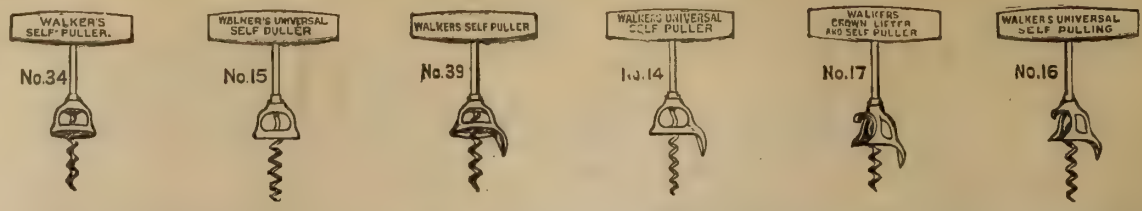


ARE	HAVE	EXCEL IN
Well Advertised.	Cedar Pails with Electric Welded Wire Hoops.	Easy Running.
In Demand.	Cans of Heavy Tin with Drawn Steel Bottoms.	Quick Freezing.
Easily Sold.	AUTOMATIC Twin Scrapers.	Economy.
Satisfactory in Use.	"The Ice Cream Freezer Book" tells all about these and our other Freezers, mailed free.	Convenience.
Of Known Reputation.		Practical Results.

North Bros. Mfg. Co., Philadelphia, Pa., U.S.A.

See! You Don't Have to Pull. A Child Can Do It.





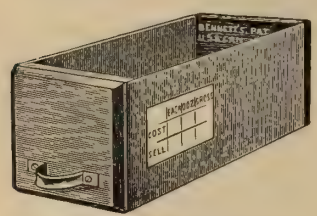
Walker's Self-Pulling Cork Screws

Made of Crucible Steel, Nickel Plated, Polished Wood Handles.

EVERY ONE TESTED AND GUARANTEED. Several imitations on the market, but none as good.

Mfrd. only by ERIE SPECIALTY CO., Erie, Pa., U.S.A.

More Bennett's Patent Shelf Boxes.



The best testimonals are second orders.

"Chicoutimi, P.Q., May 24th, 1902—Please send us 212 more shelf boxes like the last.—Cote, Boivin & Co."

Write for prices to **J. S. BENNETT, TORONTO**

WIRE ROPE

Wire Rope. OF

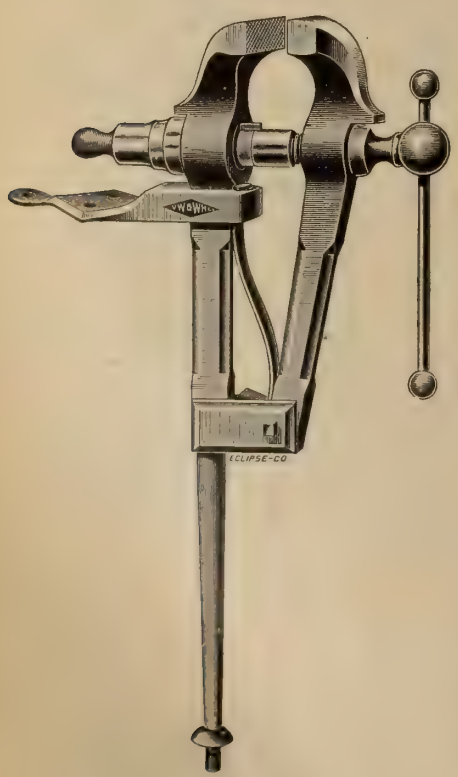
GREENING

All Kinds and Sizes AND FOR All Purposes.

PRICES RIGHT. PROMPT SHIPMENTS.

The B. GREENING WIRE CO., Limited

Hamilton, Ont. **Montreal, Que.**



Winning Favor in Australia

"The engineering merchants here consider your Solid Box Blacksmiths' Vises superior in quality and workmanship to any they have ever handled. They say they are remarkably suitable, and give perfect satisfaction."

[Extract from letter received from our Australian Agents located in Melbourne.]

Our facilities are unexcelled for making

Blacksmiths' and Machinists' Vises

Modern equipment and methods, high-grade material and workmanship are combined in our plant, producing

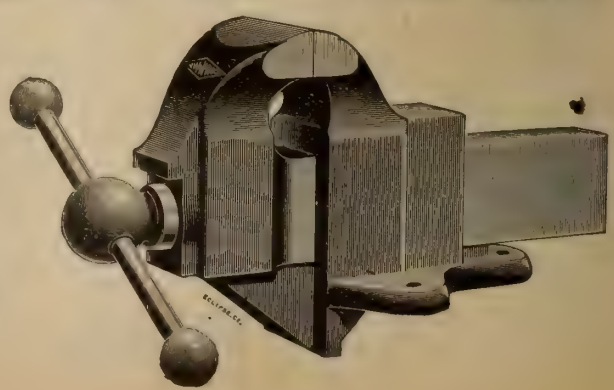
THE BEST VISES MADE

Lamplough & McNaughton

CANADIAN SALES AGENTS

19 De Bresoles St., Montreal

Manufactured by



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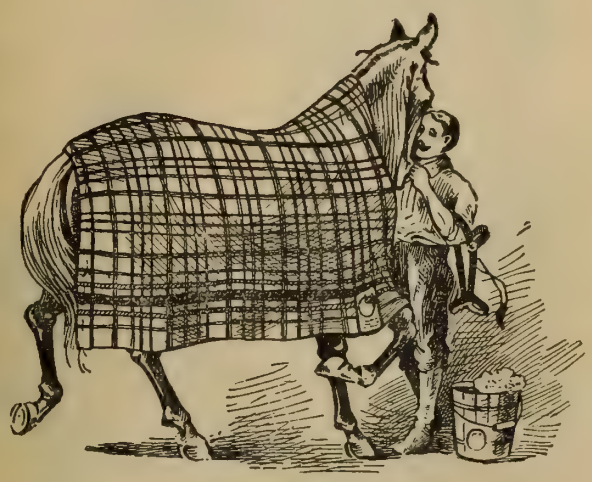
CLEVELAND, OHIO.

NEW CATALOGUE JUST ISSUED—WRITE FOR IT.

NOW IS THE TIME TO STOCK YOUR BLANKETS TO BLANKET YOUR STOCK.



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" 1 X, ⅛ lined " " 70 " " light lining.
" 1 A, ⅓ lined " " 70 " "
" 3, unlined " " 70 " " medium weight.
" 3 A, ⅓ lined " " 70 " " medium weight.
" 5, unlined " " 70 " " extra heavy.
" 5 A, ⅓ lined " " 70 " " extra heavy.
" 7, unlined, checked " 70 " "
" 7 A, ⅓ lined " " 70 " "
" 11, unlined, striped " 70 " " all dyed, extra heavy.
" 11 A, ⅓ lined " " 70 " " " extra heavy.
" 12, unlined, checked " 70 " " " heavy.
" 12 A, ⅓ lined " " 70 " " " heavy.

No. 22, Plain Kersey, 62 by 70 inches, bound.
" 66, " " 62 by 70 " " better grade.
" 75, " " 64 by 70 " " heavy.
" 80, Dutch [illegible]ped, 62 by 70 inches, bound.
" 250, " " 64 by 70 " "
" 20, Super Dutch Kersey, striped, 70 by 72 inches, bound.
" 450, " " " 64 by 70 " "
" 30, " fancy plaid, 70 by 72 inches, bound.
" 50, " " " " 70 by 72 " " heavy.
" 600, " " [illegible]iped, 72 by 72 inches, bound heavy.
" A 40 B, Lumbermen's, checked jute, 60 in., lining.
" A 40 B, " " " 72 in., "
" A 40 " " " 41 in., "

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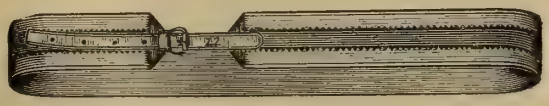
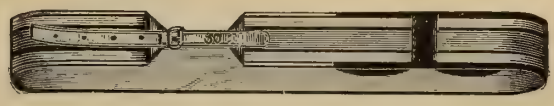


CUT OF PLAIN.



CUT OF PADDED.

QUOTE LOW

No. 1, plain jute web, 3½ inches.
" 1¼, padded, jute web, 3¼ inches, cloth binding.
" 2, fancy cotton web, 3 inches, colored.
" 2¼, " " " 3 inches, padded, cloth binding, colored.
" 3 " " " 3½ inches, colored.
" 3¼, " " " 3½ inches, padded, leather binding, colored.
" 10½, special, cotton web, 4½ inches, leather binding, button tufted, extra heavy.

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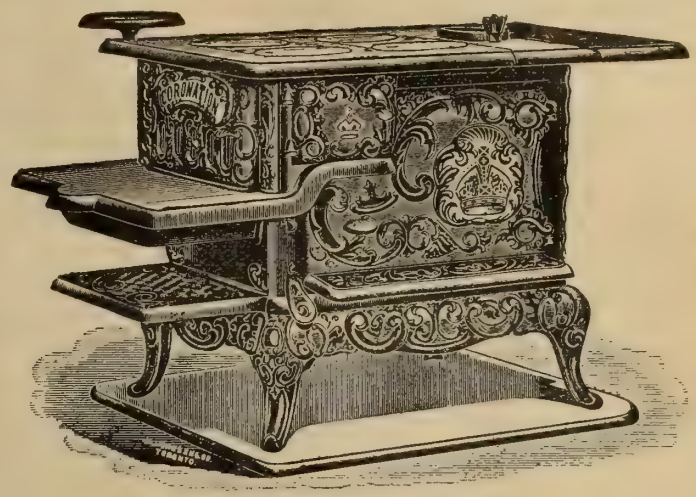

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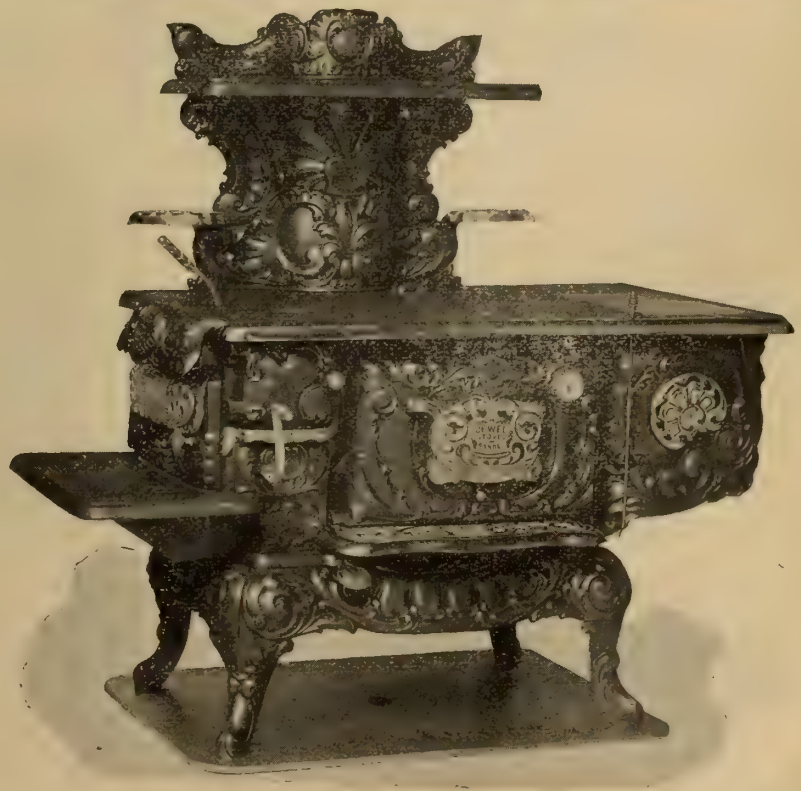

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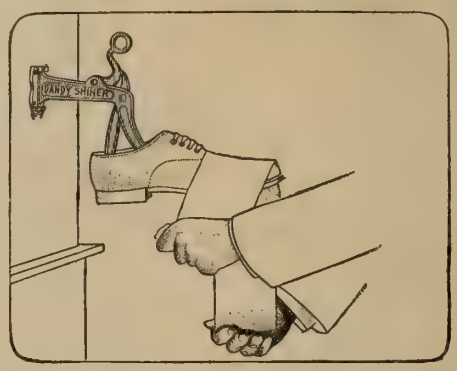

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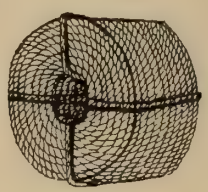

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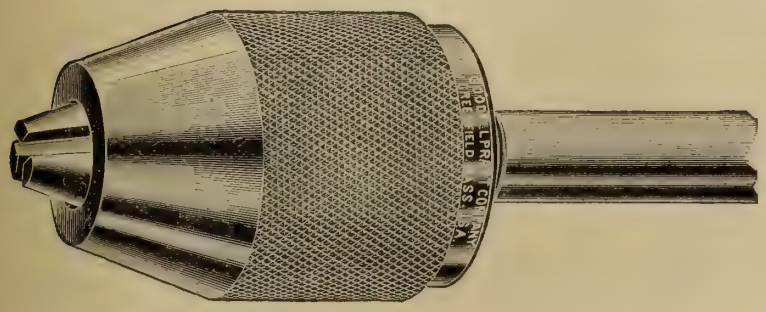

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AUER LIGHT MANTLES
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OUR TRADE MARK A

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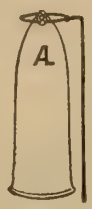

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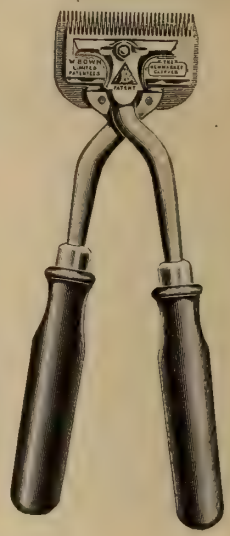

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Rigidity and Easy Running.
Accurately Machined and Perfectly Fitted.

All Parts Interchangeable.

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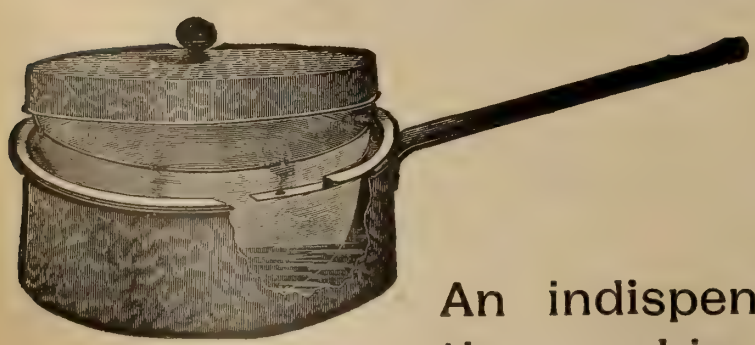

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HARDWARE AND METAL

VOL. XIV. MONTREAL AND TORONTO, OCTOBER 18, 1902. NO. 42.

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Montreal.

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CARE OF THE STOCK.

NO part of a merchant's business is more important than the care of the stock. Unless the stock is properly kept it is impossible for the business to be in a really healthy condition.

The stock, like the blood in the body, must be kept circulating if life is to be preserved. Consequently it needs constant and systematic attention. And to successfully do this is no small task.

Stock books, or something that will be a good substitute cannot be done without. But these in themselves can be of very little use unless entries are promptly made when certain lines are running short. Besides, it is also well to have a record of how this and that line sells, a guide thus being secured for the merchant when he is buying.

But stock books can also be utilized as a help to the merchant in keeping his stocks down, as well as keeping them up, for the latter is even a more difficult problem than the former.

Merchants and clerks who are successful stock-keepers are close students of the trade papers and the markets. Indeed, they can scarcely be the one unless they are the other.

Possibly some of our readers would not object to describing through our columns their methods of taking care of their stock.

AN INSURANCE LOSS.

Never can the necessity for a careful examination of and adherence to the conditions of an insurance policy be emphasized too frequently. The courts are constantly dealing with cases where, through some irregularity, a policy-holder has lost his insurance money.

The latest case occurred just recently when the Walkerville Match Company tried to recover $3 083 45 under a contract entered into with the Scottish Union and National Insurance Company. The case was tried without a jury at Sandwich, and Chief Justice Falconbridge has just handed out judgment in favor of the defendants. The defence was that the defendants were not bound by a receipt issued in the name of one Davis, who had been an agent, but who was superseded. The insurance was not entered on the register, the money for the premium did not reach anyone who could be called an agent of the company till after the fire, and it did not appear that anything was known about the risk at the defendant's head office. It was held that under these circumstances the plaintiffs could not recover damages.

It is no doubt the intention of the proposed $75,000,000 plough combination to plough up old methods and cultivate larger profits.

SHORT BROOM-CORN CROP.

AN investigation has been made of the broom-corn crop of Illinois, U.S., and the plant was found to be fully 25 per cent. less than last year. The old stock left over from former years is the smallest since 1899. The yield indicates that it will hardly be up to last year, the old crop as a whole being deficient in hurl. Heavy yields with long corn is expected. The long and heavy rains and cool nights of the summer produced a large growth of stalk, but the cold nights during the maturing season of the bush served to shorten up the length of the same.

The broom-corn harvested in August, during the excessive rainy season, is much off color, rather poor growth and much of it shed stained; but the bulk of the crop has been harvested in September, under more favorable weather conditions, and shows the best fibre for years—plump in growth, fair to good color, and, as a rule, may be classed as tipped corn, very short of hurl, but, as a whole, very profitable stock to manufacturers, and it is thought will show more dozens per ton than former years.

Three-quarters of the broom-corn of the world is grown in Central Illinois.

BINDER TWINE AND THE TARIFF.

THE agitation now in progress on the part of many manufacturers and politicians of both parties for a higher protective tariff for the industries of the Dominion is viewed from widely different standpoints by the public, according as one is a disciple of free trade, moderate or high protection. It is only the exception when there is not as much to be said on one side as the other.

Among the industries which the Government is likely to be asked to protect shortly is that of the manufacture of binder twine. This is an industry which, with the increasing volume and importance of the grain crop of Canada, becomes of interest to a larger number of our people each year. A Quebec newspaper has characterized as "self-apparent nonsense" a certain Canadian statesman's idea of equally protecting the manufacturer and farmer. But in the case of binder twine, the latter's interests are identical with those of the former. In the West, the farming population, who are free traders as regards most industries, are not at all satisfied with present conditions of the binder twine situation, and, according to a gentleman who has lately returned from Manitoba, are quite willing that the Canadian manufacturer should be protected in order that they themselves may not be thrown wholly on the mercy of the United States manufacturer.

There are ten independent concerns manufacturing binder twine in Canada at present, namely: The Consumers' Cordage Co., Limited, Montreal and Dartmouth; The Independent Cordage Co., Limited, Toronto; Kingston Penitentiary, Kingston; Richelieu Cordage Co., St. Johns; Brandon Twine Co., Brandon; Farmers' Twine Co., Brantford; Ontario Farmers' Cordage Co., Brantford; Chatham Binder Twine Co., Chatham; Walkerton Binder Twine Co., Walkerton, and the Canada Cordage and Manufacturing Co., Peterboro'. These companies are able to manufacture more than twice the amount of binder twine consumed in Canada. But in spite of the fact that their machinery is of the latest and best, their labor as skilled as American labor, and their management all that could be desired, about 75 per cent. of the binder twine used in Canada comes from the United States. Without proper protection to Canadian manufacturers, this importation of American goods must increase, until our manufacturers have been practically driven from the market.

To say nothing of the loss of capital invested that such a condition would bring about, of the hundreds of men and women who would be thrown out of employment, let us see how the farmer would be affected.

At present, when there is a large crop of grains throughout the United States, American manufacturers have no more than enough for their own markets, and little if any is exported to Canada. When crops are small, however, in the United States and there is more than enough binder twine on the market, then it is that the Canadian market is made a dumping ground for American twine, which is sold here at almost any price in order to be rid of it. It does not take much discernment to realize the position that our farmers would find themselves in if Canadian manufacturers of binder twine were forced out of business. At a time of good crops in the United States the farmer in Canada would find himself without binder twine. He could not obtain it at any price. This state of affairs would add materially to the cost of growing wheat, which is a most serious matter for this country.

In addition to being placed at the disadvantage of having the market every now and then flooded with American twine, our manufacturers are also handicapped by the American tariff as well as our own. In this way: Binder twine is composed chiefly of manila fibre produced in the Philippines. An export duty of ¾c. per lb. is imposed by the United States Government on all hemps going out of the Philippines to foreign countries. Going into the United States, for consumption there, it is free—or rather the duty is refunded, which amounts to the same thing. On the manufactured twine coming into Canada from the United States we charge no duty, but on that going into the United States from Canada a duty of 45 per cent. is charged.

Even were American manufacturers to compete on fair terms the conditions would not be so adverse to the industry in Canada. But the competition is most unfair. A huge company, absorbing practically all the agricultural implement companies in the United States, has been formed, with which binder twine is merely a side issue to be sold along with their binders at an unprofitably low figure. But the sale of this twine at such figures is not a thing that either Canadian or American farmers could count upon—certainly not the former should the company gain control of this market.

In the event of our binder twine mills being forced to close down—a contingency to be seriously considered if the present unsatisfactory conditions are to continue—this great American company, making as it does about 90 per cent. of the binder twine of the United States, could charge our farmers whatever price it wished. "Could the Canadian manufacturers not start up again, then?" we ask. Not in time to save the farmer from paying an exorbitant price for his twine, as the hemp for its manufacture must be purchased in August or September, it taking nearly four months to reach this country, and the prices are not issued until the following March or April, when it would be too late to do anything.

There is not the remotest possibility of any combine to raise or maintain prices being formed in Canada should a duty be placed on binder twine, because there are many factories, most of the shareholders themselves being farmers, in addition to which the Government manufactures binder twine at Kingston.

CANADIAN FAILURES.

Last week the number of failures in Canada for the third quarter of 1902 was noted in this column. This week a more detailed statement of these failures can be supplied. Among manufacturers there were seven failures each in the wood manufacturing and milling industries, four in the clothing industry, three each in the printing and leather industries, two in the tool industry and one each in the iron, wool, liquors and earthenware industries. Besides there there were nine miscellaneous failures.

Of trading businesses, 54 general stores and 30 grocers form the largest class of failures.

BUSINESS MEN IN PARLIAMENT ORGANIZE.

VARIOUS expedients have been devised at different times by the business men of Great Britain to meet the growing competition of United States manufacturers, but none seems to be so much to the point as the latest move, recently explained in a letter to The London Times. This is no less than a commercial committee of the British Parliament. This regularly constituted committee has been the outcome of a series of meetings attended by such members of the House of Commons as were interested in the development of the trade and commerce of the country. They met with the belief that, by means of their concentrated action in Parliament, more could be accomplished than if the initiation of movements rested solely with individuals or with the Government.

A committee of 130 members was accordingly drafted, in which all the political parties were represented, with the expressed object of studying from a non-partisan standpoint the commercial needs of Great Britain and giving legislative effect to the points decided upon in conference. The name of British Parliamentary Trade Commission was bestowed on the new organization.

The movement forms a practical demonstration of what HARDWARE AND METAL has long advocated. Its readers will recall many instances in which it has referred to the election of business men to Parliament with the utmost approbation. The idea of combining these business men into a working committee carries but a step further this predominant idea, and this has been the second plank in HARDWARE AND METAL'S commercial policy. No legislative movement can be made except through Parliament. Manufacturers' associations and commercial commissions may serve as educative and executive factors but it remains for Parliament to carry legislative reforms. Obviously, if the Canadian Parliament or any other Parliament be composed mainly of representatives of those classes in the country, which are but indirectly in sympathy with commercial movements, little practical good can be accomplished. Business men are needed right at the centre of activity and if these business men are so organized as to make their influence more widely felt, so much the better for the nation.

At present in Canada there are a few business men in Parliament who exercise purely an individual influence, or, at best, but a party influence. Now that deep commercial problems are looming up more prominently, it is becoming daily more necessary for the business men of Parliament to come together, and, putting party considerations to one side, go to the very root of the matter and decide what line of policy it behooves them to adopt.

Being in touch, as they doubtless are, with the commercial organizations of the country, they are in a position to know the feeling of their business constituents. To get for this feeling its proper consideration, some organization and combined effort in Parliament becomes absolutely necessary. Such an organization HARDWARE AND METAL advocated prior to the last session of the Dominion Parliament and it again takes this opportunity of doing so.

The vexed question of the tariff will soon be up for consideration. At such a time unbiassed opinions and an unbiassed action are desirable. So long as business members adopt the party views of the question without getting together and uniting on the best policy for the nation's welfare, there is little reason for expecting that the best results will follow.

BUSINESS MEN OF THE EMPIRE.

AT the meeting of the council of the Montreal Board of Trade on October 9. it was decided to recommend that the next meeting of the Chambers of Commerce of the Empire be held in that city, beginning on August 17. If this were done the members could proceed at the close of the conference to Manitoba in order to inspect the wheat harvest.

A letter favoring this plan has been received from the London Chamber of Commerce, in which the opinion was expressed that the different Chambers of Commerce throughout the Empire would be willing to make Montreal their next place of meeting.

The importance of this to Canada can scarcely be overestimated. The delegates, being practical business men, will naturally take a business interest in the Dominion, which is, of course, the interest most to be desired.

The Montreal Board of Trade is to be congratulated on its enterprise, and it is to be hoped it will receive the hearty cooperation and aid of every commercial body in Canada.

A POPULAR HARDWAREMAN.

J. B. Skelton, who has for some time past been in charge of the hardware department of J. W. Shields' general store, Grand Valley, Ont., has gone to take charge of the old-established hardware business lately carried on by Mr. Lynch, of Palmerston. Before his departure, the citizens of Grand Valley held a dance in his honor and presented him with an address and a gold watch and chain.

CANADA AT JAPAN EXHIBITION.

The plans of the International Exhibition of Osaka, Japan, have been received by the Minister of Agriculture. There will be 19 buildings scattered over a large area. The Canadian building is about the centre of the grounds and has a space of 7,200 ft.

Mr. George Anderson, of Toronto, was commissioned by the Department of Trade and Commerce about five years ago to proceed to Japan to investigate the chances for Canadian trade. He reported that there were many openings for our goods, and strongly recommended manufacturers to look after their interests in the ever-increasing markets of the East. Some of the specially mentioned articles were flour, canned goods, condensed milk, biscuits, foodstuffs generally, leather, rubber and gutta percha goods, books and stationery, asbestos, cotton, lumber, pulpwood, paper, electrical apparatus, etc., so this Exhibition will be a good opportunity, and all interested should communicate with the Commissioner of Exhibitions at Ottawa.

H. Dixon, Collingwood, has decided to erect a larger foundry. He has purchased a site at the water's edge on Birch avenue and is already building and hopes to be ready for business in a short time. The present building is frame on a stone foundation. This to be followed by a brick or stone moulding shop. Both these are on modern plans and will be greatly superior to the old structure.

THE C.I.F. DEFINITION.

ANOTHER MEMBER OF THE BAR.

If the vendor undertakes, for a certain price, to hold the goods sold insured in favor of the buyer until the delivery, say, at Montreal, who is responsible for injury from salt water during transit, if the insurance does not cover the case?

"ANOTHER MEMBER OF THE BAR."

CRITIC'S STANDPOINT.

Editor HARDWARE AND METAL,—In following up the opinions given in your last issue, I would like to ask "A Prominent Grain Merchant" who it was who insured the goods, he or his client, and if there are not at least two parties to a contract?

The seller agrees to insure the goods. He sells them at a price including insurance and freight to a certain point (say, Liverpool). Having signed such a contract, he holds himself responsible for all he signs, namely: Insurance and freight, plus cost of goods until goods arrive at Liverpool, and it must be a sure thing the consignee is not responsible for goods until he has taken delivery of same. By the way, our Montreal grain merchants insure A.A.R. (against all risk).

To "WHOLESALE HARDWAREMAN,"—

Different goods are insured differently. You must be right, I agree. You cannot insure black sheet iron on the same basis you would insure axle billets or other similar goods.

To "J. W. L.," Toronto, Ont.—

An insurance contract is made with the shipper at his request by the insurance company, and they can issue any kind of policy he wishes to suit his goods, and cover them properly, and as the shipper knows well what particular kind of goods he ships, he should provide for the right kind of insurance, as he should know that if he sold on c.i.f. basis he has pledged himself to deliver the goods in good order and condition at point of delivery.

To "AN INSURANCE EXPERT,"—

I understand ordinary insurance is F.P.A. and a policy covering all risk is A.A.R. Why have you different kinds of insurance? Because shippers have different classes of goods to ship?

Why should one policy be the subject of a special contract more than the other? Because your charges are different and suitable to perishable or non-perishable goods?

The seller undertakes to pay all charges up to Montreal, and should arrange for an A.A.R. policy specially for perishable goods. He would not think of paying part freight only, why part of insurance?

If the seller had written F.P.A. in the contract I doubt if the buyer would have signed it. If he did he would be the one to suffer the consequences; but, as it is, I should judge the seller is "it."

CRITIC.

AN IMPORTANT QUESTION OF TERMS.

EDITOR HARDWARE AND METAL,—Since writing our last letter we have received the following correspondence from one of the largest manufacturers and exporters in England, which, we think, goes to prove that when goods are sold f.o.b. the other side, the shippers' responsibility ceases when goods are on board the ship. On the other hand, it proves that goods sold c.i.f. Montreal binds the shipper to deliver in good order in Montreal, and, as we always insure against all risk, it means a sale this time.

THE CANADA HARDWARE CO., LIMITED.
A. M. St. Arnaud, Manager.

The letter is as follows:

In reply to yours of 27th inst., re 300 boxes Canada plates, ex SS. Montery.

These plates were delivered f.o.b. Liverpool, and the damage has likely been caused by sea water, and you will therefore have to claim on the insurance people for amount of loss.

HY. ROGERS, SONS & CO.

Editor HARDWARE AND METAL,—With regard to the trade term of c.i.f., I have not the slightest hesitation in stating that it is the habit and custom of business to mean that the goods are sold cost, insurance and freight at destination, and that the insurance protects the buyer against any or all loss through damage in shipment, and the insurance policy is always understood to read A.A.R. Certainly the F.P.A. is used in insurance on such lines as pig lead, pig iron or billets, but only with the understanding between the seller and the buyer.

I may state in conclusion, that in all my c.i.f., and whenever requested by customers to insure their goods, the policy is written A.A.R., and we have been doing this for quite a number of years past.

MANUFACTURERS' AGENT FOR ENGLISH FIRMS.
Montreal, October 15, 1902.

INDUSTRIAL GOSSIP.

IN an interview with the Victoria Board of Trade, the Hon. A. G. Blair said that from a conversation he had with Mr. Hill, the Great Northern magnate led him to believe that he was ready to carry forward the Victoria, Vancouver and Eastern Railway, when the present depression was past, and that he would build without asking Government aid.

Tenders will be received until Saturday, October 27, for the erection of a steel bridge at Point Ellice, Victoria, B.C.

Huntsville and The Lake of Bays Navigation Co. are building a new steel frame steamer, modern in all her appointments, to accommodate 500 passengers; also a railway between Lake of Bays and Peninsular Lake, and a dry dock on Lake of Bays.

Peat works are being established at Newington, near Ottawa, and it is hoped to have a plant in operation capable of turning out 50 tons of peat per day. It is felt that the time is opportune for testing the utility of the peat bogs in that district, as it may not only relieve the present situation but be of permanent use. A brick dwelling, 100 x 25 ft., is now building and machinery is being imported from Germany.

Corry & Laverdure, Ottawa contractors, who have been five or six years over the work, have just completed the lift lock on the Nassau Little Lake section of the Trent Canal. It is the largest lock of its kind in the world, the lift being 65 feet, and the only one on this continent.

A. Dunbar & Son, Woodstock, are enlarging their buildings by the erection of a machine shop, 120x45, which will be fitted up with all the latest appliances for conducting an iron manufacturing business. They are also putting up a new foundry, 85x40, and will use their old one for a wood-working shop.

Vigars & Co. are building an addition to the C.N.R. shipping dock at Port Arthur, which will give the company a shipping shed of over 600 ft. This addition was necessary on account of the large increase in freight handled at that point and for freight that is to be stored there this winter, mainly consisting of 5,000 tons of barbed wire. The shipment of flour east via C.N.R. is steadily increasing, every Northern Transportation steamer taking a large consignment. There is a large staff of men employed in trucking freight night and day.

John A. Whaley, general agent of The Superior Portland Cement Co., and W. H. Jackson, of Toronto, managing director, were in Brantford on Fair Day. The capital stock of the company is placed at $500,000 in 50,000 shares of $10 each, and the works are at Orangeville. Marl from their properties in Caledon and Garafraxa was analized by Thos. Heys, consulting chemist, Toronto, who compares it favorably with that used in the manufacture of Portland cement in England, and is of the opinion that it will make a cement equal to the best English, Canadian or American grades.

WIRE NAILS
TACKS
WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

A TRIBUTE TO SHEFFIELD.

AT Sheffield, Eng., on September 30, the Cutlers' Feast—the 279th in the series—was held. Among those who spoke was J. H. Choate, the United States Ambassador. The following is an extract from his speech in reference to Sheffield :

"I have come here to-night as a legitimate representative of your best customers and your nearest relations, (Cheers). Sheffield and the United States have been bound together for more than half a century literally by links of steel, and they are more closely united now than they ever have been before. (Cheers). In fact, the name of Sheffield is a household word in America, and has been for many generations. It is significant of absolute good faith, and is a synonym in America always for the genuine article. (Cheers). Let me give you an illustration. Half a century ago the American boy thought he was in luck who carried in his pocket a knife on which was stamped the name of Joseph Rogers & Son, Sheffield. (Cheers). They knew they had got the best that could be had the world over, and if there is any representative of that ancient house present at this table I desire to thank him in the name of the American boys of my generation for the splendid service the firm rendered them. And so it has been from that day to this, and the constant and increasing trade between Sheffield and the United States is but confirming the good relations that ought to exist, and do exist, between these two kindred nations."

It was in 1624 that the first Cutlers' Feast was held.

OTTAWA AND THE BUILDING PAPER TRADE.

Editor HARDWARE AND METAL.—In reply to "Wanderer" and "Interested Pilgrim," permit me to say that if these gentlemen have good grounds for complaint against the Tarred Paper Manufacturers' Association, I think it would be more courteous and businesslike if they were to lay their case before the above Association, through the secretary, instead of airing their supposed grievances in your journal.

The Tarred Paper Manufacturers' Association is not composed of would-be autocrats, but of business men who fully realize that the success of their Association depends upon the fair and equitable treatment of all their customers. The officers and members of the above Association not having been endowed with the brilliant intellects and marvellous executive ability of "Wanderer" and "Interested Pilgrim," have, no doubt, made several unintentional errors of judgment, but have always showed a willingness to rectify their mistakes when approached in a reasonable manner.

I feel safe in safe in saying that no other association in Canada has worked with less friction or given better satisfaction to the trade than has that of the tarred paper manufacturers.

If the above manufacturers tried to gratify and please the selfish desires of everybody they would succeed in pleasing nobody, and break up their association into the bargain. In the particular case now under discussion, I can assure "Wanderer" and "Interested Pilgrim" that the interests of the Montreal wholesale houses were not overlooked when Ottawa ceased to be a point of delivery in June last, and the present arrangement for equalization of freight places Montreal and Ottawa dealers on exactly the same footing, so far as the sale of building papers, etc., is concerned. The Montreal houses were duly advised in regard to this matter, and if they want any further information they can procure it by simply communicating with the secretary of the above Association.

As I have explained to these two gentlemen that they are mistaken in their ideas, and have also told them the proper course to follow when they think their interests are suffering at the hands of the Tarred Paper Manufacturers Association, this controversy is ended, so far as I am concerned.

"MEMBER TARRED PAPER MANUFACTURERS' ASSOCIATION."

"GOOD ENOUGH."

Any paint is not "good enough" for you to sell. You can't afford to sell anything but the best—the paint that will give satisfaction to your customers.

THE SHERWIN-WILLIAMS INSIDE FLOOR PAINT

is a paint that is "good enough"—it's the best floor paint that can be made. It dries over night with a good gloss. It is easily applied and covers the maximum surface. It is made to walk on and to stand hard wear. It's a paint you can make money out of. That's sure.

The Sherwin-Williams Inside Floor Paint sells well in every locality. We help the dealer to bring it to the front in a short time. We give him every possible aid to enable him to work up a profitable sale on it.

If you are not selling The Sherwin-Williams Inside Floor Paint now, it will pay you to write us for prices and further information.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CHICAGO, NEW YORK, NEWARK, MONTREAL, CLEVELAND, BOSTON, TORONTO, SAN FRANCISCO. KANSAS CITY

UNITED STATES PIG IRON OUTPUT.

The Iron Age, in its current issue, reports the total weekly capacity of pig iron furnaces in blast on October 1, at 344,040 gross tons. Comparisons with previous months are as follows :

	Total Capacity Per Week, Gross tons.	Coke Capacity Per Week.	Charcoal Capacity Per Week.
October 1, 1902.....	344,040	336,829	7,211
September 1.	335,189	328,243	6,940
August 1, ...	336,465	328,745	7,720
July 1.....	350,890	343,250	7,640
June 1.....	344,748	337,492	7,256
May 1.	352,064	337,627	6,437
April 1.....	337,424	331,140	6,284
March 1.....	323 028	316,039	6,980
February 1.....	331,045	325,440	6,605
January 1.....	298,400	291,992	6,468
December 1, 1901	324,761	317,358	7,403
November 1	320,824	313,775	7,049
October 1	307,982	300,538	7,444

FURNACE STOCKS.

The position of furnace stocks, sold and unsold, as reported, was as below on October 1. This does not include the holdings of the steel works producing their own iron :

Stocks—	May 1.	July 1.	Sept. 1.	Oct. 1.
Anthra. and coke...	63,583	61,312	63,666	62,651
Charcoal.....	20,276	13,725	15,873	13,250
Totals	83,859	75,037	79,539	75,901

CATALOGUES, BOOKLETS, ETC.

WESTERN FOUNDRY CO., LIMITED.

THE Western Foundry Co., Limited, Wingham, Ont., have issued a catalogue illustrating their "Crown Huron" range. This range has been remodelled and is now fresh from the pattern shops equipped with all the desired modern appliances. Besides being of excellent quality, and moderate in price, it is artistically decorated with nickel ornamentation. A reliable thermometer tests the temperature of the oven, while the fire-box can be fitted with either wood or coal grates. For a medium-priced range the "Crown Huron" is one of the best manufactured.

THE J F. PEASE CO., LIMITED.

The J. F. Pease Furnace Co., Limited, Toronto, have issued a catalogue concerning their "Economy" heater, termed "Comfortable Homes." This booklet is magnificently gotten up, and outside of the interest pertaining at this time especially to heating devices, this catalague would induce perusal by the style of the paper and the lucidity with which the excellencies of the "heater" are expounded. The construction of the boiler, smoke flues, etc., are such as to secure the utmost efficiency in the production and distribution of heat.

These "Economy" boilers are made in nine sizes, and will carry 250 to 2,500 ft. of radiating surface in addition to the mains.

EXCELLED BY NONE.

The National Cutlery Co.'s bankers' or paper shears are now in use in many of our banking institutions, and leading paperhangers at once recognize their superiority in shape and quality. They have no spots, no saw edges, and are fully guaranteed, and made with a steel ride. They are acknowledged to be excelled by no other make. Each pair is put up in separate pockets. Ask for catalogue. Decatur, Bull & Co., Montreal, are Canadian agents.

CLOSE OF COAL STRIKE.

With a gradually increasing tension extending over the past five months, the strike of the anthracite miners of Pennsylvania has at length reached a crisis and a solution is at hand. The operators have agreed to an arbitration committee appointed by President Roosevelt and all that remains is for the miners to ratify the agreement. A convention will be held on Monday next, at which it is expected the President's appointees will be accepted by the miners.

Reputation - Builders.

A single Gun that will do for twenty years what is expected of it by thousands of users will build for itself a reputation that

Price Competition Does Not Effect.

A source of great satisfaction and profit to the

Maker, Dealer and User of

Iver Johnson Single Guns.

The trade prefer them; the public demand them.

Semi-Hammerless, Trigger Action or Top Snap. Automatic Ejector or Non-Ejector. 12-16 gauge; 28 to 34-in. barrels. Advanced and unexcelled features.

Send for lately published catalogue.

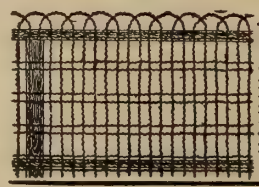
IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Salesroom: 99 Chambers St. FITCHBURG, MASS.

MANTELS, GRATES and TILE.

Are any of your customers building a new house? If so, why not try and sell them a mantel as well as hardware? They will want one, and it will pay you. Write us for catalogue and price.

THE BATTY STOVE & HARDWARE CO.
76 York St., TORONTO.



Page Metal Ornamental Fence. We now make fence that is ornamental, very showy and surprisingly cheap. It is just what is wanted for door yards, division fences in town lots, grave yards, orchards, etc. It is painted and retails at only **20 cts. PER RUNNING FOOT.** Just think of it. Let us send you full particulars. We also make farm fence, poultry netting, nails and staples.

The Page Wire Fence Co., Limited, Walkerville, Ont. 8

GLASS. GLASS.

We have several large consignments of special sizes of 32-oz., 26-oz. and 21-oz. Glass just arrived, and can fill all orders for large and odd-sized windows for dwellings, etc. Heavy stock of all kinds of Window Glass, and can make prompt shipment. Prices are right. It will pay you to send us your specifications.

Hobbs Manufacturing Co., Limited, London, Canada.

CASKET OF CUTLERY FOR KITCHENER.

The Lord Mayor presented Lord Kitchener with a casket of fine cutlery, manufactured by George Butler & Co., Trinity Works, Sheffield, and 62 Holborn Viaduct, London, E.C. The contents are fine examples of the cutler's art, illustrating the staple trades of the city. Each article bears the firm's extra quality trade mark, "Cavendish." They are mounted in finest ivory and sterling silver. A special feature is a full seven day set of Butler's "Keen" razors, the finest examples of full hollow grinding done on their own premises. The contents are enclosed in a satin-lined case with silver mounts. The shield on top is engraved:

Presented to
VISCOUNT KITCHENER, G.C.B., O.M., etc.,
By
Alderman Semor, J.P., Lord Mayor of Sheffield,
September 30, 1902.

Messrs. Butler have well maintained he historic fame of Sheffield for cutlery of the highest class.

H. S. HOWLAND, SONS & CO., LIMITED.

WHOLESALE ONLY

37-39 West Front Street, **Toronto.**

ONLY WHOLESALE

DEC 2 1902

POWDERS.

Metal Kegs, 25 pounds each.

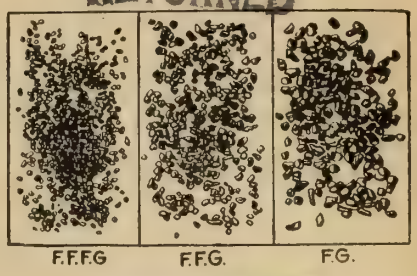
"DEAD SHOT"

Best and Cleanest Black Powder Made.

Sizes FG., FFG., FFFG., in Kegs.

A most remarkably and universally popular Brand for General Field and Trap Shooting, unsurpassed by similar grades of any other manufacture.

DEC 2 1902 RETURNED



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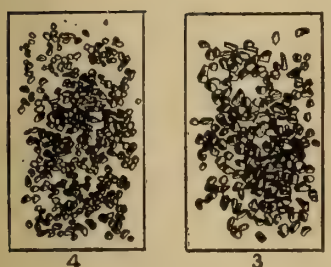
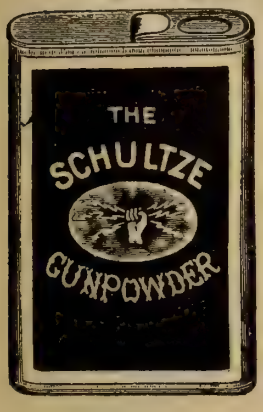


SIZES:
3 and 4, in Kegs, 6½ lbs. each.
3 and 4, in Kegs, 25 lbs. each.

This Brand especially adapted for the use its name implies and commended to all riflemen.

RETURNED DEC 2 1902



GENUINE

Schultze Smokeless

HARD GRAIN.

Best White Powder Made.

SIZES:

No. 1, Tin. **No. 10**, Tin. **No. 50**, Drum.

FOR CANADIAN SPORTING AND BLASTING POWDERS SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

OUR PRICES ARE RIGHT

Graham Nails are the Best.

Factory: Dufferin Street, Toronto.

WE SHIP PROMPTLY

MACHINERY AND ELECTRICAL SUPPLY DEPARTMENT

THE STATE OF TRADE.

BUSINESS in the machinery line is very brisk at present. The large manufacturers say that a larger trade has not been done for years than that doing at present. They are anxiously awaiting the settlement of the coal strike, so that soft coal will again come within a reasonable price. Some of the manufacturers are so busy that they were compelled to work on Thanksgiving Day.

NEW COMPOSITION SOCKET BUSHING.

The Canadian General Electric Company, Limited, Toronto, are furnishing the trade with a sample of their new style composition socket bushing, No. 756. It is made to suit the requirements of the underwriters' rules, and is very convenient. This company deserve great praise for the unique way in which they are advertising their business. The composition socket bushing is attached to a private post card, very neatly designed and printed.

THE PASSING OF THE FIRE ENGINE

At a convention of the International Association of Fire Chiefs, held in New York City, the chief of the Baltimore Fire Department read a paper on the fire departments of the future in large cities. The paper started a discussion on the merits of mobile fire engines as compared with stationary pumping plants, standpipes, and sprinkler systems. The chief of the Chicago Fire Department declared that 92 steam engines in Chicago could be dispensed with if 12 pumping stations were at hand. A representative from Boston gave it as his opinion that the clang of the engine through the cities' streets will soon be as out of date as the old vamp brake pump.

ELECTRICAL POWER FOR AGRICULTURE.

In a paper read before a recent conference of German electrical engineers, Dr. Haas, of Hanover, referred to the electric power supplied to agriculture in that neighborhood. The greatest demand for current was for the operation of threshing machinery, although energy was also used for driving pumps, hay presses, straw-cutters, etc. Of the total horse-power installed, 77 per cent. represented purely agricultural operations, and 8 per cent. factories, although the former only yielded 53 per cent. of the receipts. On an average the annual revenue per horse-power installed amounted to £6.73 (as compared with from $17.03 to $36.50 in towns) at a price of 57 cents per kilowatt hour, and the average period of use did not reach 150 hours, as against 500 hours in towns. There is little demand for light in the villages, as the people retire early. The author concludes, from the experience in the Hanover district, that satisfactory results are possible in agricultural operations only where cables already exist for the transmission of power, or for electric tramways, which can readily satisfy the small and occasional demand for agricultural purposes.

THE ANGLO-BELGIAN TELEPHONE.

U. S. Consul G. W. Roosevelt writes from Brussels, September 11, 1902:

"The Anglo-Belgian telephone service will be inaugurated in about two months. The submarine cable stations are located at St. Margaret's Bay, near Dover, and at La Panne, a Belgian seaside resort. The work of laying the cable is completed, and the company is now placing the aerial extensions in both England and Belgium. The cable is 90 kilometers (55,422 miles) in length and has two circuits. The total cost when completed will be about 2,000,000 francs ($386,000), to be shared equally by England and Belgium. Belgium will communicate with England from the cities of Brussels and Antwerp only. If communications are numerous and the new line is profitable to the Government, the service will be extended to other cities. The rate of communication has been fixed at 10 francs ($1.93) per three minutes."

TWO RECENT NOVELTIES.

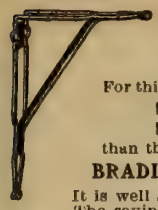
Two recent novelties are found in a railway inspection car that has just been brought out by The De Dion Company in France, and an agricultural motor that has made some interesting exhibitions in England. The former weighs but 660 lb., is fitted with a 3½ horse-power motor, and is capable of carrying three persons as fast as 36 miles per hour. The operator is seated on a saddle back of a cross-seat arranged for inspection purposes. The lvel agricultural motor, the invention of Mr. Dán Albone, of Biggleswade, is designed to draw anything from a wagon to a plow, and it can be used, when stationary, for grinding corn, etc., about the farm. It is propelled by a double cylinder, 8 horse-power motor. When used for ploughing the cost of fuel worked out at about 16c. per acre.

MARKET FOR CHEAP FARM MACHINERY.

Mr. J. C. Jardine, Canadian commercial agent to South Africa, in a report to the Department of Trade and Commerce, dated Pretoria, September 8, encloses a list of current prices there for goods which might be supplied from Canada. He says: "A very large demand has arisen for the cheapest and most simple classes of agricultural machinery, cultivators, ploughs, harrows, etc., of the most inexpensive kind, suitable for the thousands of expatriated Boers, discharged Australians, Canadians and British irregulars remaining here. The Imperial Government is placing these people on the land and giving them a start. I went yesterday to interview Major Leggatt, an Imperial officer, who is at the head of this movement. One of his assistants is a Canadian officer, and both are exceedingly anxious to place orders with Canadian firms if machinery of the kind can be made promptly, rather than buy in the United States, as they say British implement makers cannot compete, being a different class. Major Leggatt has kindly promised to mail to Cape Town next week a descriptive list of the articles required, and I will send it to you. Agricultural firms in Canada in a position to make these cheap ploughs, etc., should let me hear from them at once, as about 50,000 settlers of this class are to be put on the land, and these articles are to be paid for by the Imperial Government. Canadian firms by acting promptly will most likely obtain a share of this trade."

A 50-YEAR FRANCHISE.

A 50-year franchise, 20 years' exemption from taxation and right-of-way over the township roads are given by the Westminster township council to The Southwestern Traction Company of London, Ont., in the by-law passed on the 7th inst. The road, when completed, will extend from Ingersoll to Glencoe, passing through London.



Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be
NOTHING BETTER
NOTHING CHEAPER
than the . . . .
BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong** and **Light.** The saving in freight is a good profit, aside from the **lower price** at which the goods are sold.

☞ Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

Bargains in Second-Hand Machinery.

SCREW CUTTING ENGINE LATHES.

No. 14545—Swing 18-in. x 6-in. Bed with Countershaft.
No. 16436 " 15-in. x 6-in. " " "
No. 16454— " 11-in. x 5-in. " " "

BULL LATHES.

No. 15086 Swing 62-in. Brake Lathe with Countershaft.

FOOT POWER SCREW CUTTING ENGINE LATHES.

No. 16453 New Swing 11-in. x 60-in. Bed (Barnes).
No. 16199 - Swing 9-in. x 40-in. Bed (Sebastian).

HAND IRON PLANERS.

No. 10455 12-in. x 12-in. x 27-in. Iron Planer.
No. 9624 - 13-in. x 15-in. x 30-in. " "

IRON PLANERS.

No. 16062 - New 24-in. x 24-in. x 6½-in. Planer with Countershaft.
No. 16148—32-in. x 32-in. x 9-in. Planer with Countershaft.

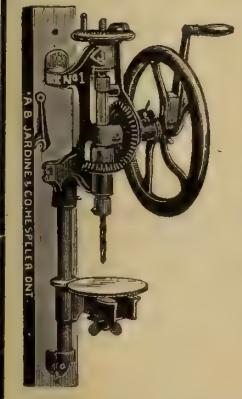
IRON SHAPERS.

No. 15828—20-in. Iron Shaper (London Make).
No. 16430—12-in. Crank " (Michel).

A large stock of Fire Brick and Fire Clay at low prices.

H. W. PETRIE

131-3-5-7-9-141-43-45 Front St. West and
8-10-12-14-16-18-20-22 Station St., TORONTO.

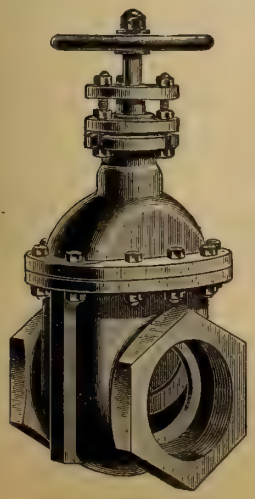


TRADE MARK J REGISTERED.

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.



We Make Good

VALVES

Write for Catalogue. It tells all about them.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.

DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to Diamond Stove Back.

Diamond Adjustable Cook Stove Damper

Patented March 14th, 1893.

Patented December 22nd, 1896.
EXTENDED.
4 x 11 to 6 x 21.

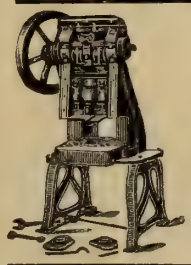
For Sale by Jobbers of Hardware.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A
" A. R. WOODYATT & CO., Guelph, Ontario.

"The Peerless"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices

James Warnock & Co. = Galt, Ont.



G. A. Crosby & Co. of Ontario,

SARNIA, ONT. LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

H. W. Petrie, 141-145 Front Street West, **Toronto—Selling Agent.**

Made in Two Sizes—6 and 7-inch Pipe.

E. T. WRIGHT & CO.,
Manufacturers, - HAMILTON.

IDEAL QUICK ADJUSTING BOOT & SHOE HOLDER

ALL METAL

Strong *Neat* *Durable*

The Canada Hardware Co.,
Wholesale Merchants Limited
MONTREAL

ELECTRIC MACHINERY FOR PEAT.

NOW that a dearth of anthracite coal has become a reality, former speculation regarding the means of obtaining an efficient fuel outside of this most convenient article, has now intensified, and ingenious minds are casting about in every direction to discover how to obtain the most available as well as the cheapest substitute.

Oil has been utilized to some extent by many for heating purposes, but while this is present in sufficiently large quantities in Texas and the Southern States for this purpose, in other parts its use is impracticable.

Peat, which is present in enormous quantities in many countries in Europe, especially in Austria, Hungary, France, Germany and Ireland, has long been used to some extent at least for fuel, but owing to its comparatively small heating capacity, it has never hitherto been considered a serious rival to coal.

The former method of preparing peat for heating pnrposes was through pressure by machine, whereby the wet material, obtained directly from the bogs, was transformed into fuel which contained, however, but 30 to 50 per cent. of carbonaceous matter.

Latterly, it has been discovered that peat transformed into peat-charcoal has a heating efficiency quite equal to that of coal, and the sole problemn to be solved was the carbonization of the wet peat.

This question has been solved, it is claimed, by Mr. P. Jeksen, of Dale, Norway, whose invention has materialized in an electrical plant for peat manufacture at Stangfjorden, Norway, described in a recent issue of Scientific American.

According to this invention, the partially dried peat is heated in hermetically closed retorts by electric heat, derived from dynamos driven by water power, with the aid of turbines. The carbonized fuel obtained by this method contains 76 per cent. of carbon, and ignites readily, spreading an immense heat with but a small amount of soot.

To drive the machinery for this operation 128 H.-P. are required. The peat is now brought to the factory direct from the bogs in lighters of 100 tons capacity, which are discharged by mechanical power. After being subjected to a five H.-P. press, the peat briquettes are then subjected in the retorts to heat and an air draught.

Over 1,000 of air-dried peat blocks can be produced by this machine in one day. It is shipped to many parts of Norway, and enjoys a ready sale.

EXIT THE HORSE.

Owing partly to the automobile and partly to the trolley car, the horse is rapidly disappearing from various large cities of Europe. Thus in Paris the total number of horses in 1901, according to a municipal census of these animals, was 96,698, while this year it is only 90,796, a falling off of about 6 per cent. In London, in the same period, the equine population has decreased 10 per cent., while in Berlin, Vienna and even in St. Petersburg the same falling off is to be noted. In the United States the supercession of the horse by the trolley car has been absolutely astonishing in its extent. Probably to-day in New York there are not more than two-thirds as many horses employed as were used 20 years ago. So far the automobile appears to have made no great inroads into the horse business, and it is likely that the extension of the use of automobiles will have to wait upon the growth of more scientific ideas regarding street paving and road-making. However, the decadence of the horse is upon us, and his disappearance may be looked for sooner or later. On this point The Electrical Review ventures the opinion that the progress of engineering will develop methods that will totally extinguish the horse as a beast of burden.

ELECTRICAL AND MACHINERY NOTES.

GUEST & CO., Toronto, are shipping two water motors to Mr. Seagram, Waterloo, Ont., and one to The Verity Plow Co., of Brantford, Ont.

A semi-portable boiler and engine has been shipped to Andrew Murdock, Hamilton, by H. W. Petrie, Toronto.

The Polson Iron Works are installing a new Heine boiler in The Toronto Carpet Company's Works, King street west.

Fiddes & Hogarth, Toronto, are installing the electric fittings in the new premises of Mrs. Roberts, Beverley street.

A 35-inch Leffel water wheel was shipped to James Grant, Mulgrave, N.S., a few days ago by H. W. Petrie, Toronto.

McDonald & Wilson, Yonge street, Toronto, are putting in the electrical fixtures in the additions to both Havergal and Wycliffe Colleges, Toronto.

A shipment consisting of a shingle machine, shingle bolter and edger has been made to Thomas H. Thompson, Haileybury, Ont., by H. W. Petrie, Toronto.

The Canadian Iron Company has been organized at Youngstown, O., with a capital of $200,000. The incorporators are J. Craig Smith, Edward Ritchie, Grant S. Whitslar, Grant L. Cleveland and Frank Brown, all of Youngstown. The company has acquired the property of The Abbott-Mitchell Iron and Steel Company, located at Belleville, Ont. The plant, which for the present is inactive, manufactures bar iron, bar steel, cut nails, horseshoes, railroad spikes, track bolts, washers, etc. The price paid was $17,000.

AFTER THE SHUTTERS ARE UP.

ONCE two beautiful white eggs laid side by side in a new nest. A big man gathered them up with his rough hands and sold them to a grocer. And one little egg was a good little egg and went into an angel cake, but the other little egg was a very, very bad little egg, and got mashed on an actress.—Town Topics.

* * *

A teacher in the Dallas county public school recently received the following letter :

Sir,—Will you in the future give my son easier soms to do at nites ? This is what he's brought hoam two or three nites back : " If fore gallins of bere will fill thirty to pint bottles, how many pints and half bottles will nine gallons of bere fill ? "

Well, we tried and could make nothin' of it at all, and my boy cried and laughed and sed he didn't dare to go bak in the mornin' without doing it. So I had to go and buy a nine-gallin keg of bere, which I could ill-afford to do, and then he went and borrowed a lot of wine and brandy bottles. We fill them, and my boy put the number down for an answer. I don't know whether it is right or not, as we split some while doin' it.

P. S.—Please let the next some be in water, as I am not able to buy more bere.—Mobile Register.

* * *

The publisher's private secretary was, above all else, a young woman of refinement, both of conduct and of language. Brought up in New England and educated at a college famous for its niceties and elegancies of existence, she was as far removed as possible from the slang-using, bang-wearing, gum-chewing stenographer of the comic papers. Next door to the publisher's establishment a young Englisgman, striving with moderate success to establish himself here as a landscape architect, had opened an office. In due course of time he became acquainted with the publisher, who, in turn, introduced him to the private secretary. One day, when the private secretary was sitting serene and dignified at her desk, there entered precipitately the Englishman.

" How do you do ? " she said sweetly.

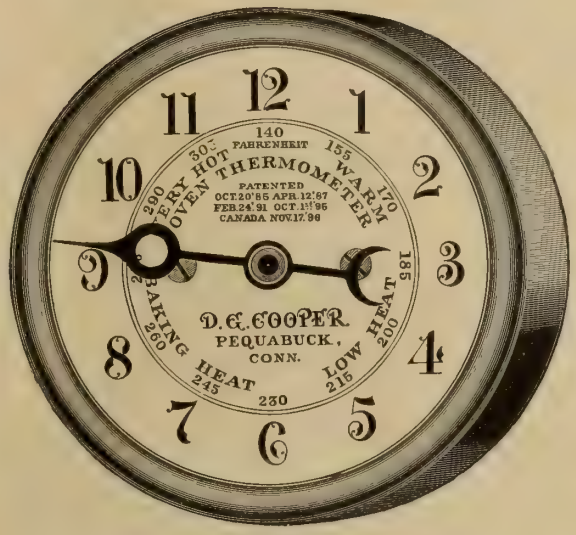
" I beg your pardon," said the Englishman, " but could you spare me just a little of your gum ? "

" Gum ! " she explained in horror. " Surely you don't think I——"

" Really, I beg your pardon," ejaculated the Englishman, a second time, in still more confusion. " How stupid of me. I remember now you say mucilage in America."

The Cooper Oven Thermometer

The First, Best and only thermometer ever used on stove oven doors which is of any real value to those who do baking. This is no loose advertising talk, but statements easily verified by facts.



FULL-SIZED CUT OF DIAL.

Many of them have been in constant use thirteen years, and many thousands of them from eight to ten years. Used by over forty manufacturers of the highest-grade ranges in the U.S. and Canada.

Since the use of the Cooper Thermometer has shown the necessity for such an instrument on oven doors, within the past five or six years there have been some half dozen devices put on the market called oven thermometers.

They do not deserve to be so-called.

Their bad working is depopularizing the NAME of oven thermometer with the public, who do not understand the difference between them and a good one.

Fortunately, unlike a watch, their value can easily be known by their faces.

Twenty degrees difference in the temperature of an oven is sufficient to make "good luck" or "bad luck" in baking many kinds of food.

Unless an oven thermometer will plainly indicate such change, by a movement of the hand SUFFICIENT to be EASILY SEEN, such thermometer is positively worthless, by which to regulate the fire and heat of an oven. An attempt to use them for that purpose only produces disappointment and disgust, more or less of which attaches to the stove on which they are used. Between normal temperature, and extreme baking heat, there is a difference of 325 to 400 degrees. If for such a change of temperature, the whole movement of the hand of an oven thermometer is only two or three inches, it is plain that with a change of 20, 30 or even 40 degrees the movement of the hand would be too slight to be noticed by those who usually do baking, at least without a magnifying glass, which is not commonly used in a kitchen. The hand on the Cooper thermometer moves over six inches with such change of temperature, PLAINLY shows a difference of 8 or 10 degrees in the heat of the oven, and even 2 degrees can easily be seen, by a slight knock on the oven door.

Next to good working, DURABILITY is the most valuable quality in an oven thermometer. Thirteen years of satisfactory working is a very good record for the Cooper thermometer. Not being obliged to increase the radius of the hand in order to give it sufficient movement to be noticed, the dial on the Cooper thermometer is only as large as is necessary to be plainly seen by those using it, thereby making the danger of breaking much less than if it had a larger diameter. Those who use them do not say they "Do not think an oven th mometer amounts to much, anyway." The most common expressions of those who use the Cooper thermometer is, "I would not TRY to keep house without my oven thermometer," or "I don't know how I ever got along without it."

It is easily adjusted to either a swing or drop door, and is the best selling point ever put on a stove or range. However highly it is praised by the seller, it is more than verified when used. Do not buy a worthless article because it can be bought for a few cents less. It is sure to be far more costly in the end. An honest TILE is preferable to a "make-believe" oven thermometer.

The price of the Cooper thermometer is very low indeed, when cost and VALUE are considered.

Every thermometer carefully adjusted, and tested by heat, before sending out.

MANUFACTURED AND SOLD BY THE INVENTOR,

D. G. COOPER, - PEQUABUCK, CONN.

THE ADVERTISING ARENA.

ADVERTISING is by no means confined to newspaper publicity, and a merchant should not forget this important point. A man's correspondence is a great indication of what his business is like. Even if he cannot afford a typewriter, he should at least see that his letters are neatly written and that his letter-head is well printed. This is an indirect form of advertising. Then, there is the tying-up of parcels. If this department is not carefully handled, an air of sloveliness may creep into the business which will tend to keep some customers away. Then, again, if a delivery wagon be used, it should be kept spick and span, both as regards the wagon and harness. A smart-looking turnout is sure to create a favorable impression in the minds of the public. Cleanliness, of course, is always deserving of praise, and if a customer feels that his or her purchases are handled carefully, he will be more inclined to patronize the shop that looks after this matter.

* * *

In making a contract with a newspaper it often pays to have a clause inserted to the effect that, during the period the contract runs, the advertiser is at liberty to use space between certain limits. That is, there is a maximum and a minimum space, which he can use at will. Very often it is unnecessary to use a large space, as, for instance, after Christmas or after a country fair. At such times it is economy to be able to resort to a smaller space at a lower price. No publisher is likely to repudiate a contract which provides for the use at will by his client of one of three spaces.

* * *

Good business methods are based upon the ability to keep track of public opinion regarding merchandise and follow it with as few mistakes as possible. Good advertising is simply the application of the same methods to the exploiting of that merchandise. Therefore, the successful merchant is usually successful in advertising. He may lack the ability to write ads., but his knowledge of what the public wants or does not want is of far more importance to his advertising than the mere literary work. The trained ad-writer can set forth his wares in the best light, using his knowledge of display, mediums, argument and pictures to let the public know what the merchant has in stock, but the knowledge of the public's likes and dislikes is the largest factor in the campaign. Not all the word-juggling in the world will induce it to buy what it does not want, nor will any lack of advertising keep it from buying what it does want. Advertising simply facilitates the work of bringing merchant and buyer together.—Printers' Ink.

* * *

Such an amazing amount of literature is published nowadays about advertising, in which its advantages are made to transcend every other consideration, that one cannot blame a merchant if he jumps to the conclusion that returns to advertising are as certain as dividends on Bank of England stock. There is nowadays so much excellent advertising done, that it becomes every day more difficult to write convincing ads. This is not said to discourage would-be advertisers, but merely to warn them not to build their hopes too high. Everybody knows that advertising has paid many who have tried it. There is no reason why others should not derive advantages from it as well. Only in starting an advertising campaign, don't expect too much at first. Perseverance in it, as in every branch of business, is requisite to success.

* * *

Ask an intelligent inhabitant of any town who is the leading grocer or the leading drygoodsman or hardware merchant in that town and it will usually be found that it is the man with the greatest publicity. It may be in some cases that the publicity has come from the business, while in other cases it may be that the business has sprung from the publicity. (By publicity is not necessarily meant newspaper advertising, but everything about the business which makes it known to the people. The little corner store out on the border of the town is known to but a few people in comparison with the handsome downtown store. The latter has the greatest publicity.) The point is that business and publicity go hand-in-hand, and if the two are so guided and directed as to work in harmony, great results are certain to follow. There should be progress in both departments. The business may be pushed on with no conscious thought of the publicity, but such progress is slow in comparison with what it might be were the publicity watched as well.

* * *

"Why don't you trade with me?" said a close-fisted merchant to a customer the other day. "Because," replied the customer, "you have never asked me. I have looked through all the papers for an invitation in the shape of an advertisement, but in vain. I never go where I am not wanted." The time to put forth special efforts is the time when people will not buy unless specially urged to do so. It is a mistaken idea to sit still in dull seasons; the time to push business is when business needs pushing. It stands to reason that when things are lively people are going to buy anyway, and it takes less efforts to secure patronage, but the merchant who hesitates to put forth advertising expenditures in dull seasons is only adding to his burden, for instead of judiciously expending money in advertising to induce people to buy, he sits idle, letting regular expenses run on and hoping when the busy season does come along to catch up the loss.

* * *

The best advertisement that can be written is that which puts you in communication as directly as possible with those to whom you appeal and at the same time does not put you on a false footing with them.

* * *

Don't surround your ideas with typographic obstructions, nor let anything in your advertisement become more prominent than the one thing that is going to make customers of your readers.

* * *

An illustration should, as nearly as possible, convey some idea of what your business is. Do not fill your valuable space with something foreign to your product.

* * *

The first object of an advertisement is to cause the reader of it to believe that he needs the article advertised, and the second, to leave him in such a frame of mind that he will take the trouble to learn more about it.

* * *

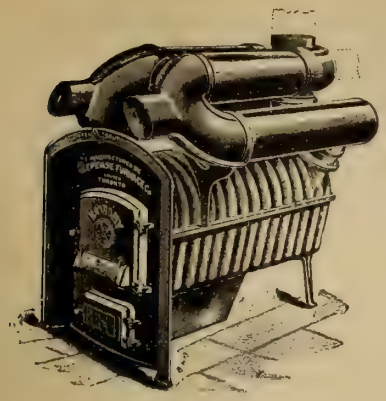
The man who has a horse to sell selects his prospective customers, and then tells them about the horse. This is advertising, and it is about as far as advertising can go. What the man with the horse for sale tries to do is to get someone enough interested to look at the horse, then salesmanship comes in to do the rest.

* * *

Most failures in advertising come from the belief on the part of the advertiser that the only thing necessary is to state in the newspapers or other publications what he has to sell, and then sit down and wait for the orders to come in. Active salesmanship is required to cinch the business.

* * *

The country merchant, or the purely local advertiser in any line, can generally get assistance from the publisher of his local paper, and to him he should go for advice and help. The merchant knows what he has to advertise and what he wants to say—someone connected with the paper can help him say it so that it will attract the eye and impress the mind.



Wood Furnaces.

Our "Economy" Wood Furnace is acknowledged to be the best thing in that line on the market. The castings are made from original patterns by our Company—are of even thickness.

It has an extra large combustion chamber and ample feed and ash-pit doors. It works easily and gives a good steady heat.

WRITE FOR PARTICULARS AND CATALOGUES.

J. F. PEASE FURNACE CO'Y, Limited

189-193 Queen Street East, TORONTO.

RICHARD JOHNSON, CLAPHAM & MORRIS, Ld., Manchester AND LIVERPOOL, ENG.

CABLE ADDRESS—"Metallicus," Manchester.
CODES USED—ABC, AI, Liebers and Private Code.

Manufacturers and Metal Merchants

GALV'D SHEETS
GALV'D CANADAS
BLACK SHEET IRON
BLACK CANADAS
Range & Furnace SHEETS

TINPLATES, TERNES
TINNED SHEETS
PIG TIN, PIG LEAD
WIRE NETTING
GALV'D BARB WIRE

WAREHOUSE LEVER STREET

MONTREAL OFFICE:
Messrs. Copland & Co., Imperial Buildings.

HALIFAX OFFICE:
Messrs. Grant, Oxley & Co., 68 Bedford Row.

Dark Days Light Stores

LUXFER PRISMS DO IT

LUXFER PRISM CO., LIMITED

100 King St. W., TORONTO.

It's **half** the battle to get the people in.

Do not lose the other **half** by not being able to show your goods in the right light.

We make a study of lighting dark premises.

Information cheerfully given.

MAKING PIG TIN FROM TIN SCRAP.

THE reclaiming of pig tin from tin scrap by the process generally known as detinning, resulted, according to Mineral Industries, in the reclaiming of about 825 tons of pig tin in 1901. Of this amount 500 tons were recovered by The Vulcan Detinning Company, of Philadelphia, which was chiefly converted into chlolride of tin and about 250 tons were recovered by Johnson, Jennings & Co., of Cleveland and Chicago, which was partly made into pig and partly into tin oxide. Otherwise there was no production of pig tin in the United States during the year 1901. Some experimental work was carried on in the Black Hills, South Dakota. Five tons of selected ore was concentrated into 1,361 lb. of tin oxide—cassiterite—which contained gold to the value of $10.

The total value of the product was reported to be $1,525. Several hundred tons of low-grade ores have been mined for exploitation purposes, but as yet the tin industry of the Black Hills has not been placed on a commercial basis.

A discovery of stream tin on Buhner Creek, in Alaska, 10 miles east of Cape Prince of Wales, in York gold field, has been made, two or three feet of gravel overlie the red rock which consists of arenaceous schists, often graphitic and graphitic slates.

The stream tin is concentrated on the bed rock with small amounts of magnetite, limonite, pyrite, fluorite, garnets and gold.

A second location is on the Anaovik River into which the Buhner Creek flows, and is about half a mile from the latter deposit.

Recoveries from 150 to 200 lb. of cassiterite per cubic yard are reported.

ASSOCIATION OF GAS STOVE MANUFACTURERS.

The gas-stove makers for several years have complained that evils have existed in their trade that had a pernicious effect on the profits, and considerable effort has been expended to accomplish a change. Evidently the activity of the trade this year has brought an acute feeling of these evils to many who have heretofore suffered them in dogged silence. This has developed a desire to brush away the obstacles to a more satisfactory business, and effort is being made to organize the gas-stove manufacturers. A preliminary meeting of the manufacturers in the territory adjacent to Chicago and having branches there was held in that city recently to arrange for the organization of an association on lines similar to those of the National Association of Stove Manufacturers. Another meeting will be held in about two weeks to complete arrangements for a permanent association. This is a step in the right direction, and it is to be hoped that an association will result that will be strong enough to effect those reforms, which will put this branch of trade on a more satisfactory basis than now exists.—The Metal Worker.

Great Light Producers:

"Banner" Cold Blast Lanterns,
"Climax" Safety "
"Banner Junior" Brass "
"Banner" Lamp Burners,
Also "Radiant Shelby"
Incandescent Lamps.

MANUFACTURED BY
THE ONTARIO LANTERN CO.
HAMILTON.

GALVANIZING

Our plant is modern, and capacity large. Prices O.K. Other branches:

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK ETC., ETC.

Ontario Wind Engine & Pump Co., Limited, 505 Atlantic Ave., Toronto.

STOVE BRICK Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

The Grey and Bruce Portland Cement Company of Shallow Lake, Limited,

Manufacturers of

"HERCULES" BRAND OF

Portland Cement

Unsurpassed for Sidewalks, Floors, and all work requiring the Highest Grade of Portland Cement.

HEAD OFFICE: OWEN SOUND.

E. B. SALYERDS
Manufacturer of
Hockey Sticks
PRESTON,
Ontario, - Canada.

The Best Stick.
Made of Rock Elm.
Wholesale Trade Only Supplied.
Ask your Wholesale House for the Preston make of Stick.
Write for Prices.

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

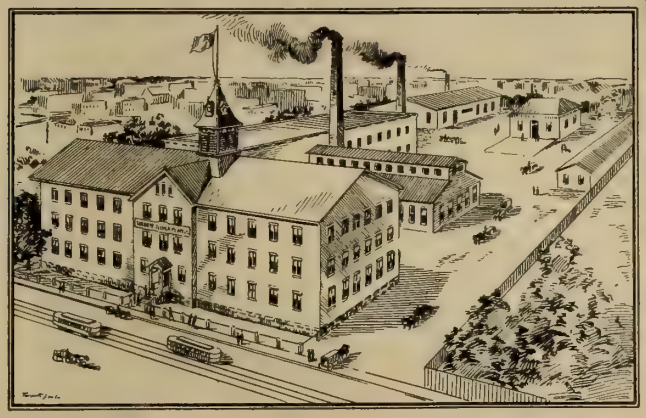
75 YEARS. ESTABLISHED 1825. 75 YEARS.

FACTORIES of

The TORONTO SILVER PLATE CO., Limited

RETURNED
OCT 23 1902

Manufacturers of Sterling Silver and Electro Silver Plate of every description.



Cut shows New Wing and the Casting and other buildings in the rear.

The Personnel of the Directorate is as follows:

W. H. BEATTY, President **H. W. BEATTY, Vice-President.**

DIRECTORS:

GEO. GOODERHAM. ALFRED GOODERHAM.
W. H. PARTRIDGE. WM. THOMSON.
E. G. GOODERHAM. JAMES WEBSTER.
FRANK TURNER, C.E.

CAPITAL STOCK, - - - - $100,000.00.

INCORPORATED 1882.

Not in the Trust or members of any Silverware Association or Combine.

Issue 5 complete Catalogues, one being for Export Trade.

E. G. GOODERHAM,
Managing Director and Sec'y-Treas.

Australasian Representative,
GEO. H. GRUNDY,
P. O. Box 1414,
Sydney, N.S.W.

LONDON, ENGLAND,
Sample Room,
23 Thaive's Inn,
Holborn Circus.

West-Indian Representative,
C. D. DAVIES,
Bridgetown,
Barbados.

RETURNED
OCT 23 1902

Snap shot of part of one of the suite of rooms in King Edward Hotel exhibit at the Toronto Industrial Exhibition, showing on the table and sideboard some of the silverware supplied.

E. P. Nickel S

MANUFACTURED S

The

Toronto Sil

:: :: I

KING EDWARD H

er Hotel-Ware

ALLY TO ORDER BY

er Plate Co.

Limited

HE :: ::

EL CO., TORONTO

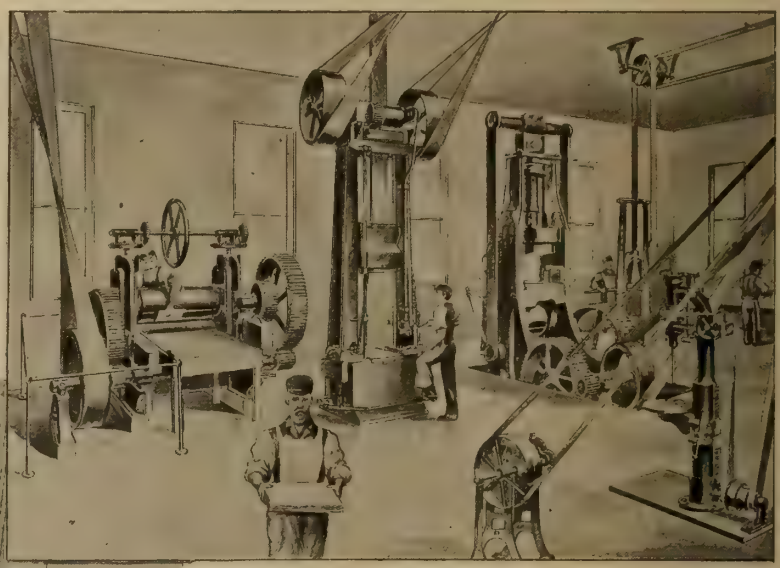
Grape Stand.

An individual piece supplied not shown in above cut.

RETURN

RETURNED OCT 23 1902

An illustration
of the heavy machinery
in the Machine Room,
also part of the Plating Room,
and part of



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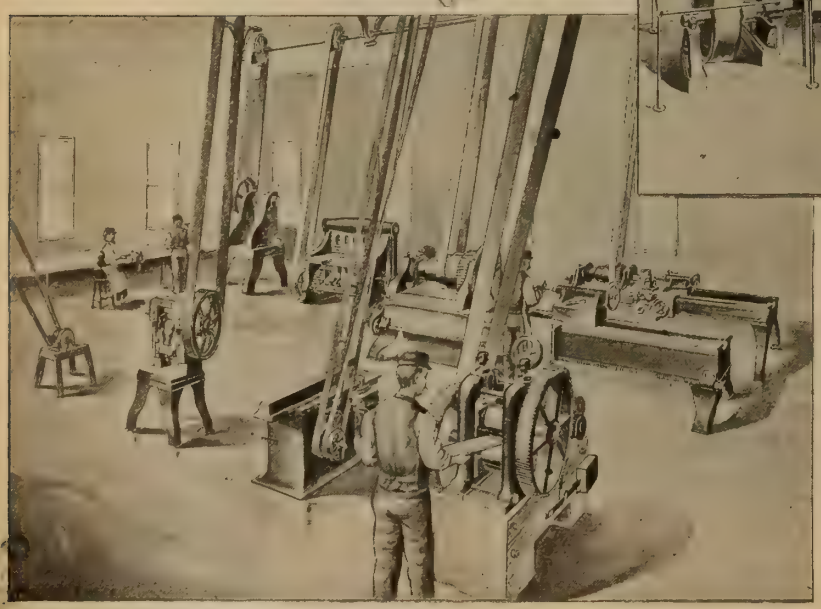
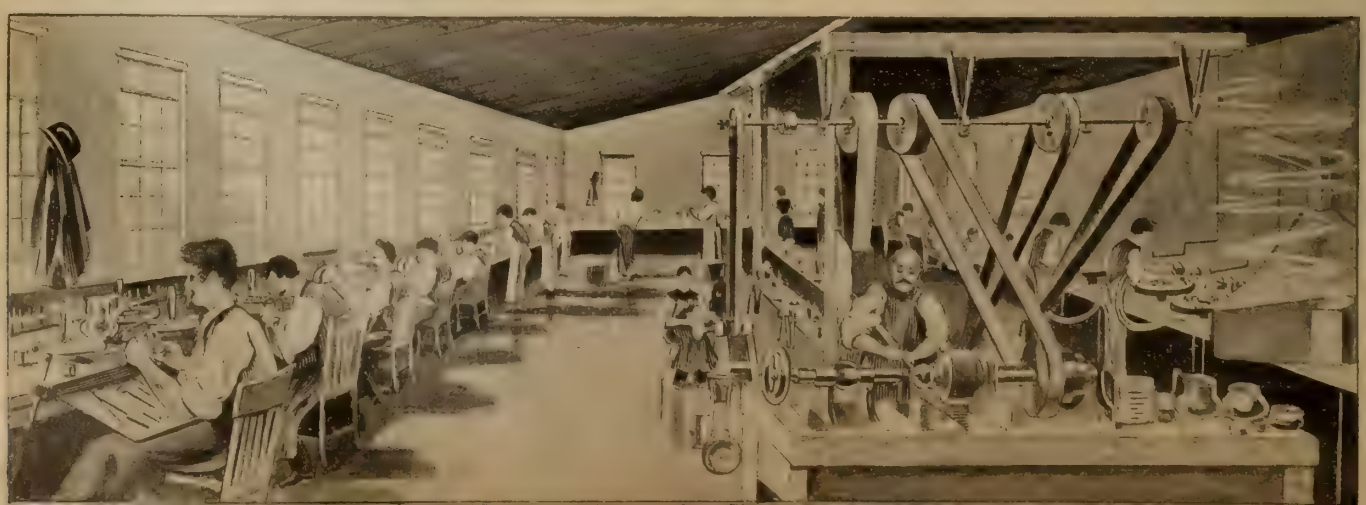


The Nickel Silver Room
in the
NEW WING
of the Factories of
The TORONTO SILVER PLATE CO., Limited.



NOV 19 1901
RETURNED

IN THE BULLSEYE

of perfection will be found the products that bear the "J.M.T." trade mark.

A complete line of our nickle-plated bathroom accessories shown in any window will be a shaft that will hit the centre of demand and produce business.

There is no easier method of securing business than by carrying our assortment of Shower Bath Equipment, Towel Racks, Shelves, Horses and Baskets, Robe Hooks, Comb and Brush Trays, and other accessories.

Even as our line will attract attention it will sell itself, and by its superior quality command continued patronage. Let us quote you prices.

The James Morrison Brass Mfg. Co., Limited, Toronto.

PLUMBERS' SPECIALTIES AND BRASS GOODS.

THE **"GLOBE"** POLISH HAS COME TO **STAY** AND ALL **DEALERS** CAN STOCK IT WITHOUT HESITATION.

TRY "GLOBE" AND YOU WILL USE NO OTHER. IT IS THE BEST.

"GLOBE" METAL POLISH

Write for a supply of Show cards and Advertising Novelties.

——WE SHALL BE PLEASED TO ANSWER ALL ENQUIRIES.——

RAIMES & CO., 164 DUANE ST., NEW YORK CITY.

NIXON AND WINTERBOTTOM, Ltd.

N TRADE MARK W

Registered Trade Mark.

MANUFACTURERS.

PYRAMID WORKS, SHEFFIELD, ENGLAND.

N W PYRAMID CUTLERY Co SHEFFIELD

Registered Trade Mark.

TABLE CUTLERY
BUTCHERS' KNIVES & STEELS
FARRIERS' KNIVES

ESTABLISHED 1861

TELEGRAMS "PYRAMIDS, SHEFFIELD."

BREAD KNIVES
PUTTY, PALLETTE, SHOE & POTATO KNIVES

CASE CARVERS A SPECIALTY

Canadian Agents: W. L. HALDIMAND & SONS, St. Dizier Street, MONTREAL.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOHN W. BRAY, hardware merchant, Port Arthur, Ont., has assigned to Alex. W. Thompson, and a meeting of creditors will be held on the 20th instant.

A. L. Trudeau, general merchant, of Brompton Falls, Que., has assigned.

C. J. Upton, general storekeeper, of Elmvale, is offering to compromise.

S. Bertrand, general merchant, Notre Dame des Anges, Que., has assigned.

Chartrand & Turgeon are the curators of P. Morin, general merchant, St. Tite, Que.

David Genest, general storekeeper, Ste. Gertrude, has assigned to Lamarche & Benoit.

Watts & Co., general merchants, Walsh, Ont., have assigned to Osler Wade, of Toronto.

A meeting of the creditors of Isaie Pigeon, general storekeeper, Montreal, was held on the 14th inst.

Adrien Barrette, general merchant, St. Tite, Que., has assigned, and his creditors held a meeting on October 13.

PARTNERSHIPS FORMED AND DISSOLVED.

Clarke & Connolly, contractors, of Toronto, have dissolved partnership.

Reid, Campbell & Co., general merchants, Moyie, B.C., have dissolved.

W. Fallon, general merchant, Atikokan, N.W.T., has admitted —— Hutchings as partner.

D. McPherson, general merchant, Basswood, N.W.T., has admitted James Atkin as partner.

H. H. Coleman & Co., importers of hardware, London, Ont., have dissolved partnership.

Kirkham & Stewart, of Lethbridge, Alberta, hardware merchants, have dissolved partnership. D. Stewart continues the business.

SALES MADE AND PENDING.

Louis Loblow, blacksmith, of Yorkton, Manitoba, has sold out.

John Waddle, of Port Dover, Ont., is advertising his planing mill for sale.

Geo. W. Welz, tinware dealer, Elora, Ont., has sold out to A. R. K. Macdonald.

The assets of J. A. Lomme, general storekeeper, St. Johns, Que., have been sold.

The assets of A. Lafontaine, general merchant, Drummondville, Que., have been sold.

The stock of Mrs. A. E. Hainsworth, general storekeeper, Meadow Lea, Ont., was sold by auction.

The assets of Alfred Bouchard, of Les Eboulements, Que., sawmill and carpenter shop, have been sold.

Alex. McKercher, agrigultural implement maker, of Petrolea, Ont., has sold his business to J. Kerrigan.

CHANGES.

F. A. Moore, general merchant, Petrel, Man., is succeeded by Wm. Currie.

G. H. Miner, general merchant, Moyie, B.C., has closed his branch there.

Ledgerwood & Lytte, agents for agricultural implements, Arnprior, Ont., are to be succeeded by Ledgerwood & Rollins.

The Spicer Shingle Mill Co., Limited, Vancouver, B.C., are applying for permission to change their name to Woods & Spicer, Limited.

The Perkins Mills Lumber Co., Perkins, Que., lumber and general merchants, have disposed of their general store business to Edward Smith.

FIRES.

George Reid, general merchant, St. Felix de Valois, Que., was burned out; insured.

The premises of C. G. Folkes, general merchant, Manotick, Ont., have sustained damage by fire; partially insured.

DEATHS.

John Rooke, builder, Toronto, is dead.

Matthew Chester, wagonmaker, of Norway, Ont., is dead.

John Eagan, general storekeeper, of Ketch Harbor, is dead.

Mary A. Tomlin, general storekeeper, of Ashville, N.W.T., is dead.

HARDWARE SPECIALTY MAKERS TO UNITE.

A despatch from Providence, R.I., says: It has become generally understood here that The R. Bliss Manufacturing Company, of Pawtucket, is to join its interests with the new company, which is being organized to take over all the leading firms of the country engaged in the manufacture of novelties and hardware specialties. It is reported that the new corporation will comprise about 40 different concerns, large and small, throughout the country, and the capitalization will be between $7,000,000 and $10,000,000. The new company, which will be known as The American Novelty Company will be organized under the laws of New Jersey.

The R. Bliss Company has a capital of $150,000, and is one of the largest concerns of the kind in the United States. Some of the other big firms are located at Grand Rapids, Mich., South Bend, Ind., Chicago, Freeport, Ill., and throughout New York State and the Middle West.

It is said that by December 1 the reorganization plans of the new corporation will be perfected and the transfer of stock of all the shareholders interested in the new company will be effected.

MANITOBA MARKETS.

Winnipeg, October 13, 1902.

THE demand for hardware is increasing in many lines and all the jobbing houses are very busy. No change has occurred in hardware prices for the week. In paints, oil and glass there is no change. The local oil mills are now running, and linseed oil has dropped 7c. per gallon and may go lower, as the supply of first-class flax is large this season. Turpentine remains at the advance quoted last week, but the further advance in some of the primary markets has made the price here very firm. Glass is in heavy demand, but strange to say it is cheaper in Winnipeg than perhaps anywhere else at the moment, as for some reason the dealers have not advanced their prices in sympathy with the movement elsewhere, and at present they are selling glass at considerably less per box than they could lay it down here for, were they obliged to replenish their stock. Prices in all other lines are without change.

NOTES.

Kirkham & Stewart, hardware merchants, Medicine Hat, N.W.T., have dissolved partnership, Mr. Stewart continuing the business.

The Codville Company have let the contract for the erection of a new coffee and spice mill. It is understood the work is to go forward immediately.

The G. F. Stephens Company have let the contract for the foundation of their new warehouse, which will adjoin their present one on Market street east. Only the foundation will be put in this fall, and the building completed as early as possible next spring.

Hardwaremen report a perfect boom in the sale of wood stoves. Many people are putting in air-tight heaters with a view to burning wood, for heating, until such time as the very cold weather begins. Everybody talks fuel these days, and every second man has a plan for getting over the difficulty.

MORE STEAMSHIPS TO USE OIL FUEL.

Every vessel but one of The Pacific Mail Steamship Company's fleet is now in commission, and plans have been prepared for fitting them all to burn fuel oil. Nine of the vessels are now in the trade between San Francisco and Panama, and three others are on the run t Asiatic ports. According to the plan, it is proposed to establish oil-supply stations at Panama, at Honolulu and at one of the Japanese ports. The station at Panama may be supplied from the wells in Peru and the one on the Orient from Russia.

Mary Rogers, general merchant, of Atwood, Ont., was burned out.

John Bowman

HARDWARE & COAL CO.

LONDON, ONT.

WINDOW GLASS
WINDOW GLASS

We have just received by Steamer "Mexican" a **large consignment of Window Glass.**

Can ship all sizes promptly. Prices right.

Wire

Copper Wire

— FOR —

Telegraph, Telephone, Trolley and Transmission Lines.

Round, Square and Rectangular for Electrical Machines.

Plain Wire

Annealed,
Annealed and Oiled,
Tinned, Coppered,
Wire Nails, Bright Goods,
Wood Screws, Jack Chain,
"Crescent" Hat and Coat Hooks, Poultry Netting,
Barrel, Blind and Bed Staples.

Brass Wire

of all kinds and for all purposes.

Galvanized Wire

Barb Wire, Plain Twist,
Galv'd Fence Staples.

Manufactured by

The Dominion Wire Manufacturing Co., Limited

MONTREAL AND TORONTO.

HEAD OFFICE New Coristine Building, St. Nicholas Street, **MONTREAL.**

Long Distance Phones to all Departments.

66 and 68 Victoria Street, London, S.W.

THE WORLD'S KNIFE CLEANING MACHINE

66 and 68 Victoria Street, London, S.W.

A GREAT ADVERTISEMENT

FOR YOUR COUNTER OR WINDOW.

A costly Show-card, handsomely produced in about 15 colours.

It is a full-size model (self-supporting).

A real Work of Art which it will pay every Ironmonger to secure.

Can be obtained by applying to your Factors.

World's Manufacturing Co.

66 and 68 Victoria St,

LONDON, S.W.

Reduced Photographic Reproduction of Show-card, Size, 25-in. x 23-in.

DECATUR, BULL & CO., 30 HOSPITAL ST., MONTREAL, (SOLE CANADIAN AGENTS.)

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, October 15, 1902.

HARDWARE.

BUSINESS in wholesale hardware circles has continued quite satisfactory, and in spite of gloomy predictions no material effect on sales has come from the unprecedented situation in coal. Several changes in prices are reported this week, among them barb wire, which is quoted 10c. lower for shipment from stock. A new list on wood hay rakes has been issued, which will be found below. Galvanized plain wire has also been reduced in price. Common sad irons are now quoted at $4.20 instead of $3.50, as formerly. Plated are worth $4.50.

WOOD HAY RAKES.—The new list on these is as follows: 313, No. 2, straight wood bow, $2; 314, No. 2, bent wire bow, $2.10; 315, No. 1, straight wood bow, $2.20; 316, No. 1, straight wire bow, $2.30; 317, No. 1, bent wood bow, $2.50; 318, No. 1, bent wire bow, $2.55; 319, extra finish, wood bow, $2.80; 320, extra finish, wire bow, $2.90; 321, extra finish, wood bow, oil head, $3.10; 322, extra finish, wire bow, oil head, $3.25; 323, XX American pattern, wood bow, oil head, $3.50 per dozen. Discount, 40 per cent.

BARB WIRE.—This is now quoted at $2.90 per 100-lb. keg f.o.b. Montreal. The price will likely remain in force until the end of the month. The price f.o.b. Cleveland is $2.55.

GALVANIZED WIRE.—Prices have been reduced all round on this wire, and we now quote as follows: Nos. 6, 7 and 8 gauge, $3.20; No. 9, $2.55; No. 10, $3.30; No. 11, $3.40; No. 12, $2.70; No. 13, $2.80; No. 14, $3.80; No. 15, $4.30; No. 16, $4.55; No. 17, $4.95; No. 18, $5.20.

SMOOTH STEEL WIRE.—Trade in most lines continues quiet. Quotations are as follows: Bright and annealed, $2.60 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras, per 100 lb., are now as follows: Coppered wire, 60c.; tinned wire, $2.; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—The demand for fine wire continues light and the market shows no new feature. The discount is 25 per cent. with net extras as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—Trade continues quiet and the prices are unchanged. The discount on both wires is 62½ per cent.

FENCE STAPLES.—There is no improvement in this market. Galvanized staples are worth $3.25 and bright, $2.90 per 100-lb. keg; 25 and 50-lb. packages, 25c. extra.

WIRE NAILS.—A fair trade is doing in wire nails. The price is $2.55 per keg in small lots and $2.50 per keg in carlots f.o.b. Montreal, London, Hamilton, Toronto, Gananoque, Brantford, Windsor, Ont., St. John and Halifax.

CUT NAILS.—There is no change. We quote $2.45 in small lots and $2.40 in carlots.

HORSE NAILS.—There is an active movement in this line and no quotable change is reported. The discounts are: "C" brand, 40, 10 and 7½ per cent. off; on "M" brand, "Oval," 57½ per cent.; "New City," 57½ per cent.; "New Countersunk," 66 2-3 per cent.; "Monarch," 65 per cent.

HORSESHOES.—Business in horseshoes continues brisk at steady prices. We quote: Iron shoes, light and medium, pattern, No. 2 and larger, $3.35; No. 1 and smaller, $3.60; snow pattern, No. 2 and larger, $3.60; No. 1 and smaller, $3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; featherweight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra. F.o.b. Montreal only.

Tortoise Heater

NOV 7 1902 RETURNED

FOR SOFT COAL.

Direct Draft Surface Burner.

SIZES AND DIMENSIONS.

Nos.	Diam. and Height of Steel Body, ins.	Height Over All, ins.	Shipping Weight, lbs.	Tel. Code.
2	9½ x 20	27	87	CHALKINESS
3	11¼ x 23¼	31¾	122	CHAMARON
4	13 x 27¼	34½	165	CHAINWORK
5	15¾ x 29¾	37¼	209	CHAMPERTY

A powerful and durable heater.
Has fire-brick lining on bottom and sides.
Bottom and top are made of cast iron, while the body is heavy steel plate.
Bottom tray and ash pan are supplied with every stove.
Order now while the demand for soft coal stoves is heavy.

The McClary Manufacturing Co.,

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

"Everything for the Tinshop."

ENGLISH
GERMAN
BELGIAN
CANADIAN
AMERICAN
} PORTLAND CEMENTS.

FIRE
BUILDING
ENAMELLED
SILICA
MAGNESIA
} BRICKS.

DRAIN
CULVERT
} PIPES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents

Drummond, McCall & Co.
or to MONTREAL, QUE.
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

RIVETS AND BURRS.—No change has been made in the price of these articles, which are not in active demand at present.. The discounts are as follows: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS.—There has been some business put through during the week, but trade is not active. Discounts are as follows: Norway carriage bolts, 55 per cent.; common, 50 per cent; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3⅝c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

SCREWS.—There is not much doing in this line. The discounts are unchanged, and our quotations are as follows: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—No binder twine is being offered now and we have withdrawn the prices until those for next season are fixed. In cordage, trade continues rather quiet. We quote: Manila, 15c.; British manila, 13c.; sisal, 12½c. and lathyarn, 11½c.

BUILDING PAPER.—The market is without feature this week and business is quiet. Quotations are as follows: Tarred felt, $1.70 per 100 lb.; 2-ply, ready roofing, 85c. per roll; 3-ply, $1.10 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O K and I X L, 65c. per roll; heavy straw sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—There is no change. The price is still $1.37½ per 100 square feet.

POULTRY NETTING.—The discounts are unchanged, and our quotations now are: Canadian and English netting: 50 and 10 per cent. off on 2 x 2 mesh, 19 wire and 50 per cent. off on 2 x 2 mesh, heavier. Canadian list used.

HARVEST TOOLS.—There is no change. For 1903 delivery the discount is 60 and 10 per cent.

FIREBRICKS.—But a light demand is experienced and the prices are unchanged. English selling at $16 to $22 and Scotch at $17 to $22 per 1,000.

CEMENT.—The demand for cement is good and the market is active. We quote as follows: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per barrel ex-wharf, and American, $2.10 to $2.20 ex-cars.

SPORTING GOODS.—Trade this fall has been of the best and a good demand is still felt. Discounts on shells: Empty: Canadian, 25 per cent.; American, 10 per cent. advance on list. Loaded "Trap," 30 per cent.; American, 30 per cent.; "Leader" and "Ideal," smokeless

A. C. LESLIE & CO.

HEADQUARTERS FOR

WIRE.

WIRE RODS, FENCING WIRE, TELEGRAPH WIRE, SPRING WIRE, COILED WIRE FOR FENCING, WIRE NETTING, WOVEN FENCING, Etc., Etc.

Import orders for wholesale buyers only.

509-512 Merchants Bank Building,
MONTREAL.

GOOD PUMPS.

In the manufacture of all our Pumps we exercise extreme care and precision, employing only the most skilful artisans and the best material in their construction, which, together with the proper combination of parts taught by the latest inventive improvements, as well as an experience of twenty years in this department of hydraulics, gives us confidence that no more complete or better assortment of goods is made by any house in the business.

The R. McDOUGALL CO., Limited,
GALT, ONT.

Manufacturers of all kinds of pumps for all services. "Quality the best. Prices right." Write to-day for catalogue.

Pig Tin.

"Boustead & Co's" Penang
"Straits"
"Lamb and Flag"

Copper —"Lake"
—"MA"
Galvanized Sheets.

ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN
OPEN HEARTH STEEL

Suits Everybody.

THIS IS WHAT

Elastilite Varnish

DOES.

It suits the dealer, because it always satisfies the customer, and, being a Registered Brand, it does not come into competition with ordinary makes of Varnish, thus protecting your profit.

In tins only from ½-pint to 1 gallon.

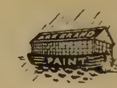
MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED

Toronto, Ontario, Canada.

Canadian Agents for Buehne's "Red, White and Blue" Brand Steel Wool.

A Painter's Paint



is a paint that it will pay you to handle. It will mean an enormous increase in your sales.

"Ark Brand" Paint

is the only prepared paint that the painters will use **and guarantee.**

Read an extract from a letter just received from our Baysville customer:

"I am glad to tell you that I am going to supply the paint for a "very nice house built here during this summer. I heard the party "was going to use —— Paints. However, I saw the party and con- "clusively showed him that the 'Ark Brand' was superior in quality, "***and, if it did not turn out as I stated, I would do the work "again for nothing.*** Being a practical painter of many years' "experience, besides having a reputation through this country for "first-class work, was quite sufficient to convince my customer. I "have used many brands of prepared paints, but must say yours "have been the most satisfactory of any, and I purpose, all being "well, to carry a much larger stock next year, to meet the growing "demand for 'Ark Brand' paints.

(Signed), "J. D. SMITH."

Manufactured by

THE FRANCIS-FROST Co. Limited

TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler.

brands, 37½ per cent. Brass shot shells, Dominion, 55 per cent.; American, 40 per cent. Primers, Dominion, 30 per cent.; American, $1.60 per 1,000.

SNOW SHOVELS.—The market continues active, and our quotations are still as follows: "Habitant," $2.25 to $2.40; "Victor," 30 per cent. off; steel railroad shovels, 40 and 5 per cent. off.

FIRE SHOVELS.—Business in this line is fairly good. We quote as follows: No. 70, 38½ to 40c. per dozen; No. 55, 55 to 60c.; No. 57, 82½ to 90c.; No. 60, 82½ to 90c.; No. 65, $1.37½ to $1.45; No. 80, 50 to 55c.; "Duplex," No. 7, $1.21; No. 9, $1.52; No. 11, $1.82.

METALS.

Nothing of importance is reported on the local metal market this week. There is a continued good demand for all lines in season, and both manufacturers and jobbers are very busy.

BAR IRON.—There is a fairly good demand for this metal. The price is $1.95 for merchants' bar, while horseshoe iron sells at $2.20.

BLACK SHEETS.—There is no change. A good demand keeps up, and we now quote as follows: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50 and 8 to 20 gauge, $2.50.

GALVANIZED IRON.—Prices on galvanized iron are unchanged. We quote now as follows: No. 28, Queen's Head, $4.40; Apollo, 10¾-oz., $4.40; Fleur de Lis, $4.15; Comet, $4.25; "Bell" brand, $4.30. For less than case lots 10c. extra is charged.

SOIL PIPE AND FITTINGS.—Our quotations are now as follows: Light soil pipe, 3 to 6 inch, 50 per cent.; medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8-inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.; extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—No change in the price is reported. There is a heavy demand. We quote: Canadian, $18.50 to $19 and Summerlee, $21.50 to $22 ex-wharf Montreal.

INGOT COPPER.—We quote 13c. A fair demand is experienced.

INGOT TIN.—There is a fairly good movement in tin. No quotable change has been made. Straits is worth 30 to 31c.

PIG LEAD.—The price remains at $3.25 with a fair trade doing.

LEAD PIPE.—There has been no change. Composition and waste are quoted at 8c. and ordinary at 7c. The discount is 37½ per cent.

IRON PIPE.—A moderate inquiry prevails for iron pipe and a fairly good business is doing this week. Quotations are as follows: Standard pipe, per 100 feet, in lengths under 19 feet: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1-in., $5.20; 1¼, $7.35; 1½, $8.95; 2-in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $3.85; ¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.20; 2-in., $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½, $4.20; ¾, $5.25; 1-in., $7.55; 1¼, $10.55; 1½, $12.75; 2-in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1-in., $9.55; 1¼, $13.25; 1½, $16; 2-in., $21.90. For threads and couplings 5 per cent. is added.

TINPLATES.—In this metal there is no quotable change to report. Nothing further has been reported from the English market, and a moderate business is done on a basis of $4.75 to $5.25 for charcoals and $4.25 for cokes.

STEEL.—There is a steady demand for this at unchanged prices. Our quotations are now as follows: Sleighshoe, $2.05; tire, $2.20; bar, $2.05; spring, $2.85; reeled machinery, $2.75; toecalk, $2.70.

CANADA PLATES.—Business in Canada plates continues active and the prices are firm. Our quotations are now as follows: 52's, $2.70 to $2.80; 60's, $2.85 to $2.90; 75's, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized, 60's, $4.45 to $4.55.

SHEET STEEL.—There is not much business doing this week. We quote as follows: Nos. 10 to 20, $2.50; 3-16, $2.50; ¼, 5-16 and ⅜, $2.40.

TOOL STEEL.—There is no change. A fair movement is reported at the following prices: Black Diamond, 8c.; Sanderson's, 8 to 12c., according to grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 8 to 15c.; "Air Hardening," 45 to 60c.

TERNE PLATES.—The market is quiet. We quote $7.50.

COIL CHAIN.—No improvement is noted this week and only a light inquiry is experienced. Quotations follow: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼ in., 7¼c. per lb.; 5-16, $5; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4.05; ½, $3.95; 9-16, $3.85; ⅝, $3.55; ¾, $3.50; ⅞, $3.45; 1-in., $3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC.—We quote $5.85 to $6.25. There is not much doing.

ANTIMONY.—We quote 10c. The demand is light.

ZINC SPELTER.—Very little business has been done this week. The price remains at 5c.

SOLDER.—A good, steady demand continues for solder, bar solder selling at 20c. and wire solder at 18c.

PAINTS AND OILS.

In response to the short shipments from the source of supply at the South, turpentine has been advanced 2c. on the local market. It is thought that this advance can be maintained and perhaps added to slightly before long, as an active demand has set in from the large furniture and other factories. White lead is moving out at a lively pace, and some manufacturers of putty are running on extra time in order to meet the demand. The general paint trade is steady, without particular feature, excepting as above noted. Glue is quiet. Dry colors are in fair request at steady figures. We quote :

GROUND WHITE LEAD.—Best brands, Government standard, $5.15 to $5.25 ; No. 1, $4.77½ to $4.87½ ; No. 2, $4.40 to $4.50 ; No. 3, $4.02½ to $4.12½ ; No. 4, $3.65 to $3.75, all f.o.b. Montreal. Terms, 4 months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5.25 in casks ; kegs, $5.50.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote : Bulk, in bbls., $1.90 per 100 lb.; bulk, in less quantity, $2.05 ; bladders, in bbls., $2.25 ; bladders, in 100 or 200-lb. kegs or boxes, $2.40 ; in tins, $2.55 to $2.65 ; in less than 100-lb. lots, $3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50 ; in 100-lb. kegs, $4.75 ; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25 ; kegs, $4.50, and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c. ; less quantities, 5½c.; flake litharge, casks, $5.25 ; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 72c.; boiled, 75c. In 5 to 9 bbls., 1c. less. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gal. advance.

TURPENTINE.—Single barrels, 74c. ; 2 to 4 barrels, 73c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45 ; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.45 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PARIS GREEN.—Petroleum, bbls., 16¾c. per lb.; arsenic kegs, 17c.; 50 and 100-lb. drums, 17½c.; 25-lb. drums, 18c.; 1-lb. packages, 18½c.; ½-lb. packages, 20½c.; 1-lb. tins, 19½c.; ½-lb. tins, 21½c. f.o.b. Montreal. Terms : 3 per cent. 30 days, or four months from date of delivery.

EASTLAKE SHINGLES

ARE SO EASY TO HANDLE.

They fit together perfectly by means of their patent side lock—can be quickly laid by any handy man—and last so long, being absolutely Fire, Rust, Leak, and Lightning Proof. These are the points that commend them to your customers.

You're not doing all the business you might do, unless you keep Eastlakes in stock.

Metallic Roofing Co., Limited

TORONTO. MONTREAL. WINNIPEG.

SCRAP METALS.

There has been no material change in the scrap metal market, which continues quiet. Prices are unchanged, and we quote : Heavy copper and wire, 10c. per lb.; light copper, 8c.; heavy red brass, 10c.; heavy yellow, 8¾c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2¼c.; iron No. 1, wrought, $15 ; No. 2, $7 per ton ; machinery scrap, $16 ; stove plate, $12 ; malleable and steel, $5 ; mixed country rags, 60 to 70c. per 100 lb. ; old rubbers, 6½ to 6¾c. per lb.

GLASS.

The local glass market continues entirely unchanged. Trade is quiet. Prices remain as follows : First break, 50 feet, $2.10 ; second, $2.20 for 50 feet ; first break, 100 feet, $4 ; second break, $4.20 ; third break, $4.70 ; fourth break, $4.95.

HIDES.

There is a fair business doing this week. No change in prices is reported. We quote as follows : No. 1 hides, 9c. ; No. 2. 8c. ; No. 3, 7c. Calfskins, 8 to 10c. ; lambskins, 60c.

MONTREAL NOTES.

Turpentine is 2c. higher.

Galvanized wire is lower.

Common sad irons have advanced 70c. per dozen.

Barb wire has been reduced 10c. per 100-lb. keg.

ONTARIO MARKETS.

Toronto, October, 17, 1902.

HARDWARE.

A BRISK demand for all lines of fall hardware continues, and some manufacturers are experiencing a good deal of difficulty in procuring supplies of coal and pig iron. If the high prices which are at the present time asked for these articles should prevail for any length of time, most lines of hardware will have to be advanced materially. The makers of sad irons, patent coat hooks, registers, axle pulleys, scales, pumps, and similar goods claim they are at present losing money on these, as the cost of the raw material is higher than usual. There has been a large demand for oil stoves, gas stoves and gas tubing during the last week or ten days, but the reports coming to hand that the coal strike was on the point of terminating have, this last day or so, quieted down the demand for these and stimulated the sales of coal stoves. Wood stoves and heaters have been selling at such a rapid rate that the manufacturers have been entirely unable to fill their orders, and the same holds true of oil and gas stoves. The price of barb wire has been reduced at Cleveland 10c. for carlots and less quantities per 100 lb. The new quotations are only for immediate shipment and not for spring delivery, the prices for spring having not yet been made. It is not expected that much wire will be moved out at this reduction, as trade at this time of the year is very quiet.

BARB WIRE.—The manufacturers of barb wire have reduced the price at Cleveland 10c. per 100-lb. keg for carlots and less quantities. Prices for spring delivery have not been made yet, these quotations being only for immediate shipment. The price is $2.55 in carlots and $2.67½ in less quantities f.o.b. Cleveland. From stock, Toronto, $3.

GALVANIZED WIRE.—Trade in galvanized wire is at a standstill. Prices are unchanged, and we quote : Nos. 6, 7 and 8, $3.50 to $3.85 per 100 lb., according to quantity ; No. 9, $2.85 to $3.15 ; No. 10, $3.60 to $3.95 ; No. 11, $3.70 to $4.10 ; No. 12, $3 to $3.30 ; No. 13, $3.10 to $3.40 ; No. 14, $4.10 to $4.50 ; No. 15, $4.60 to $5.50 ; No. 16, $4.85 to $5.35. Nos. 6 to 9 base f.o.b. Cleveland are quoted at $2.52½ in less than carlots and 12c. less for carlots of 15 tons.

FINE STEEL WIRE.—There is still some call for stove-pipe wire. The discount is 25 per cent

SMOOTH STEEL WIRE.—There has been no improvement in the demand for this wire. The base price is: $2.60 per 100

lb. Oiling, 10c.; coppering, 60c. and tinning, $2 per 100 lb. extra. Delivery points Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS.—These are moving out freely. We quote as follows: $2.50 in carlots and $2.55 for less quantities. The delivery points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—These continue in fair demand. Prices are unchanged at $2.50 per keg for less than carlots and $2.40 in carlots.

HORSE NAILS.—The good demand reported last week for horse nails keeps up and the prices are unchanged. We quote the discounts as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "M" brand, 50, 10 and 5 per cent.; "Monarch," 60 2-3 per cent. "Countersunk" head, 60 per cent.

HORSESHOES.—Trade in this line continues good and the prices are maintained. Quotations are as follows: Iron shoes, No. 2 and larger, light, medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—The demand for screws has slackened off a little, enabling jobbers to catch up in their deliveries. Discounts are as follows: Flat head bright, 87½ and 10 per cent. discount; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent. and flat head bronze, 70 per cent.

RIVETS AND BURRS.—These are still in good demand. The market continues bare of supplies, and the discounts are as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—The demand for bolts and nuts is not quite so heavy as it was, but manufacturers are still slow in their deliveries. The discounts are as follows: Carriage bolts, common ($1.0 list), 50 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3.00 list), 55 and 10 per cent.; machine bolts, all sizes, 50 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—The manufacturers of spades and shovels are beginning to make some shipments, the factories at Gananoque being now in a position to go on manufacturing these articles. The discount is 40 and 5 per cent.

ROPE.—A fair business keeps up in this line, and the prices are steady and unchanged. We quote as follows: Pure manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, single, 11½c.; double, 12c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per dozen.

HARVEST TOOLS.—A good many orders are still coming in for harvest tools at the present prices. The discount is 60 to 60 and 10 per cent.

EAVETROUGH, ETC.—There is still a good call for eavetroughing and conductor pipe, and our quotations are now as follows: Eavetrough, 10-inch, per 100 feet, $3.10; conductor pipe, 2-inch, per 100 feet, $3; 3-inch, $4; 4-inch, $5.25; 5-inch, $6.75 and 6-inch, $9.

BUILDING PAPER.—Business in building paper keeps up well, and we quote as follows: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll.

TINWARE AND ENAMELLED WARE.—A good many orders still come forward for tinware and enamelled ware.

STOVES AND RANGES.—These are moving out as fast as deliveries can be obtained from the factories. Oil and gas stoves and heaters have been very active up to the present, and the same is true of wood stoves, but later reports coming to hand are to the effect that reports of a speedy termination of the coal strike have lessened the demand for the oil and gas burning stoves and stimulated trade in the coal stove line.

SPORTING GOODS.—A good demand keeps up for these. A leading manufacturer of rifles in the United States has notified his customers that he is already 18 days behind in his deliveries.

CEMENT.—This market keeps strong. Very few new orders are being taken, the manufacturers being rushed to their utmost capacity. Our quotations are as follows: Canadian Portland cement, $2.80 to $3.20 and hydraulic, $1.35 up. At the works the prices are $2.50 to $2.70 per barrel.

METALS.

The metal market continues in a healthy condition with a good demand for most lines, and there does not appear to be any accumulation of stocks. The New York tin market is strong with sellers asking higher prices. Little is doing. In the iron market outside, the outlook is now favorable for an improvement in business from this time forward.

PIG IRON.—The local demand keeps up well. Quotations at the Canadian furnaces are as follows: $23 for No. 1 and $22.50 for No. 2. On track, Toronto, No. 2 Summerlee iron is quoted at $23.

STEEL BOILER PLATES.—The market for these is strong. Prices are unchanged at $1.80 in carlots on track, Toronto.

STEEL RAILS.—These are still quoted at $30 for steam railways and $36 for electric railways.

TOOL STEEL.—The demand keeps steady, and quotations are as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 8 to 15c.; ditto, "Air Hardening," 30 to 50c.; Chas. Leonards', 8 to 9c.; Park's "Silver," 12 to 14c.; Park's Special, 15 to 20c.

MILD STEEL.—Trade in mild steel remains steady.

BOILER TUBES.—The situation is unchanged.

SPRING STEEL.—A large number of orders keep coming forward.

BAR IRON.—Some sizes are still scarce and the demand is well maintained. Our quotations are as follows: $1.95 to $2.05 base. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb., 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS.—There is a heavy demand at present for the lighter gauges by reason for the heavy call for gas and oil stoves. We quote: Common, $3.15 for

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
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COVERT MFG. CO.
West Troy, N.Y.
Steel Carriage and Wagon Jacks,
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS
BALL BEARINGS

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
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The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
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Oneida Community Goods
HALTERS, COW TIES SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT.

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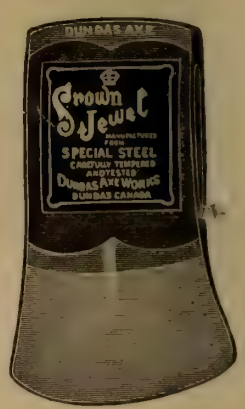
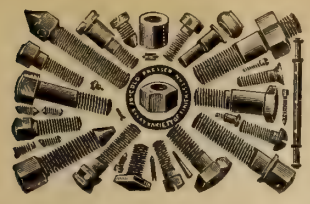


The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.
Dundas Axe Works, Dundas, Ont.
W.L. Haldimand, Jr., Eastern Agent, Montreal.



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Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

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NATIONAL CUTLERY CO. SHEARS

Acknowledged the best and fully warranted.
Not connected with any Shear Combination.

Tailors' Shears
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Barbers' Shears
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Everybody knows the value of a Nicholson-made File.

Fifty years' experience manufacturing files exclusively. Used by mechanical experts all over the world. Are now manufactured in Canada, by Canadian workmen, under expert superintendents.

For sale by all prominent Hardware Merchants throughout the Dominion.

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WANTED—GRILLE AND ROUND WIRE worker, must be first-class man. Apply Canadian Otis Elevator Company, Limited, Hamilton. (41-3)

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FOR SALE.—ONE SIX HORSE UPRIGHT boiler, splendid condition, cheap. JOHN HALLAM, Toronto. (42)

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WANTED—BY LARGE MANUFACTURING company, traveller, to sell Anti-Friction Metals; one having thorough knowledge of machinery and good connections. Apply, giving references and experience, to Box, 1016, Montreal. (42-2)

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Agent and Importer

Celebrated "Novo" Tool Steel

AIR HARDENING.

Cast Steel for all purposes.
Steel Wire Drill Rods.

3 St. John Street, MONTREAL.

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EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement,

124 North Sixth St., Philadelphia, Pa.

H. F. FALKINER

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Importer of **HARNESS HARDWARE**

Leading brands of Harness Preparations a specialty. Sole agent for Ontario for "Solarine" High-Grade Metal Polishes. Prices furnished on application. Correspondence solicited.

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RUBBER STAMPS

AND SUPPLIES

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PAINTS We manufacture these brands:—"LION," "PEERLESS," "OWL," "RAVEN," also Ready-mixed House and Floor Paints, Roof, Barn, Bridge and Brick Paints, Coach Colors, Varnishes, Japans, etc. Our prices will interest you. Write us.

The Ottawa Plant Works, Ottawa, Ont.

28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—There is a good, steady trade doing. We quote: All dull, $2.90 to $3; half-polished, $3 to $3.10; all bright, $3.75 to $3.85.

GALVANIZED SHEETS.—These continue active and unchanged. Quotations are now as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 29 gauge; Bell brand, $4.30 for 28 guage; Gordon Crown, $4.50 for 28 gauge.

TIN.—Some business is doing in small lots. We quote $31 to $32 per 100 lb.

TINPLATES.—These are in moderate demand. We quote: Charcoal, $4.75 to $5 and cokes, $4.25 per box.

COPPER.—Ingot copper is active. We quote: Ingot copper, $13 per 100 lb. and sheet copper, $22 to $23.

BRASS.—Business is fair. The discount is 15 per cent.

LEAD.—A fair demand is reported and prices are unchanged. We quote: Pig lead, $3.50 and bar lead, $3.75.

IRON PIPE.—There is a heavy demand and the article is very scarce at present, owing to some of the manufacturers at Montreal closing down for repairs. Our quotations are now as follows per 100 feet: ¼-inch, $2.40; ⅜-inch, $2.65; ½-inch, $2.85; ¾-inch, $3.65; 1-inch, $5.20; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; galvanized, 1-inch, $7.20. Trade discount is 4 per cent. for carlots.

ZINC SPELTER.—This metal is more active. We quote 5 to 6c. per lb.

ZINC SHEETS.—There is a steady demand. We quote: Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER.—Business is more active than it was last week.

ANTIMONY.—The market is quiet and we quote $9.50 per 100 lb.

PAINTS AND OILS.

In the paint and oil market turpentine this week has advanced another 3c. and raw and boiled linseed oils have declined 2c. The cause of the appreciation in spirits is the increased strength of the Savannah market, where there are said to be strong indications that spirits may continue to go up perhaps 10 points more. The bull factor is the shortage in receipts, which last week at Savannah were 3,957 casks, while the shipments

were 10,622 casks. The reduction in oil was made in anticipation of lower markets outside. The English markets keep strong, the new crop of linseed is coming on the market shortly and this is the cause of the decline, for although the crop in Ontario has been a poor one the yield in Manitoba and the United States has been heavy. Trade in white leads ground in oil has been fair, but there are still coming forward quite a few sorting-up orders for mixed paints. Shellac has advanced 2c. in sympathy with appreciations of the product in New York and Calcutta. The last-named market at present is reported to be in an excited condition, there being plenty of buyers with few job lots offering. We quote :

WHITE LEAD.—Ex-Toronto, pure white lead, $5 to $5.25 ; No. 1, $4.62½ to $4.87½ : No. 2, $4.25 to $4.50 ; No. 3, $3.87½ to $4.12½.; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards ; ½c. per lb. extra will be charged for 12½-lb. pkgs.; genuine dry white lead in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $5 to $5.12½ ; ditto, in kegs of 100 lb., $5.50 ; No. 1, in casks of 560 lb., $4 ; ditto, kegs of 100 lb., $4.50.

LITHARGE.—Genuine, 6 to 6½c.

ORANGE MINERAL.—Genuine, 7½ to 8c.

WHITE ZINC.—Genuine, French V.M., in casks, $6 to $6.25 ; Lehigh, in casks, $6.00.

SHINGLE STAIN.—In 5-gallon lots, 60 to 75c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb. ; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 37c.; in less than cases, 42c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35 ; white, $2.35 to $2.45 per gal. ; in less quantities, 10c. extra.

PUTTY.—Bladders, in barrels, $2.25 ; bladders, in 100-lb. kegs, $2.40 ; bulk in bbls., $1.90 ; bulk, less than bbls. and up to 100 lb., $2.05 ; bladders, bulk or tins, less than 100 lb., $2.90.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity ; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon ; No. 1, $1.10 per gallon.

CASTOR OIL.—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 barrels, 72c. ; boiled, 73c. ; 3 to 5 barrels, raw, 69c.; boiled, 72c.; 6 to 9 barrels, raw, 67c.; boiled, 70c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 79c.; 2 to 4 bbls., 78c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

GASOLINE AND BENZINE.—We quote: Benzine, 18¾c. and gasoline, ordinary, 21¼c. and engine, 22¼c. f.o.b. Toronto.

GLASS.

Prices remain firm at the advance of last week. The demand for both "Star" and "Double Diamond" is heavy. Quotations are : Under 26 in., $4.15 ; 27 to 40 in., $4.75 ; 41 to 50 in., $5.10 ; 51 to 60 in., $5.35 ; 61 to 70 in., $5.75 ; 71 to 80 in., $6.25 ; 81 to 85 in., $7 ; 86 to 90 in., $7.75. Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days. Discount, 15 per cent.

OLD MATERIAL.

The market is brisk. There are a few changes in prices. Our quotations are as follows : Heavy copper and wire, 10c. per lb. ; light copper, 8 to 8½c. ; heavy red brass, 9½c.; heavy yellow brass, 8 to 8½c.; light brass, 5 to 5½c.; lead, 2 to 2¼c.; scrap zinc, 3c.; iron, No. 1 wrought, $12.50 per net ton ; No. 2 wrought, $4.50 ; machinery cast scrap, $14 to $15 ; stove plate, $10 ; malleable and steel, $6 to $6.50 ; old rubbers, 6 to 6½c. per lb., and country mixed rags, 50 to 60c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES.—There has been a decline of ½c. all round in the prices of green hides. Trade in hides is quiet and the Chicago market is very weak. Dealers here will do nothing until the prices are steady over there. We quote : No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green steers, 7½c.; cured, 8½ to 9c.

SKINS.—These are in good demand at unchanged prices. We quote as follows : Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive. No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each ; shearlings, and lambskins, 50 to 55c.

WOOL.—The prices of wool are weak and unchanged. We quote : Fleece, 13½c. and unwashed, 7½c. per lb.

TALLOW.—The prices are unchanged at 6¾ to 7c. per lb.

SEEDS.

Owing to an improved export demand alsike is again higher and good stock is worth $6 to $7 per bushel outside. Red clover is also firmer, on account of reported damages to the crop. Prices ranged from $5.50 to $6 for prime and choice seed at outside points. Timothy is worth $1.40 to $1.60 per bushel. Extra choice to fancy seed will bring a little more than the above prices, while low grades would have to be bought at considerably lower figures to yield a fair profit.

COAL.

The settlement of the coal strike will have the effect of increasing the deliveries of soft coal and reducing the prices. The quotations at the international bridges are $7 to $8 per ton for soft coal at present.

PETROLEUM.

A good active trade is doing in this line. Sarnia water white has been advanced ½c., and our quotations are as follows : Pratt's Astral, 17 to 17½c. in bulk (barrels extra) ; Americam water white, 17 to 17½c. in barrels; Photogene, 17 to 17½c.; Sarnia water white, 16½ to 17c. in barrels ; Sarnia prime white, 15 to 15½c. in barrels.

MARKET NOTES.

Turpentine has advanced 3c.

Sarnia water white petroleum has advanced ½c.

There has been a decline of 2c. in raw and boiled linseed oils.

The price of barb wire for shipment from Cleveland has been reduced 10c. per 100 lb.

SILVERWARE FOR KING EDWARD HOTEL.

Part of the samples manufactured by The Toronto Silver Plate Co. for The King Edward Hotel Co., Limited, were on exhibition for about ten days during the latter part of September in Ambrose Kent & Sons' window, on Yonge street. It is to be regretted that the window was not large enough to display all the samples belonging to the splendid outfit made by Canadian manufacturers for this grand hotel. The goods are worthy of the hotel, which is saying a good deal, as it is fully the equal of anything on the continent, and every Canadian should be proud that we have factories and artizans capable of turning out such products in our own country.

HENDERSON & POTTS

HALIFAX and MONTREAL.

BRANDRAM BROS & CO.
BRANDRAM'S
B.B.
WHITE LEAD
REGISTERED TRADE MARK
MANUFACTURERS. LONDON. ENGLAND

Sole Manufacturers in Canada of

Brandram Bros. & Co., London, Eng.

B.B.

GENUINE WHITE LEAD

Brandram's Genuine B.B. is the best White Lead made. It is unequalled for whiteness, and fineness and body, and will cover more surface than any other White Lead Paint. It is the favorite White Lead in England, Canada, United States, Australia, Russia, etc. Made by a special process, and is superior to all other White Lead for durability.

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1,000 PRINTED ENVELOPES

For $1.00.

We do good printing cheap—500 Noteheads, 500 Envelopes and 500 Statements for $2.50.

Snaps in Stationery of all kinds.

WEESE & CO., Jobbers,
54 Yonge Street, - Toronto.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

FENCES and GATES

IN WIRE AND IRON.

We can furnish anything required, from a plain wire fence for the farm to an ornate iron fence for residence or public building. Special prices to hardware trade. **Send for catalogues.**

The Dennis Wire and Iron Co.,
LONDON, ONT.

FREE INSURANCE AGAINST FIRE

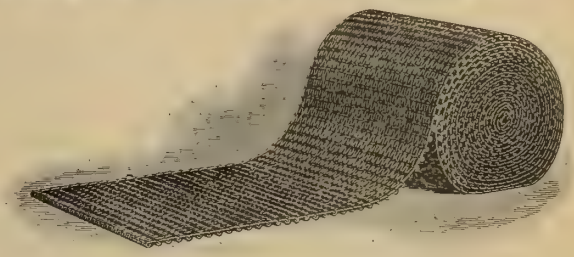
PLASBESTER

AGENTS WANTED IN EVERY TOWN.

the BEST ASBESTOS WALL PLASTER

Fire Proof
Frost "
Sound "
Will not crack.

The United States Wire Mats and Matting



are manufactured of the very best galvanized steel wire, especially tempered and galvanized for our use; are handsome, ornamental and neat in appearance, durable, weather-proof, do not warp or curl at the sides or edges, adapts itself to uneven surfaces, convenient in handling (rolls up like carpet), and economical. The mats are made in any size and shape and the roll matting in any length and width, which is so woven that it can be cut any length desired, permitting of no waste; every remnant is a ready made mat.

Write for our Booklet, "Modern Mats."

UNITED STATES WIRE MAT CO., DECATUR, ILL., U.S.A.

Nights are Getting Chilly.

Anticipate your customers' **needs** with a goodly stock of

"NEW PROCESS" OIL HEATERS

WHICH ARE FITTED WITH

Brass removable founts.

Automatic oil indicators.

Alaska bail handles for easy handling.

Smokeless device, preventing wick being turned **too high,** and promptly extinguishes when **turned down.**

Made of sheet steel, light, durable and of excellent finish.

PRICES RIGHT.

THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL.

HEATING AND PLUMBING

SEMI-ANNUAL CONVENTION OF ONTARIO PLUMBERS.

THE first semi-annual meeting of the Ontario Provincial Association of Master Plumbers, Gas, Steam and Hot-Water Fitters was held at the Pythian Hall, October 16, 1902.

The chair was taken by the president, Wm. Mansell, of Toronto, at 11 a.m. There was a good representation of the master plumbers of the Province present.

The following is a ltst of the delegates :

Wm. Mansell, president, Toronto.
S. P. Gourlay, past president, St. Catharines.
J. H. Wilson, treasurer, Toronto.
W. H. Meredith, secretary, Toronto.
H. Mahoney, Guelph.
C. Taylor, Brantford.
T. A. Cowan, Brantford.
Wm. Smith, London.
B. Noble, London.
Thos. Rich, London.
C. T. Bull, St. Thomas.
Geo. Clapperton, Toronto.
G. S. Ransom, Toronto.
W. G. D. Adams, Toronto.
Jos. Wright, Toronto.
R. Ross, Toronto.
J. A. Neelands, Barrie.
R. G. Sturgeon, Peterboro'.
Mr. Coppings, Woodstock.
Mr. Hogarth, Toronto.
K. Allison, Toronto.
Mr. Fitzsimons, Toronto.
Mr. LeGrow, Toronto.
R. H. Harrison, Toronto.
C. Robinson, Toronto.

PRESIDENT'S REMARKS.

In opening the Convention the President said : "It gives me great pleasure to welcome you to this the first semi-annual meeting of our newly organized Association, the first Provincial Association in the Dominion since our inauguration meeting on Good Friday last. It has been the aim of your executive officers to extend the bounds of our Association to all parts of this Province, and I am glad to say that those efforts have been rewarded as you will see by the secretary's report, and by the number of letters that have been received from different parts of the country. It is also gratifying to report the wave of prosperity which is sweeping over our whole Dominion, and especially that part embraced in this Province, and if the bountiful harvests that have been given us, and for which thanks to the Almighty for His goodness are being tendered throughout the land to-day.

"While it has been a very busy season for all branches of our business, I am sorry to say that financially it has not been what it should have been for the amount of work that has been contracted for in the plumbing and heating lines, as in several instances advances have been made in prices of material after contracts have been signed, and in many of our cities wages

Wm. Mansell, President, Toronto.

have been advanced which have eaten into the profits expected to materialize, and also work has been so plentiful in other branches that it has been impossible to procure the necessary help to carry on the work in a profitable manner, and with all the work in hand, and the amount to be tendered for, competition is more keen than it should be, while we see it practised every day by the new quotations received by us. Other lines are benefitting by the good times to a greater extent than is our profession.

"While in session, several matters will be brought before us for consideration. Let us give them our best attention, and especially those that bear on our individual interests and the advantages to be derived by thorough organization. Let us all put our shoulders to the wheel and have a perfect master plumbers' association in the Province of Ontario before our next annual meeting."

The secretary, W. H. Meredith, reported verbally upon his work during the past six months, and stated that the following towns and cities had in that time joined the association : Guelph, Berlin, Barrie, Smith's Falls, London, Hamilton, Brantford, St. Catharines, St. Thomas, Ottawa, Toronto, Windsor, Petrolea, Peterborough, Woodstock.

The question of appointing an organizer occasioned considerable discussion. The need of one was admitted by all, but it was felt that, in its present early stage, the association was hardly strong enough financially to permanently support one. Ultimately, it was left with the executive to arrange with its members to visit different towns and cities from time to time as in its judgment it should deem wise.

London was decided on as the next place of meeting, time and date being left to the executive.

W. H. Meredith tendered his resignation as secretary, owing to pressure of other engagements, which was most regretfully accepted by the convention. Mr. Le Grow, of Toronto, was elected in the room of Mr. Meredith.

Mr. Meredith, in appropriate terms, bespoke for the new secretary the hearty support and cooperation of the members of the association.

A vote of thanks was unanimously tendered to the retiring secretary and suitably responded to.

A motion for adjournment to meet again in London at the call of the executive brought to a close what was considered a most successful and enthusiastic convention.

STATE OF THE PLUMBING TRADE.

The plumbing and heating trade appears to be very busy at present. The large dealers complain of a scarcity of men, and do not seem to be over anxious for new contracts at present. It seems to be the general impression that a rush in the jobbing trade will ensue immediately upon the settlement of the coal strike, as a number of people are waiting to see if they can get caal at a reasonable figure before installing new furnaces.

PAINT FOR THE FARMER'S BARN.

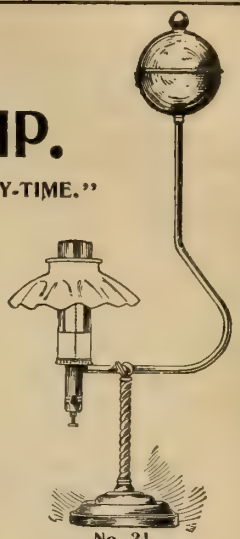
Now there is a season of Fall painting after the crop, and it's a good stroke of business to induce your farmer customers to go at it. Don't offer him the expensive house paints for his barns and roofs; it's not necessary, and most likely you wouldn't get the business. Tell him of **RAMSAYS OUTSIDE PAINTS** for just such work, sell them at $1 00 per gal. and make a handsome profit for yourself.

A. RAMSAY & SON, MONTREAL. ESTD. 1842. **PAINT MAKERS.**

THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.



No. 21
100 Candle Power.

Do you want a lamp which won't tire your eyes?

Do you want a lamp which makes sewing or reading a pleasure?

Do you want a lamp which gives more light than half a dozen kerosene ones for less money?

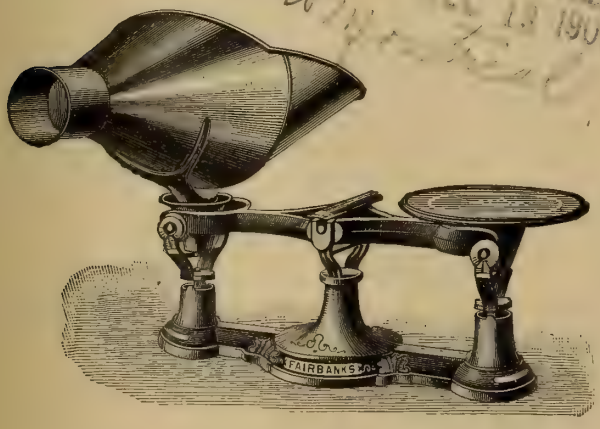
Do you want to sell the best lamp on the market?

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

Every Lamp Guaranteed.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

WHAT WE DO--



We build Scales.

Everyone has heard of

FAIRBANKS STANDARD SCALES

Their reputation is world-wide. We do not claim to make the cheapest Scale on the market. We build the best, the most reliable, accurate and longest-wearing—the Scale it pays to handle. See our Catalogue.

Look for us next week. We have something else we want to say.

MONTREAL—**THE FAIRBANKS COMPANY**—VANCOUVER

BUILDING PERMITS ISSUED.

TORONTO.

THE following building permits were issued during the past week : R. McDowell, two storey brick blacksmith shop, Davenport Road, $1,800; W. T. Thomson, two storey roughcast dwelling, Boustead avenue, $600; Asylum (Ontario Government), one-storey brick building, Queen street west, $300; J. O. Patterson, two storey and attic brick detached dwelling, St. Patrick street, $3,000; Thos. F. Robertson, pair semi-detached two-storey and attic stone and brick dwellings, Deleware avenue, $3,600; W. H. Williams, pair 2½-storey semi-detached brick and stone dwellings, Walmer Road, $6,000; W. J. Hodgson, two-storey and attic brick dwelling, Albany avenue, $3,200; R. W. G. Walton, alterations, Sussex avenue, $250; C. Smith, one-storey brick store, Bloor street, $525; J. T. Troy, pair of wooden verandahs, Close avenue, $400; T. D. Manchee, two-storey and attic brick and stone detached dwelling, Scarth Road, $7,000; A. Pollard, two-storey and attic brick and stone dwelling, Dewson street, $4,500; Bank of Hamilton, three storey and basement brick and stone building, corner Queen street and Spadina avenue, $50,000; J. O. Patterson, two-storey brick stable, Denison avenue, $800; Eby, Blain Co., Limited, 2½-storey brick and frame building, corner Cumberland and Yonge streets, $3 000; H. J. Ashfield, two storey roughcast dwelling, Galt avenue, $700; Morgan T. Evans, two-storey and attic brick dwelling, Brunswick avenue, $4,800; M. C. Ellis, two-storey and attic brick and stone detached dwelling, Lennox street, $2,500; W. W. Vickers, 2½-storey brick dwelling, Dowling avenue, $5,000; R. Hills, one storey stone and brick vestibule, St. George street, $1,000; Thos. Brown, two-storey and attic dwelling, Bedford Road, $2,000.

PLUMBING AND HEATING CONTRACTS.

Drayton, Ont., is advertising for tenders for heating and ventilating the town hall.

Fiddes & Hogarth are refitting the C.P.R. building, corner King and Yonge streets, with plumbing and heating.

The plumbing and heating for the new residence of Wm. Ray, Grange avenue, is being furnished by Power Bros.

Fiddes & Hogarth, Toronto, are furnishing the house of Mrs. Roberts, Beverley street, with heating and plumbing.

Power Bros., Queen street west, are furnishing the plumbing for the two new houses for James Simpson, University avenue.

Guest & Co., Church street, have the contract for the plumbing for the new premises of Mr. Orford, Danforth avenue.

The plumbing and heating for the new premises of The Canada Furniture Co., King street east, is being put in by Fiddes & Hogarth.

GAS AND OIL HEATERS IN DEMAND.

Dealers in gas and oil heaters have had an unusua ly large demand durirg the past week or ten days. One retail dealer boasts of clearing three dozen in two days. They attribute the demand to the scarcity and high price of fuel.

One manufacturer last week had to turn down an order for 1,500 oil heaters. Of this number, one-third was wanted for shipment to South Africa, one-third for New York, and the remainder for the home market.

TRADE CHAT.

A fire that is believed to be of incendiary origin, as it is the second in two weeks, completely destroyed the building and contents of Anderson's hardware store at Atwood.

We regret to announce the sudden death of Dome Pilon, head clerk in the hardware establishment of David Madore, St. Paul street, Montreal. He leaves a widow and six children.

William Owen, C.E., London, England, has completed arrangements with a company in Toronto for the purchase of a patent machine for making brick. It is claimed this machine will manufacture 150 000 brick per day.

NOVA SCOTIA MARKETS.

Halifax, October 11, 1902.

WHOLESALE hardware houses report a very satisfactory business since the first of the month, and there is every indication of a large autumn business. Favorable reports are sent in by the travellers from all parts of the territory covered, as to the general activity and healthy conditions of trade. Payments are being met fairly well, and, if anything, better than at this time last year, which was a remarkably good one.

* * *

There will be considerable continued activity in the building line this autumn and winter, if weather conditions are favorable, and the dealers are expecting a good trade in builders' materials, for which there has been an unusual demand all through the spring and summer. Just now there is a good retail trade in paints and oils, etc., for fall re[illegible].

* * *

Prices, generally, are firm. Considerable interest centres in the line of cordage, and prices are liable to advance any time. There has been an advance in the United States markets, and as this country controls the output of the Philippine Islands, the advance will affect Canadian producers. One reason given for the advance is the remarkable increase in the use of binder twine at this season of the year, and the demand in this direction has increased year by year until it has assumed tremendous proportions.

* * *

There is also an upward tendency in oils. Kerosene oil was advanced last week three-quarters of a cent per gallon—on the claim that both Canadian and United States wells were putting out less crude oil. Turpentine has advanced 2½c. per gallon. Linseed oil is easier, but there has been no reduction in the local market as yet.

* * *

The export business for the last week amounted to $136,002. This is small compared with the same week last year, but the total since July 1, $2,256,511, is over $40,000 ahead of the same period last year. The exports are apportioned as follows: Great Britain, $44,577; West Indies, $36,158; United States, $20,069; various ports, $19,810; Newfoundland, $8,804; Italy, $4,390; Germany, $2,114.

R. C. H.

There is no use in buying advertising space unless one fills it up so as to get results. One might almost as well adopt the method sometimes seen in country papers, "This space will be filled by John Jones when he gets time to write an advertisement," as to advertise goods that cannot be delivered—unless capital is so great that it can afford to store up reputation for future use.

T. B. Carruthers, general merchant, of Kimberley, Ont., is retiring from business.

NAILS
Right Prices
Quick Shipments
Quality Guaranteed
Also
STAPLES
Write, Telegraph or Telephone
Page Wire Fence Co.
Limited
Walkerville, Ontario

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, Ottawa, Ont.

Barb Wire,
Hay Wire,
Cut Nails,
Wire Nails,
Cordage,
Glass,
Etc.

The Only Exclusive Wholesale Hardware Firm Between Montreal and Toronto.

Tarred and Dry Sheathing,
Tarred Felt,
Rosin, Pitch,
Chopping Axes,
Broad Axes,
Cross Cut Saws,
Etc.

A complete stock of Lumbermen's and Builders' Hardware always on hand. **A Trial Solicited**

PRICES RIGHT. ASK FOR PRICES.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.

For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold Street, New York.

Syracuse Smelting Works

ATKINS

HIGH-GRADE, SILVER STEEL SAWS

Are the FINEST that Money, Experience and Skill can Produce.

No dealer's Stock is complete without them. They are easy to sell. Every saw warranted.

Write for Catalogue and Prices.

E. C. ATKINS & CO.

Factories and Home Office: INDIANAPOLIS, IND.

American Steel & Wire Co.

New York: Empire Building.
Montreal: New York Life Building.
Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

APPLY YOUR KNOWLEDGE.

WHEN you think a scheme is good for any other place than yours, it is proof that you can use some portion of that scheme for your own business or it would not have met with your approval, remarks Drygoodsman and General Merchant. If a clerk thinks that a certain bit of advice would be a mighty good thing if he were in some other position, he can make up his mind that it is at once applicable to him or he would not have such an opinion.

This attitude of thinking matters do not apply personally gets a great many people into trouble, or rather allows a great many people to fall into ways they otherwise would not fall into. Too many people about a store are always ready to think a correction or a suggestion is not meant for them, but is applicable to the rest of the force.

The clerk may read of the conduct of business in big department stores, or some section of the country where conditions require different methods than will apply to his work, and he immediately fails to find where such a thing is applicable to him. It is applicable every time, if he will think over his own conditions and work the idea to his needs.

The head of a small house thinks that matters which are of vital importance to big concerns need not fit his case in the slightest particular, but he has only to think that all business is alike with the exception of size and the changes in demands for attention and details which the different sizes require.

For the good of every business it behooves all connected with it to keep eyes open every minute for something that can be applied to its workings. It makes no difference where it comes from, so long as it is something that can be applied to the business either directly or after changes. Store people are apt to think that ideas for their uses can be obtained only from sources that have some sort of connection with their kind of business. While it is a fact that such sources will furnish the quickest and most readily adapted ideas, it is also a fact that some of the best ideas of trade and the handling of business are gathered from sources that are almost entirely foreign to store life.

WHY THE NEW ONES SUCCEEDS.

The retailer who has plugged along in the most honorable sort of a way for many years sometimes finds that the trade of his town or section goes to a new man who seems to do things in a way that calls people to him. The old retailer does not understand that the new man is just as square and honest and treats the people in just as good a manner. He is apt to think that some underhanded method is being attempted and bewails the fact that shall put the faithful and honest man in the rear of the procession while the smart one gets in the lead through fooling the people, or something of that sort.

The clerk watches the progress of the new fellows who come into the business and finds one who seems to get along faster than any of the others. The fast one gets next to the best customers and seems able to sell goods that no one else in the store can sell in the same way or the same quantity. The young fellow meets the approval of the firm and begins to go past the other fellows who have been so long in the ruts of doing the things that seem easiest.

The advancement is made because of the manner in which the young man catches hold of everything that can push forward the business. He is the fellow who gets a business of his own sooner than anyone else in the store.

BRIGHT FELLOWS ARE WANTED.

Why is it that the demand is so great for fellows who are determined to make a go of whatever they take hold? It is because there are so many who get up in the morning and go to bed at night, in the meantime doing their work because it has to be done and not because they want to do it or because they are trying to do it in some newer and better manner.

Every line of trade at the present time is demanding men who can go ahead with everything placed in their charge and be depended upon to get all there is out of it. Too many are asking for the good things and are either not able to give the work demanded or are not willing to do more than is actually required.

Every man who will go at it with a will to apply whatever he sees in some way to the work which confronts him every day and make a success out of it will soon find the place he now has too small for him and another opening ahead. If he is in business for himself he will see where every day he is making a better thing out of his opportunities and the trade is coming his way.

It pays to keep your head working all the time.

AXE COMBINATION.

A despatch from Alexandria, Ind., under date of October 9 say: "The formation of the long-expected axe trust, known as The American Axe and Tool Company, is practically completed, The Kelly Axe Works of this city, one of the largest concerns, having been absorbed. The promoter is Chas. D. Gates, of New York. The respresentatives of the various firms met at Louisville yesterday for further organization. The Kelly factory in this city works 600 men and turns out about 10,000 finished axes daily. Options, it is said, have been obtained on nearly all the more important plants in the trade."

To ALL who make a specialty of

CARRIAGE PAINTERS' SUPERFINE COLORS

In CANADA, the **CANADA PAINT COMPANY** manufacture from the first processes onward a full range of carriage colors, every line of which they warrant for purity, fineness of texture, brilliancy, permanence, fineness in working and hardness in drying.

GUARANTEE

We guarantee the superiority of our Carriage Painters' Superfine Colors for the following reasons:

The colors are all of our own manufacture.

The Japans in which they are ground are also manufactured by us and tested before use.

Every batch of our specialties for carriage purposes, whether Primer, Rough Stuff, Rub Lead or Fine Color, is proved by actual test before leaving our premises.

We continue to solicit the business of all firms who desire to sell first-class paints for first-class work.

For Varnishes and Carriage Painting material of every description, address,

THE CANADA PAINT COMPANY, LIMITED,

MONTREAL — TORONTO
Canada

FRANK MILLER'S

HARNESS PREPARATIONS.

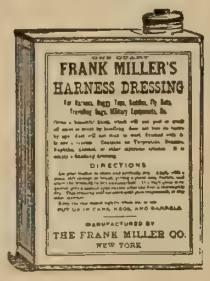
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant jet black gloss which will not peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness. Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, thus adding life.

The highest quality of oil on the market.

LAMB FENCE

Rigid because it has a hard wire upright.

The H. R. LAMB FENCE CO., Limited, London, Ont.

Our Brown and Manilla wrapping papers are of the best quality and material. They

Can be Depended Upon

in the hardware business where good paper is necessary.

Full Weight. **Full Count.**

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

Buy the Best.

HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made.

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

The P. R. Cumming Manufacturing Co.,

LIMITED.

NO. 22.

No. 33 (double blade) is similar in construction and finish.

Something New!

THIS is an entirely new style of mincing knife of our own design. The shank is a flat tinned steel band, drawn tightly into a groove encircling the handle, the blade being riveted between the ends. This construction does away with any hole in the handle, which consequently cannot split or come loose. The handle itself is stained and shellacked, the whole making the neatest and strongest mincing knife ever put on the market.

MADE ONLY BY

The P. R. Cumming Manufacturing Co., Limited, Toronto.

BENEFITS OF A TRADE PAPER.

AN address was recently delivered in Seattle, Wash., before a local trade paper association by E. C. Damon on "Benefits to be derived from a Trade Paper." In part, it was as follows: First, let me ask: Do you take a trade paper? Second, Do you read it? In both cases: If not, why? Look over this broad land of ours. We find millions of people reading the daily papers. That is where they get their information. That is where they get their food for thought, that makes our people the most enlightened people on earth, the most progressive, the most ambitious. Yes, the most successful.

Gentlemen, I say to you to-night, as the daily paper is the educator of the masses, so the trade paper is the educator of the merchant.

Show me a progressive, enterprising up-to-date merchant, and I will show you a student of the trade paper.

I might go further. Show me an ambitious, wide-awake clerk, and I will show you a trade paper advocate.

Do not in any wise construe anything that I may say at this time appertaining to this subject as criticizing our local or State trade papers. Nor by any means suspect that I am going to ask for your subscription for such papers. However, I might say that I am a subscriber for three trade journals and positively I would not be without them.

Nay, not for twice the fee of subscription. There is not an issue that I do not get some good out of. The subjects discussed in these papers give me thoughts; stimulate me in my work; give me a foundation to build upon. I find articles by competent writers on such subjects as "Credits," "Advertising," "System," "Full Measure," "Short Measure," on "Leaks and how to stop them." Gentlemen, I say to you that a well-written article on any of these subjects is worth times innumerable the price per annum of your trade paper.

I might admit at this time that I am an enthusiast, but, gentlemen, no man can make a success unless he is an enthusiast.

I find articles on "trade abuses." I find articles on "organization" and "why for?" I find articles on "confidence in your fellow merchant," and I want it publicly known that such confidence judiciously used will do much to overcome many petty annoyances.

I find articles on "coffee," "tea," "sugar," "beans," "rice," "sago," "tapioca," "pork," "spices," "pickles," "olives," etc.; will I go clear down the list? No, gentlemen, but I will say to you that any man desiring to serve his patrons intelligently and well must know something of the commodities in which he deals.

A man doing business without a trade paper is doing business without his "price current," or, in other words, is like a boat adrift without a rudder.

I find articles on "profit." I am a believer in a revenue. The merchant's revenue is his profit. No nation, State nor city can exist without a revenue. No merchant, big or little, can exist without a revenue. I say to you, gentlemen, a well-written article on this subject (profit), distributed in every city, town and hamlet in this State, would do much toward building up this organization.

Can we but find means to impress that word "profit" into the grocer's vocabulary, we will be doing much to help him hold his head erect and "stand as a man among men."

I find articles on "window dressing," on "quality," "honesty," and "fidelity to business."

Gentlemen, I say to you that a trade paper stands in the front rank of commercial progress to-day. The trade paper can help make that friendship lasting that to-day exists between the wholesaler and the retailer; can help to weld it together; can rivet it aright. The trade paper can stimulate the merchant to better effort. It can teach him to say "no," and stick to it. It can teach him to give honest measure and demand the same. It can teach him to use home-manufactured goods—all things being equal. It can teach him that the "full dinner pail" is the foundation of all large cities. It can teach him that the shrill sound of the whistle, the blast of the furnace, the roar of the engine, brings dollars back into his pocket.

The other evening as I sat by my window at home, looking out on the placid waters of Elliott Bay, a steamer passed on its way to its mooring place. 'Twas grand to look upon, yea, magnificent. A blaze of light from stern to stem, but it passed on, and as it passed the water closed behind it. Not a trace was left of where the steamer had been. No mark, no record left behind to tell of what success. Is it to be so with us in this world of progression? We pass on through this life into the Great Beyond. Will we leave a mark, a record? Will posterity know that we were here?

Ah, gentlemen, unless we make that mark broad it will soon be erased. Unless we take the knowledge at hand and use it. Unless we take the "pulse of commercialism," and I say to you, gentlemen, the trade paper is that pulse. Unless we grapple with the hordes of this world and conquer, we will not leave a broad mark. Is your soul or mine so dormant, or your ambition or mine so weak, that we would not that your child or mine, when they pass over this same road, could cry out: "My father passed here!"

FIRST CARGO OF IRON IN 15 YEARS

A cargo of 3,000 tons of pig iron from Middlesboro', England, recently unloaded at South Boston, is said to be the first full cargo of English iron received at that port for 15 years.

Wm. Knox. general merchant, MacGregor, N.W.T., has sold out to H. C. Hamelin.

To good management men and tools, add Apollo galvanized iron.

There is no way to do so good work or to make so much profit on it.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

YOU NATURALLY EXPECT THAT THE GOODS **YOU** BUY WILL GIVE ENTIRE SATISFACTION TO **THOSE** WHO BUY FROM YOU. WHEN YOU PURCHASE

2 AND 3 PLY READY ROOFING,
BUILDING PAPERS,
SHEATHING AND CARPET FELT,
COAL TAR PRODUCTS,
HANGING AND PRINT PAPER,
BROWN AND MANILLA WRAPPING

from us your expectations will be realized. Our lines are all guaranteed to give entire satisfaction. Quality, the best.

ALEX. McARTHUR & CO., 82 McGill Street, MONTREAL.

PAPER MILLS: JOLIETTE, QUE. FELT FACTORY: HARBOR AND LOGAN STREETS, MONTREAL.

CURRENT MARKET QUOTATIONS.

October 17, 1902.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS

TIN.

Lamb and Flag and Straits—
56 and 28 lb. ingots, 100 lb. $31 00 $32 00

TINPLATES.

Charcoal Plates - Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$6 75
I.X. "	....	8 25
I.X.X. "	....	9 75
Famous, equal to Bradley—		
I.C.	....	6 75
I.X.	....	8 25
I.X.X.	....	9 75
Raven and Vulture Grades—		
I.C., usual sizes	....	5 00
I.X. "	....	6 00
I.X.X. "	....	7 00
I.X.X.X. "	....	8 00
D.C., 12½x17	....	4 50
D.X	....	5 25
D.X.X.	....	6 00

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	4 25
I.C., special sizes, base	....	4 75
20 x 28	....	9 00

Charcoal Plates - Terne.

Dean or J.G. Grade -		
I.C., 20x28, 112 sheets	....	8 50
I.X., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X.X., 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	....	7 00

Tinned Sheets.

72x30 up to 24 gauge	....	8 00
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	1 95	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3 in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth & Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "silver" tool steel	0 12	0 14
" "special"	0 15	0 20
Jonas & Colver's tool steel	0 08	0 15
" "air hardening"	0 45	0 60
Drill steel, per lb.	0 08	0 10

BOILER TUBES.

		Per foot.
1½, 1¾ and 4 inch	....	0 09
2½ in.	....	0 16
3 in.	....	0 13
3½ in.	....	0 16
4 in.	....	0 31

STEEL BOILER PLATE.

¼ in.	2 50	2 60
3-16 in.	2 60	2 70
⅝ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	....

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

Black pipe—		Per 100 feet.
⅛ inch	....	2 90
¼ "	....	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	20 00
3 "	....	24 00
3½ "	....	30 00
4 "	....	37 50
4½ "	....	42 00
5 "	....	47 00
6 "	....	60 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Discount on pipe up to 2 in. 4 p.c. Larger sizes nett.

Malleable Fittings—Discount 30 p.c.

Cast Iron Fittings—

On all cast iron fitting, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis. All others—discount 60 p.c.

GALVANIZED SHEETS.

	G.C.	Comet.	Bell.	Queen's Head.
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	4 00	4 05
26 "	4 25	4 00	4 15	4 25
28 "	4 50	4 25	4 35	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.		....	....
" ¼ "		7 85	8 10
" 5-16 "		5 25	5 50
" ⅜ "		4 50	4 75
" 7-16 "		4 25	4 50
" ½ "		4 20	4 50
" 9-16 "		4 05	4 50
" ⅝ "		4 00	4 50
" ¾ "		4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 p.c.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.

		Per 100 lb.
English B.S., ton lots	....	13 00
Lake Superior	....	....

Bars.

Cut lengths, round, ½ to ⅞ in	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00

Sheet.

Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

Boiler and T.K. Pitts.

Plain tinned, per lb.	....	0 28
Spun per lb.	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 .3
Tubing, base, per lb.	0 23½

ZINC SPELTER.

Foreign, per lb.	5 50	6 00
Domestic "	....	....

ZINC SHEET.

5-cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD.

Imported Pig, per 100 lb.	....	3 50
Bar, per lb.	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe, 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7 50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount 50 per cent.
" " fittings, discount 50 and 10 p.c.
Med. & Extra heavy pipe fittings, dis. 60 p.c.
7 and 8-in. pipe, discount 50 per cent.

SOLDER.

	Per lb.	Per lb.
Bar half-and-half, guarant'd	....	0 20
Bar, half and-half, commer'l	....	0 19½
Refined	....	0 19
Wiping	....	0 18½

ANTIMONY.

Cookson's, per lb.	....	9 50

WHITE LEAD.

	Per 100 lb.	
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White		5 75
Elephant and Decorators' Pure		5 25
Brandram's B.B. Genuine		7 00
" " No. 1		6 00
"Monarch" brand		6 12½
Decorator's Pure		5 25
Essex Genuine		5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt.	$4 75
Genuine, 100 lb. kegs, per cwt.	5 00
No. 1, 560 lb. casks, per cwt	4 25
No. 1, 100 lb. kegs, per cwt.	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 50
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 25
Second qualities, per gallon	....	1 10
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co's pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Stewart & Wood's Champion pure		1 50
Standard Paint Co.'s "New Era"		1 30

COLORS IN OIL.

25 lb. tins, standard Quality.

Venetian red, per lb.	0 04½	0 06
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "	....	0 06
Marine black	....	0 09
Chrome green	....	0 10
French imperial green	....	0 12
Signwriters' black	....	0 16

Burnt umber	...	0 11
" sienna	....	0 11
Raw umber	....	0 11
" sienna	....	0 11

COLORS, DRY.

Common ochre, bbls	1 20	1 30
Yellow ochre (J.F.L.S.), bbls.	....	2 00
Yellow ochre (La Belle)	1 15	1 25
Brussels ochre	....	2 00
Venetian red (best), bbl.	1 75	2 00
English oxides, per cwt.	3 00	3 25
American oxides, bbls.	1 25	2 00
Canadian oxides, bbls.	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb.	....	0 0
" umber, " "	....	1 10
Raw do	. .	0 09
Drop black, pure	....	0 09
Chrome yellows, pure	....	0 18
Chrome greens, pure per lb.	0 09	0 10
Golden ochre	0 04	0 05
Ultramarine blue, in 28-lb. boxes, per lb.	0 06	0 18
Fire proof mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb.	....	0 07
Mortar color, per 100 lb.	1 25	1 50
Pure Indian red, No. 45, lb.	0 08	0 10
Whiting, bbl.	0 55	0 60
English vermilion in 30-lb. bags.		0 95

BLUESTONE.

Casks, for spraying, per lb.	0 07
100-lb. lots, do per lb.	0 08

PUTTY.

Bulk in bbls.	1 90
Bulk in less quantity	2 05
Bladders in bbls.	2 25
Bladders in kegs, boxes or loose	2 40
Bladders in 25-lb. tins	2 35
Bladders in 12½ lb. tins	2 65
Bladders in bulk or tins less than 100 lb	2 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	....	1 25
" No. 1	....	1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine, brown japan	1 25	1 30
" black japan	0 85	1 20
" " No. 1	0 50	0 75
Elastilite varnish, 1 gal. can, each,		2 00
Granitine floor finish, per gal.		2 75

Maple Leaf coach enamels: Size 1, $1.20; size 2, 70c.; size 3, 40c. each.

Sherwin-Williams' copal varnish, assorted case, from ½-pts. to 1 gal. $2.50.

CASTOR OIL.

East India, in cases, per lb.	0 00½	0 10
" small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal.	0 50	0 55
Pure olive	....	1 20
" neatsfoot	....	0 90

GLUE

Common	0 08	0 09
French medal	0 10	0 14
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16

HARDWARE.

Ammunition.

Cartridges.

B. B Caps Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 40 p. c., Amer
Rim Fire Cartridges, Dom., 50 and 5 p. c
Central Fire Pistol and Rifle 10 p.c. Amer.

STEEL, PEECH & TOZER, Limited

Phœnix Special Steel Works. The Ickles, near Sheffield, England.

Manufacturers of

Axles and Forgings of all descriptions, Billets and Spring Steel, Tyre, Sleigh Shoe and Machinery Steel.

Sole Agents for Canada.

JAMES HUTTON & CO., - MONTREAL

Central Fire Cartridges, pistol sizes Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.
Central Fire, Military and Sporting, Amer. add 5 p.c. to list. B.B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads — per lb
Best thick white felt wadding, in ¾-lb bags 1 00
Best thick brown or grey felt wads, in ½-lb. bags 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 25
Thin card wads in boxes of 1,000 each, 8 gauge ....
Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M
11 and smaller gauge 0 60
9 and 10 gauges 0 70
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Adzes.
Discount, 20 per cent.

Anvils.
Wright's, 80-lb. and over 0 10¾
Hay Budden, 80-lb. and over 0 09¼
Brook's, " " " 0 11¼

Augers.
Gilmour's discount 65 and 5 p.c. off list.

Axes.
Chopping Axes
Single bit, per doz 5 50 10 00
Double bit, " 11 00 18 00
Bench Axes, 40 p.c.
Broad Axes, 25 per cent.
Hunters' Axes 5 50 6 00
Boys' Axes 5 75 6 75
Splitting Axes 6 50 12 00
Handled Axes 7 00 10 00

Axle Grease.
Ordinary, per gross 5 75 6 00
Best quality 13 00 15 00

Bath Tubs.
Zinc 6 00
Copper, discount 15 p.c. off revised list

Baths.
Standard Enameled.
5½-inch rolled rim, 1st quality 24 00
" " " 2nd " 20 00

Babbit Metal.
"Tandem" A .... per lb. 0 27
" B .... " 0 21
" C .... " 0 11½
Magnolia Anti-Friction Metal, per lb 0 25
Frictionless metal, per lb 0 23
Hercules, per lb 0 15
SYRACUSE SMELTING WORKS.
Aluminum, genuine 0 41
Dynamo 0 27
Special 0 22
Aluminum, 99 p.c. pure "Syracuse" .. 0 45
THE CANADA METAL CO.
No. "O" babbit 0 06
No. 1 babbit 0 18
Star " 0 10
Hercules " 0 15
Metallic " 0 20
Imperial " 0 30

Bells.
Hand
Brass, 60 per cent.
Nickel, 55 per cent.
Cow.
American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.
Door.
Gongs, Sargant's 5 50 8 00
" Peterboro', discount 45 per cent
Farm.
American, each 1 25 3 00
House.
American, per lb 0 35 0 40

Bellows.
Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 40 per cent.

Belting.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 p.c.

Bits.
Auger.
Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen. net list.
Car.
Gilmour's, 47½ to 50 per cent.
Expansive.
Clark's, 40 per cent
Gimlet.
Clark's, per doz 0 65 0 90
Damond, Shell, per doz 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind and Bed Staples.
All sizes, per lb 0 07¾ 0 12

Bolts and Nuts. Per cent.
Carriage Bolts, common ($1 list) ... 55 and 10
" " full square ($2.40 list) 55 and 10
" " Norway iron ($3 list) 50 and 10
Machine Bolts, all sizes .... 50 and 10
Plough Bolts .... 50 and 10
Blank Bolts .... 50 and 10
Bolt Ends .... 50 and 10
Sleigh Shoe Bolts .... 65 and 10
Coach Screws, cone point .... 66⅔ and 10
Nuts, square, all sizes, 3¾c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove rods, per lb .... 5½ to 6c.
Nuts, in 50 lb. lots ¼c. per lb. extra, in less than 50 lb. lots, ½c. etxra.

Boot Calks.
Small and medium, ball, per M 4 25
Small heel, per M 4 50

Bright Wire Goods.
Discount .... 62½ per cent

Broilers.
Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8. " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 0 00

Butchers' Cleavers.
German, per doz 6 00 11 00
American, per doz 12 00 20 00

Butcher Knives.
Bailey's, per doz. 0 60 6 30

Building Paper, Etc.
Tarred felt, per 100 lb 1 70
Ready roofing, 2-ply, not under 45 lb. per rol 85
Ready roofing, 3-ply, not under 65 lb. per roll 1 10
Carpet felt, per ton 40 00
Dry sheathing, per roll, 400 sq. ft 35
Tar sheathing, " " " 45
Dry fibre " " " 50
Tarred fibre, " " " 60
O.K. & I.X L., " " " 65
Resin-sized, " " " 40
Oiled sheathing, " 600 " 1 10
" " " 400 " 70
Roof coating in barrels, per gal 17
" " small packages 25
Refined tar, per barrel 4 50
Coal tar, " 4 00
Coal tar, less than barrels, per gal ... 15
Roofing pitch, per 100 lb 85

Bull Rings.
Copper, $2.00 for 2½ in. and $1.90 for 2 in.

Butts.
Wrought Brass net revised list.
Cast Iron.
Loose Pin, dis., 60 per cent.
Wrought Steel
Fast Joint, dis. 65, 10 and 2½ per cent.
Loose Pin, dis. 65, 10 and 2½ per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Carpet Stretchers
American, per doz 1 00 1 50
Bullard's, per doz 6 50

Castors.
Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.
Nos. 31 and 32, per gross 8 50 9 50

Cement.
Canadian Portland 2 80 3 00
English " 3 00 3 15
Belgian " 2 50 2 75
Canadian hydraulic 1 25 1 50
Arrow 2 25
Buffalo 2 00

Chalk.
Carpenters Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.
Socket, Framing and Firmer.
Broad's, dis. 60 and 10 per cent.
Warnock's, dis. 60 and 10 per cent.
P. S. & W. Extra 60, and 10 p.c.

Churns.
Revolving Churns, metal frames—No. 0, $8—No. 1, $8.50—No. 2, $9.00—No. 3, $10.00—No. 4, $12.00—No. 5, $16.00 each. Ditto, wood frames—20c. each less than above. Discounts: Delivered from factories, 53 p.c.; from stock in Montreal, 51 p.c. Terms, 4 months or 3 p.c. cash in 30 days.
Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2 65. Metal frames 25c. extra. Discount 15 p.c., net 30 days.

Clips.
Axle dis. 65 per cent.

Closets. Net.
Plain York or Ontario Syphon Jet. $9 60
Emb. York or Ontario Syphon Jet. 10 20
Fittings 1 00
Plain Elgin or Teu. Syphon Washout 6 00
Emb. Elgin or Teu. Syphon Washout 6 60
Fittings 1 25
Low Down Elgin or Teutonic, plain 9 60
" " " " emb. 10 20
Plain Richelieu 3 75
Emb. Richelieu 4 00
Connections 1 25
Low Down Ont. Sy. Jet, plain 11 70
" " " " " emb'd. 12 30
Closet connection 1 25
Basins P.O., 14 in 0 70
" oval 17 x 14 in 1 50
" " 19 x 15 in 2 25

Compasses, Dividers, Etc.
American dis. 62½ to 65 per cent.

Conductor Pipe.
Plain or Corrugated.
2-inch, per 100 feet 3 00
3 " " " 4 00
4 " " " 5 25
5 " " " 6 75
6 " " " 9 00

Cradles, Grain.
Canadian, dis. 20 to 25 per cent.

Crosscut Saw Handles.
S. & D., No. 3, per pair 17½
" " 5, " 22½
" 6, " 15
Boynton pattern " 20

Door Springs.
Torrey's Rod, per doz ...... (15 p.c. 2 00
Coil, per doz 0 88 1 60
English, per doz. 2 00 4 00

Draw Knives.
Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 60 and 10 per cent.

Drills.
Hand and Breast
Millar's Falls, per doz. net list.
DRILL BITS.
Morse, dis., 37½ to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.
Common, cork-lined, dis. 35 per cent.

EAVE TROUGH.
10-inch, per 100 ft $3 10

ELBOWS. (Stovepipe.) per doz.
5 and 6-inch, common 1 20
7-inch 1 35
Polished, 15c. per doz. extra.

ESCUTCHEONS.
Discount, 40 per cent.

ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.

FILES AND RASPS.
Great Western .... 70 and 10 per cent
Arcade .... 70 " 10 "
Kearney & Foot .... 70 " 10 "
Disston's .... 70 " 10 "
American .... 70 " 10 "
J. Barton Smith .... 70 " 10 "
McClellan .... 70 " 10 "
Eagle .... 70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5 "
Royal .... 80 "
Globe .... 70 to 75 "
Black Diamond, 60 and 10 to 60, 10 and 5 p.c
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co's "Simplicity" file handle, per gross 85c. to $1.50.

GLASS—Window—Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 20	4 25	....	6 25
26 to 40	2 40	4 65	....	6 75
41 to 50	....	5 10	....	7 50
51 to 60	....	5 35	....	8 50
61 to 70	....	5 75	....	9 75
71 to 80	....	6 25	....	11 00
81 to 85	....	7 00	....	12 55
86 to 90	....	7 75	..	15 00
91 to 95	..	....	...	17 50
96 to 100	.. .	....	. ..	20 50

GAUGES
Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's Nos. 26 to 33, each ... 1 65 2 40

HALTERS.
Rope, ⅜ per gross ....
" ½ " 9 00
" ⅝ to ¾ 14 00
Leather, 1 in., per doz 3 87½ 4 00
" 1¼ in., " 5 15 5 20
Web, —per doz 1 87 2 45

HAMMERS.
Nail
Maydole's, dis. 5 to 10 per cent Can. dis. 25 to 27½ per cent.
Tack.
Magnetic per doz 1 10 1 20
Sledge.
Canadian per lb 0 07½ 0 08½
Ball Pean.
English and Can., per lb 0 22 0 25

HANDLES.
Axe, per doz. net 1 50 3 00
Store door, per doz 1 00 1 50
Fork.
C. & B., dis. 40 per cent. rev list.
Hoe.
C. & B. dis. 40 per cent. rev. list.
Saw.
American, per doz 1 00 1 25
Plane.
American per gross .... 3 15 3 [illegible]
Hammer and Hatchet.
Canadian, 40 per cent.
Cross-Cut Saws.
Canadian, per pair 13½

HANGERS. doz. pairs.
Steel barn door 5 85 6 00
Stearns, 4 inch 5 00
" 5 inch 6 50
Lane's covered—
No. 11, 5-ft. run 8 40
No. 11½, 10-ft. run 10 80
No. 12, 10-ft. run 12 60
No. 14, 15-ft. run 21 00
Lane's O.N.T. track, per foot. 4½

HARVEST TOOLS
Discount, 60 and 10 per cent.

HATCHETS
Canadian, dis 40 to 42½ per cent.

An Important Consideration.

Most hardware merchants now realize the fact that when they order

Building Papers, Roofing Felts and Wire-Edged Ready Roofing

from us we promptly ship them reliable material that pleases their customers. This is why we have been successful in business.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

HINGES.

Blind, Parker's, dis. 16⅔ per cent.
Heavy T and strap, 4-in., per lb.... 0 06½
" " 5-in., " 0 06¼
" 6-in., " 0 06
" 8-in., " 0 05¾
" 10-in., " 0 05⅛
Light T and strap, dis. 65 and 5 per cent
Screw hook and hinge—
6 to 10 in., per 100 lbs.... .... 4 50
12 in. up, per 100 lbs..... .... 3 25
Per gro. pairs
Spring.......................... .... 1) 5?

HOES.

Garden, Mortar, etc., dis. 60 to 60 and 10 p.c
Planter, per doz.............. 4 00 4 50

HOLLOW WARE

Discount,................ 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird Cage, per doz.......... 0 50 1 10
Clothes Line, per doz........ 0 27 0 63
Harness, per doz............ 0 72 0 88
Hat and Coat, per gross...... 1 00 3 00
Chandelier, per doz.......... 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 47½ per cent.

Wire.

Hat and Coat, discount 45 per cent.
Belt, per 1,000 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.

"C" brand 40, 10 and 7½ p.c. off list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk. 66⅔ and 5 per cent.
"Monarch," 65 per cent.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1. and smaller.
Light, medium and heavy...	3 35	3 60
Snow shoes.........	3 60	3 85
Steel Shoes.		
Light..........................	3 45	3 70
Featherweight (all sizes).....	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.
Toe weight steel shoes...... 6 70

JAPANNED WARE.

Discount, 45 and 5 p.c. off list, June 1899.

ICE PICKS.

Star per doz................. 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb............... 30 0 50
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis., 40 to 40 and 10 p.c.
Cabinet, trunk, and padlock, Am. per gross 60

KNOBS.

Door, japanned and N.P., per doz.............. 1 50 2 50
Bronze, Berlin, per doz...... 2 75 3 25
Bronze Genuine, per doz.... 6 00 9 00
Shutter, porcelain, F. & L screw, per gross 1 30 4 00
White door knobs—per doz. 95 1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz................ 7 00
No. 3 "Wright's".................. 8 50
Ordinary, with O burner.......... 4 00
Dashboard, cold blast............ 9 00
No. 0.............................. 5 75
Japanning, 50c. per doz. extra

LEMON SQUEEZERS.

Porcelain lined, ...per doz. 2 20 5 60
Galvanized 1 87 3 85
King, wood.................. 2 75 2 90
King, glass.................. 4 00 4 50
All glass.................... 0 50 0 90

LINES.

Fish per gross................ 1 05 2 50
Chalk " 1 90 7 40

LOCKS

Canadian, dis 40 to 40 and 10 p.c.
Russel & Erwin, per doz.... 3 00 3 25

Cabinet

Eagle, dis. 30 p.c.

Padlocks.

English and Am. per doz.... 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.

Flat head discount 25 p.c.
Round Head discount 20 p.c.

MALLETS.

Tinsmiths' per doz.......... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz.. .... 3 85 5 00
Caulking each................ 60 2 00

MATTOCKS.

Canadian, per doz.......... 5 50 6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.
German, 15 per cent.
Gem, each, $1.15.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Quotations are ;	Cut.	Wire.
2 d and 3d	$3 45	$3 55
3 d	3 10	3 22
4 and 5d..................	2 85	3 05
6 and 7d.....................	2 75	2 90
8 and 9d.....................	2 60	2 70
10 and 12d..................	2 55	2 65
16 and 20d..................	2 50	2 60
30, 40, 50 and 60d. (base)......	2 45	2 55

Cut nails in carlots 5c. less.
Wire nails in carlots are $2 50
Cut nails in carlots are $2.40 base.
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 75 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent

NAIL PULLERS.

German and American....... 1 85 3 50

NAIL SETS.

Square, round, and octagon per gross................ 3 38 4 00
Diamond................... 12 00 15 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60, 10 and 5 p.c.
2-in. Mesh, 18 w.g. and heavier, 50 p.c.

OAKUM. Per 100 lb

Navy 6 00
U.S. Navy.............. .... 7 25

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal. per doz.................. .... 10 00
Zinc and tin, dis. 50, 50 and 10
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAILS.

Dufferin pattern pails, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
6, 10 and 14-qt. flaring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.

Per doz...................... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross... 1 35 1 50
Brass head " 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 p.c.

PINE TAR.

½ pint in tins, per gross. 7 80
1 " " " 9 60

PLANES.

Wood bench, Canadian dis. 40 per cent. American dis. 50.
Wood, fancy Canadian or American 7½ to 40 per cent.

PLANE IRONS.

English per doz........... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz........... 0 60 2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 p.c.
"J.M.T." Cushion work. dis. 50 p.c.
Fuller work, dis. 65 p.c.
6 doz. lots and over of the above, extra dis. 10 p.c.

Lever Handle Stops and Waste, discount 60 p.c. With, in lots of 2 doz. and over, an extra dis. of 10 p.c.
"J.M.T." Globe, Angle and Check Valves, dis. 55 p.c.
Standard Globe, Angle and Check Valves, dis. 65 p.c.
"J.M.T." Radiator Valves, dis. 55 p.c.
Standard " " dis., 65 p.c.
Patent Quick Opening Valves, dis. 70 p.c.
No. 1 compression bath cock, net .. 2 00
No. 4 " " " 2 00
No. 7, Fuller's 2 20
No. 4½, " 2 35
Patent Compression Cushion, basin cock, hot and cold, per doz 15 00
Patent Compression Cushion, bath cock. No. 2208 .... 2 25
Square head brass cocks, 60 p.c.
" " iron " 60 p.c.
Competition Globe, Angle and Check Valves discount, 70 p.c.
Competition Quick Opening Radiator Valves, discount, 70 p.c.

PRESSED SPIKES.

Discount 22½ per cent.

PULLEYS.

Hothouse, per doz........... 0 55 1 00
Axle......................... 0 22 0 33
Screw........................ 0 27 1 00
Awning...................... 0 35 2 50

PUMPS.

Canadian cistern............ 1 80 3 60
Canadian pitcher spout..... 1 40 2 10

PUNCHES.

Saddlers', per doz............ 1 00 1 85
Conductors' " 9 00 15 00
Tinners', solid per set........ 0 00 0 72
" hollow per inch..... 0 00 1 00

RANGE BOILERS. Net.

Dominion, 30 gal. 5 75
Dominion, 35 " 6 75
" 40 " 7 75
Ronald's Galvanized, 30 gallons 7 40
" " 35 " 8 40
" " 40 " 9 60
Copper, 30 gallons.................. 22 00
" 35 " 24 00
" 40 " 28 00
Discount off copper boilers 10 per cent.

RAKES.

Wood, per doz. net .... 1.20 up

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler & Co.'s..........	4 00	18 00
Boker's.....................	7 50	11 00
" King Cutter........	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's............	7 00	12 00
Bailey's	6 00	12 00
Bailey's "Brantford"	10 00	11 00
Carbo Magnetic	....	15 00
Griffon Barbers' Favorite	....	10 75
Griffon No. 65................	....	13 0
Griffon Safety Razors.........	....	13 50
" Stropping Machines.	....	13 50

REGISTERS.

Discount .... 40 per cent

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c. per lb.
Copper Rivets with usual proportion burrs 45 p.c. dis. cartons, 1c. per lb. extra, net.
Copper Burrs only, 30 and 10 p.c
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, dis. 35 to 37½ per cen

ROPE, ETC.

Sisal 12½
Pure Manilla...................... 15
"British" Manilla 13
Cotton, 3-16 inch and larger........ 16
" 5-32 inch................... 21
" ⅛ inch 22
Russia Deep Sea. 15
Jute 8
Lath Yarn 11½

Sisal bed cord, 48 ft..... per doz. 65
" " 60 ft. ..... " 80
" " 72 ft. ..... " 95

RULES.

Boxwood, dis. 55 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS. per set.

Mrs. Potts, No. 55, polished. 70
" No. 50, nickle-plated. 75

SAND AND EMERY PAPER.

B & A. sand, 40 and 5 per cent.
Emery, 40 per cent.
Garnet (Rurton's), 5 to 10 p.c. advance on list

SAP SPOUTS.

Bronzed iron with hooks, per doz. 9 50

SAWS.

Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.
Crosscut, Disston's, per ft.. 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3
Hack, complete, each 0 75 2 75
" frame only 0 75

SASH WEIGHTS.

Sectional, per 100 lbs....... 2 50 2 75
Solid, " 1 75 2 00

SASH CORD.

Per lb...................... 0 23 0 30

SAW SETS.

Lincoln and Whiting, per doz. 4 75
Hand Sets, No. 1 Woodyatt (Morrill) 4 25
X-cut Sets, No. 3 Woodyatt (Morrill) 9 50

SCALES.

Burrow, Stewart & Milne—
Imperial standard, 40 per cent.
Weigh Beams, 35 per cent.
Champion Scales, 55 per cent
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.
Warren's new Standard 40 p.c.
" " Champion 55 p.c.
" Weighbeams, 35 per cent.

SCREW DRIVERS.

Sargent's per doz........... 0 65 1 00

SCREWS.

Wood, F.H., bright and steel, 87½ and 10 p.c
Wood R. H., " dis. 82½ and 10 p.c.
" F. H., brass dis. 80 and 10 p.c.
Wood, R. H., " dis. 75 and 10 p.c.
" F.H., bronze, dis. 75 p.c.
" R.H. " 70 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz. 3 25 4 00
" iron, " 4 25 5 00
Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.

Per doz., net....... .... 5 00 8 00

SCYTHE SNATHS.

Canadian, dis. 40 p.c.

SHEARS.

Bailey Cutlery Co., full nickeled, dis. 60 and 2½ p.c.
Bailey Cutlery Japan handles, 67½ p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.

SINKS.

Steel and galvanized, discount 45 per cent

SNAPS.

Harness, German, dis. 25 p.c.
Lock, Andrews'............. 4 50 11 50

SOLDERING IRONS.

1, 1½ lb., per lb.................. 0 37
2 lb. or over, per lb................ 0 34

SQUARES.

Iron, No. 493, per doz...... 2 40 2 55
" Mo. 494, " 3 25 3 40
Steel, dis. 60 to 60 and 5 p.c.
Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.

Plain, dis., 75 and 12½ p.c. off revised list
Retinned, dis., 75 p.c. off revised list.

STAPLES.

Galvanized................. 3 25 3 50
Plain...................... 2 90 3 15
Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

WINDOW GLASS —TO IMPORT.

Prompt Deliveries

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BEST GLASS of all kinds, our own manufacture. **Closest Prices.**

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

STOCKS AND DIES.

American dis. 25 p.c.

STONE.	Per lb.	
Washita	0 28	0 60
Hindostan	0 06	0 07
" slip,	0 09	0 09
Labrador	....	0 13
" Axe	....	0 15
Turkey	....	0 50
Arkansas	0 00	1 50
Water-of-Ayr	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. 2 in. 40 to 200 lb. per ton	....	25 00
" under 40 lb. "	....	28 00
Grind. under 2 in. thick "	....	29 00

STOVE PIPES.

5 and 6 inch Per 100 lengths	....	7 00
7 inch " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4—3 dozen in case, net cash	$4 80
No. 6—3 dozen in case, "	8 40

TACKS, BRADS, ETC.

Cheese-box tacks, blued ..... 80 & 12½
Trunk tacks, black and tinned 85
Carpet tacks, blued ..... 80 & 15
" " tinned ..... 80 & 20
" " (in kegs) 40
Cut tacks, blued, in dozens only .. 80
" ¼ weights 60
Swedes cut tacks, blued and tinned—
In bulk ..... 80 & 10
In dozens 75
Swedes, upholsterers', bulk .... 85, 12½ & 12½
" brush, blued & tinned, bulk .. 70
" gimp, blued, tinned and japanned ..... 75 & 12½
Zinc tacks 35
Leather carpet tacks 55
Copper tacks 50
Copper nails 5 1½
Trunk nails, black ..... 65 and 5
Trunk nails, tinned ..... 65 and 10
Clout nails, blued ..... 65 and 5
Chair nails 35
Patent brads 40
Fine finishing 40
Lining tacks, in papers 10
Lining tacks, in bulk 15
" " solid heads, in bulk 75
Saddle nails in papers 10
" " in bulk 15
Tufting buttons, 22 line, in dozens only 60
Tin capped trunk nails 25
Zinc glazier's points 5
Double pointed tacks, papers ..... 90 and 10
" " " bulk 40
Shoe nails 60
Clinch and duck rivets 45

TAPE LINES.

English, ass skin, per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel, each	0 80	8 00

TINNERS' SNIPS.

Bailey's, dis. 25 p.c.

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.

Disston's discount 10 per cent.
German, per doz. 4 75 6 00
S. & D., discount 35 per cent.

TWINES.

Bag, Russian, per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 19
" " 4-ply	....	0 23
Mattress, per lb.	0 33	0 45
Staging, "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12¾
Pipe Vise, Hinge, No. 1	....	3 50
" " No. 2	....	5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

WIRE.

SMOOTH STEEL WIRE.

No. 0-9 gauge		$2 60
10 "		6c. extra.
11 "		12c. "
12 "		20c. "
13 "		30c. "
14 "		40c. "
15 "		55c. "
16 "		70c. "

Add 60c. for coppering and $2 for tinning

Extras net per 100 lb. — Oiled wire 10c.' spring wire $1.25, special hay baling wire 30c. best steel wire 75c., bright soft drawn 15c. charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, dis. 25 per cent. List of extras : In 100-lb. lots : No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, 7.65—No. 24, $8—No. 25, $9—No. 26 $9.50—No. 27, $10—No. 28, $11 No. 29. $12—No. 30, $13—No. 31, $14—No. 32 $15, No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31 $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 33c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c

Brass wire, 62½ per cent. off the list.
Copper wire, 62½ per cent. net cash 30 days, f.o.b. factory.
Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, $3.50 to $3.85—No. 9, $2.85 to $3.15—No. 10, $3.60 to $3.95—No. 11, $3.70 to $4.10—No. 12, $3 to $3.30—No. 13, $3.10 to $3.40—No. 14, $4.10 to $4.50—No. 15, $4.60 to $5.05—No. 16. $4.85 to $5.35. Base sizes, Nos. 6 to 9 $2.52½ f.o.b. Cleveland.
Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70, No. 19, $2.35; No 20, $2.30, f.o.b. Hamilton, Toronto Montreal

WIRE FENCING

Galvanized barb	....	3 00
Galvanized, plain twist	....	3 00

Galvanized barb, f.o.b. Cleveland, $2 67½ in less than carlots, and $2.55 in carlots.

WIRE CLOTH

Painted Screen, per 100 sq. ft., net .. 1 37½
Terms, 3 per cent. off 30 days.

WASTE COTTON.

	per lb.
Colored	6
White	8

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 60 p.c.
Coe's Genuine, dis. 20 to 25 p.c

Towers' Engineer, each	2 00	7 00
" S., per doz.	5 80	6 00
G. & K.'s Pipe, per doz.	....	3 40
Burrell's Pipe, each	....	3 00
Pocket, per doz.	0 25	2 90

WRINGERS.

Leader ..... per doz.	$30 00	33 00
Royal Canadian .. "	....	24 00
Royal American,	....	24 00
Sampson ..... "	....	24 00

Terms 4 months, or 3 p.c. 30 days

WROUGHT IRON WASHERS.

Canadian make, discount, 40 per cent.

ADVERTISING in WESTERN CANADA

will be Carefully Efficiently, and Promptly attended to, by

The Roberts Advertising Agency,

WINNIPEG CANADA.

"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?

Send for Folder No. 14.

Pullman Sash Bal. Co.
Rochester, N.Y., U.S.A.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

Standard Paint & Varnish Works Limited
Makers of High Grade Varnishes, Japans, Paints, Colors & Enamels
Windsor, Ont.

STEVENS ALL STEEL TOOLS

—ARE—

STANDARD FOR QUALITY.

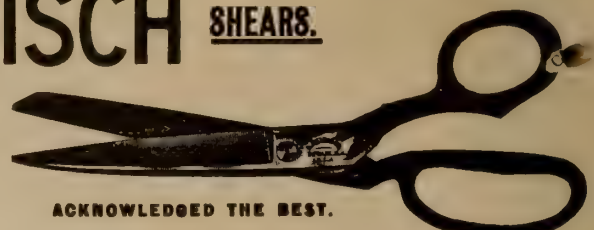
Your stock is not complete without a full line of our **Rifles, Shotguns, Pistols, Tools and Victor Bicycles.**

Handled by the Leading Jobbers.

J. Stevens Arms & Tool Co., P.O. Box 217 **Chicopee Falls, Mass., U.S.A.**

CELEBRATED **HEINISCH** SHEARS.

Tailors' Shears,
Trimmers, Scissors,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO. NEW YORK OFFICE, 90 Chambers St. NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard Sole maker—

CHARLES D. PHILLIPS,

Cables—"Machinery," Newport. Emlyn Engineering Works, NEWPORT, MON., ENGLAND.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.** . . .

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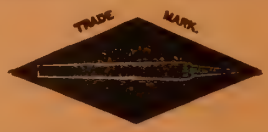

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The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XIV. MONTREAL AND TORONTO, OCTOBER 25, 1902 NO. 43.

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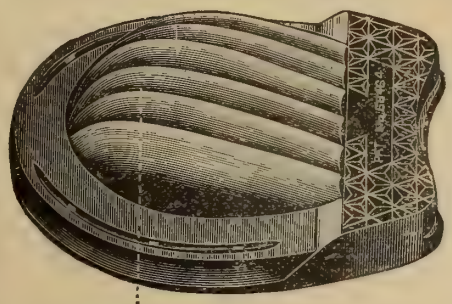

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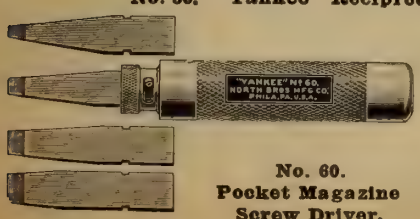

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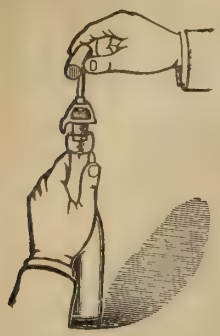

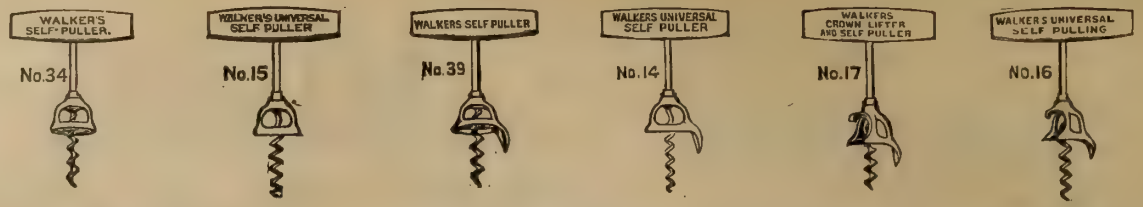

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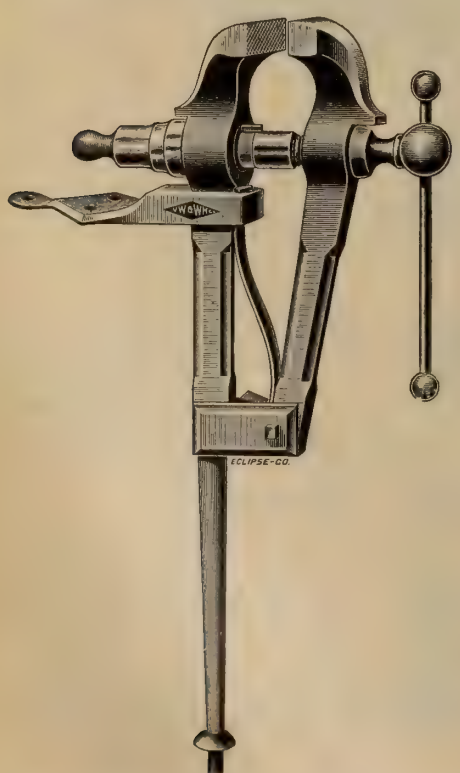

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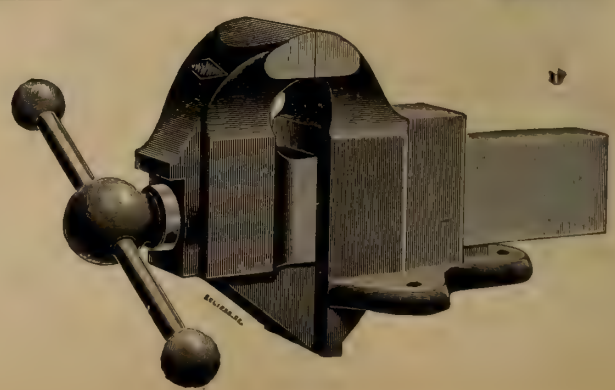

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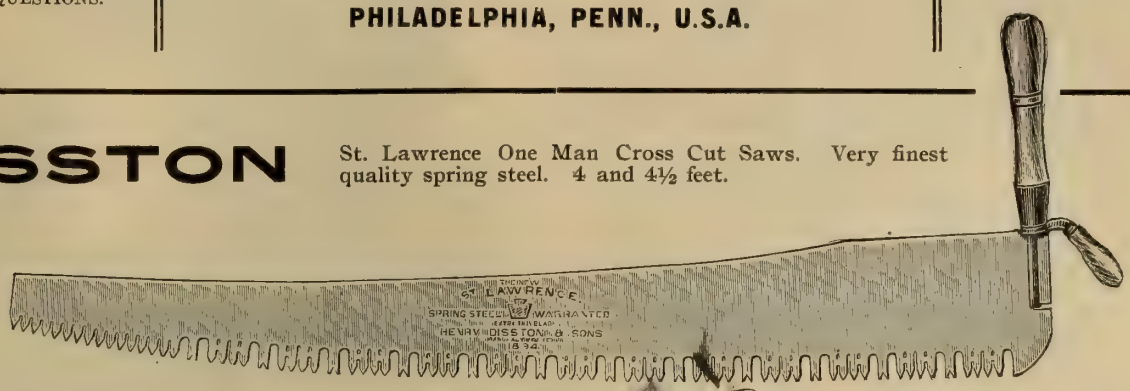

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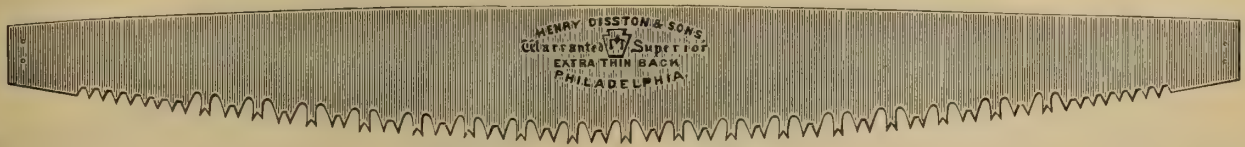

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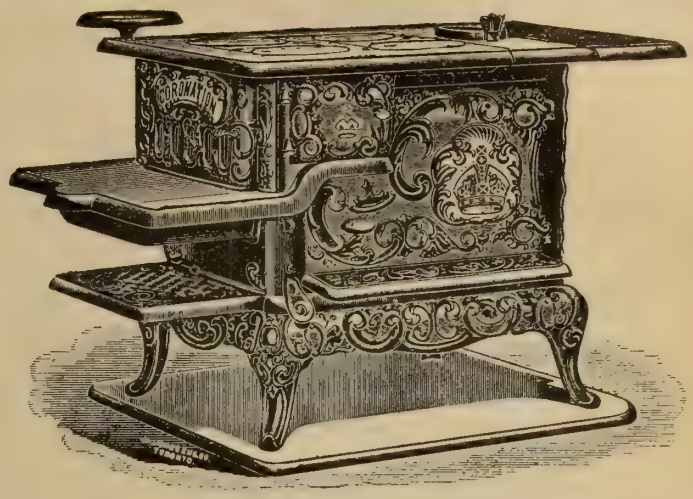

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		Firebox.	Oven.
No. 9-21	4 holes	27 inches	21 x 21 x 13
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Cast Iron or Steel Ovens. Large Feed Door.

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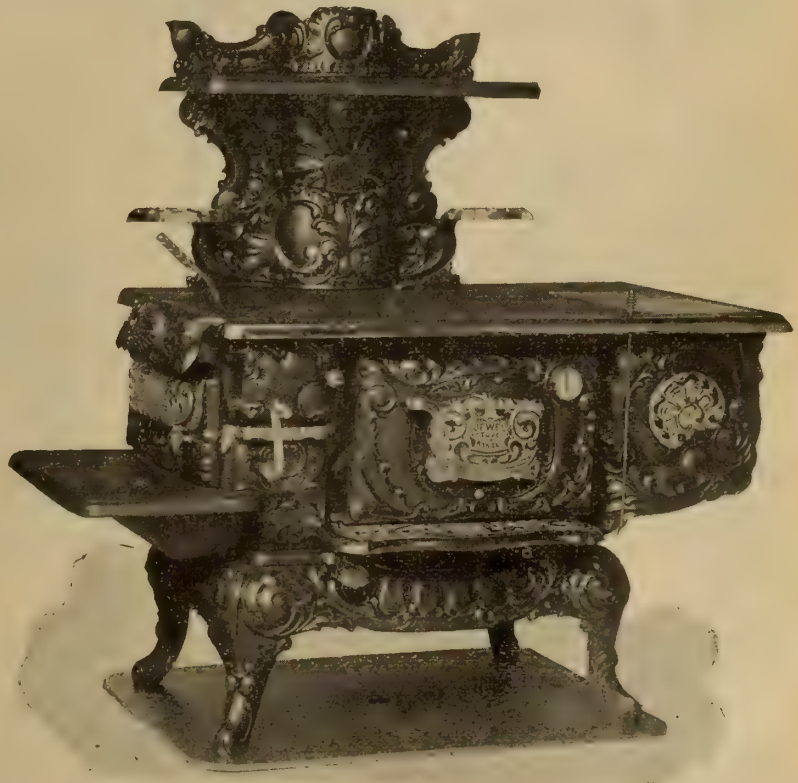

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Fruit Cans, Meat Cans,
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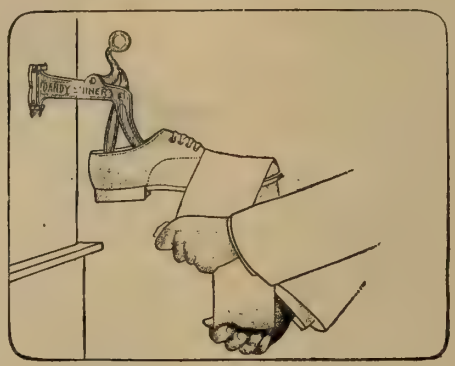
THE DANDY SHINER
(nickel plated)
A HOUSEHOLD NECESSITY



Holds shoe rigid. Fits any shoe. 3 lasts (men's, women's, child's) go with each shiner.

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You take no chances

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ESTABLISHED 1750
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MANUFACTURERS OF EVERY DESCRIPTION OF
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Cheap chemical.

This is caused by the cheap chemicals which the manufacturer used.

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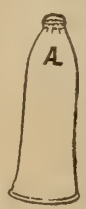

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Pure chemicals.

Lowest prices on mantles, shades, chimneys, globes and sundries.

Write us if you are interested.

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The King of Centre-Adjustment Clippers still remains unsurpassed after a run of nearly

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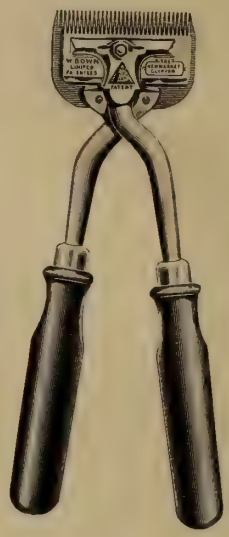

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Detachable Plates.
Improved Cap with Long Bearing.
Rigidity and Easy Running.
Accurately Machined and Perfectly Fitted.

All Parts Interchangeable.

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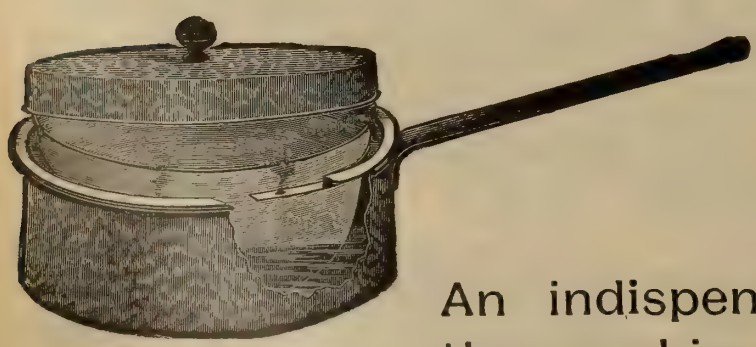
Kemp's Patent Steam Cereal Cookers

Made in Diamond, Pearl and Granite Steel Enameled Ware. Inside dish always supplied in White Ware.



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HARDWARE AND METAL

VOL. XIV. MONTREAL AND TORONTO, OCTOBER 25, 1902. NO. 43.

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NEW YORK - Room 443 New York Life Bldg.

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WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

COUNTRY AND DEPARTMENT STORES.

A WEEKLY newspaper published in a Western Ontario town recently urged upon its readers the necessity of examining the prices quoted by local merchants in comparison with those quoted by the department stores in the catalogues which they from time to time issue, it being claimed that they would discover that the latter's figures were higher rather than lower than those ruling in local stores.

It is a pity that country newspapers did not do more of this kind of educational work. Country storekeepers, as a rule, are well able to compete with the department stores, as far as prices are concerned. The trouble is, however, that the fact is not sufficiently brought home to the consuming public. The secret of the department stores' success is largely due to the fact that they publish prices broadcast throughout the land. The figures may be high or low, but to the average consumer the very fact that they are quoted at all seems to convince them that they are low, or else they would not be quoted.

Country merchants should, from time to time, impress upon the publishers of the local newspapers the necessity of educating their readers along these lines. But the merchant's duty does not end here. In his advertisements he should, as far as possible, mention the prices just as the department stores do. He may claim that this is giving his figures to his competitors, but while this may be so to some extent, it should not be forgotten that he has the start of his competitors, and that the advantages far outweigh the disadvantages.

It is the merchants who strike out for themselves, giving no thought to what their competitors may think or do, that are the most successful in business.

OPPORTUNITIES FOR SUCCESS.

In spite of what pessimists may say to the contrary, business methods are steadily improving. It is apparent in the factory, in the office, in the warehouse and in the shop. The fact that the demand for efficient men is so keen is an evidence of it. And there never was a time in the world's history when efficiency was more readily recognized or when better opportunities for success were afforded.

HELPING CANADA'S PRESTIGE.

THE announcement that the Grand Trunk Railway has declared dividends on its second preference stock will no doubt interest a good many people other than those actually concerned in them. We refer to all people who take a lively interest in the affairs of the Dominion and who are students of its history. It is not so many years since that the Grand Trunk, on account of the poor results obtained by the capitalists in Great Britain who had invested in the stock, caused financial men on the other side of the Atlantic to look askance upon Canada.

No doubt a great deal of the bad name which the railway possessed was largely due to lack of proper management, but this, however, was not sufficiently taken into account by the financial papers in Great Britain. Since, however, radical changes have been made in the management, and more power has been given to the company's authorities in Canada, there has been a marked improvement in the attitude of capitalists, not only toward the railway itself but towards the Dominion as a whole. Of course, a great deal of the improvement in the financial position of the railway is due to the material development which has taken place in the industrial life of Canada; but, at the same time, had the company continued to be managed in the same old way it is very improbable that it would now be paying dividends on the second preference stock.

It does not matter how prosperous a country may be, railways, like ordinary commercial enterprises, must be properly managed in order to secure satisfactory results.

CONSTITUTIONAL PRECEDENT AND BUSINESS ABILITY.

OF course, the most interesting event this week in commercial as well as in political circles is the exit of Hon. J. I. Tarte from the Dominion Cabinet. The Department of Works, over which Mr. Tarte has presided for the past six years, is essentially a business department ; but the prominence which the honorable gentleman has obtained through his advocacy of a higher Customs tariff is what gives particular zest to the interest of business men in the event which promises to be a political nine-days' wonder.

Whatever may be one's views as to the political opinions to which Mr. Tarte has recently been giving expression so vigorously, one cannot but regret his departure from the Cabinet.

Whatever may be his faults, he has at any rate been an exceptionally good Minister. The Department of Works was certainly never administered better ; and it has certainly had men at its head who were a great deal less efficient. He was not a theorist in the administration of his Department; he was a practical man. Not merely satisfied with the reports of subordinate officials, he travelled day and night to ascertain for himself the necessities of each particular case. Had he been presiding over the destinies of a purely private business enterprise his zeal could scarcely have been more ardent or his efforts more untiring.

A Canadian he certainly is ; and for the welfare of the Dominion he is undoubtedly jealous. It was this jealousy, however, that was at the root of his indiscression ; for indiscreet he most assuredly has been.

His advocacy of a tariff war against the United States was scarcely a wise thing. Tariff wars, like physical wars, are costly. We have the recent tariff wars between France and Italy and Germany and Russia to remind us of this.

But his unpardonable sin lay in the fact that he not only acted without Cabinet authority in the policy he enunciated, but he assumed the championship of a policy to which the Cabinet is opposed. In other words, he was running in the face of constitutional precedent. And constitutional precedent, like the laws of the Medes and Persians, appears to be unalterable. At any rate, the Hon. Mr. Tarte had to be sacrificed to constitutional precedent.

One cannot but regret, from a business standpoint, that it had to be so, for it must be remembered that it was not for inefficient administration of his Department that he had to step down and out.

Mr. Tarte is thus in the position of a valued partner in a commercial enterprise who, by giving expression to views displeasing to the other members of the firm, is compelled to sever his connection with the same.

It is evident that in political affairs constitutional precedent carries more weight than administrative ability.

Had it been Sir Richard Cartwright, the Minister of Trade and Commerce, who had been guilty of the indiscretion, business men would scarcely have regretted it, for Sir Richard, unlike Mr. Tarte and such Ministers as Messrs. Mulock, Fielding, Paterson and Fisher, is an obstacle rather than an assistance to the Department which he administers.

THE CANADIAN-SOUTH-AFRICAN SERVICE.

ON October 18, the steamer Ontario, of the Allan Line, sailed from Montreal for Cape Town, Port Elizabeth and Durban, inaugurating the new Canadian freight service to South Africa. Her cargo consisted of a considerable quantity of butter, 250 tons of compressed fodder, 2,000 tons of flour, besides shipments of enamelled ware, stoves, carriages, joiners' work, autoharps and dressed lumber.

At the farewell luncheon, Capt. Gambell stated that he expected the trip to Cape Town, 7,170 miles, would occupy about 28 days.

These are the principal facts concerning the sailing of the first steamer of the South-African service. Next month an Elder-Dempster liner will leave Montreal, and in December a Furness liner. All these vessels have been equipped with ample cold storage accommodation. Being only freight steamers, they will not carry passengers. This side of the service will be developed later.

The significance of this initial trip is considerable. Since the war all the more important commercial nations have been making a grab for South-African trade. Besides the several British and United States lines doing business with South Africa, there are two German lines, one French line and one Austrian line trading direct with Cape Town. The fact that Canada can start a line for herself speaks well for the energy of this country.

The present state of South-African shipping discloses some interesting developments, from a knowledge of which Canadians should benefit considerably. There is in the first place the monopoly or attempted monopoly of the English shipping ring. This conference of steamship lines, as it is called, has been formed to keep up rates and keep out competition. By a careful system of rebates, these companies are able to keep business. A merchant who trades with a rival company forfeits his rebate, and this forms a powerful reason for maintaining good-will with the ring. At present Mr. Huston, a powerful ship-owner, is making an attempt to fight the combine. He is prepared to drop a cool million to do it, and the public hope he will succeed. As it is, the prevalent high rates charged, which, of course, fall on South-African consumers, are most prejudicial to the British interests in South Africa.

The New York lines have not been slow to take advantage of this state of affairs. In fact, a rate war has been started among the different companies to secure African trade, and rates fully 21s. below the lowest English rates have been quoted.

Thirdly, the Germans have been quietly building up an East Coast trade and now practically control the shipping to East Africa. This enables them to strike also at South-African shipping, for they are right in the neighborhood.

Under these circumstances it is just as well for British prestige that Canada has entered the field in however unpretentious a manner. Though Britain does control the greater portion of the £40,000,000 sterling of commodities that enter Cape Colony and Natal, such may not be the case for long and Canada has many of the commodities which are needed there.

THE ART OF WINDOW DRESSING

SOME HINTS FOR RETAILERS

A FEW WORDS TO THE BEGINNER.

AS I have at different times received letters from young men desirous of becoming window trimmers requesting me to give them some idea of how to start in the profession, the necessary qualifications, etc., I submit the following :

Learning how to dress modern windows is very much like learning music. If it be natural, or a gift, you are very fortunate and will learn quickly and will be successful. If you have not the talent, no study, practice, or years of experience will finish you as an artist. You will work mechanically, and never become proficient. As others have said : "It must be born in you."

The first qualification necessary to one learning window dressing is a fairly good knowledge of the value of goods, consequently a couple of years' experience behind the counter in the various departments is necessary. I have seen some very fair window trims (that is the arrangement of the goods was very neat), but the window was evidently trimmed by someone inexperienced in the value of goods. Another fault was that the best values were arranged in the rear of the window, while the poorer ones were the most conspicuous.

If you have had some experience and feel that you have a tact or the ability to become (with experience) a window trimmer, my advice would be to "try your hand" every chance you get.

Subscribe to every magazine that has anything to say on the subject ; observe closely the window trims of others more advanced.

Many people have an idea that window dressing is simple and easy. Let them try it. It is one of the few arts that cannot be acquired in a short space of time unless it is really a natural talent, and unless it is, every act is hard labor. You are also exposed to all extremes ; in summer the window is "an oven," and often below zero in winter—quite different from being in a comfortable temperature where there is plenty of air.

There is one thing I would advise a young man who is starting out in the business, and that is to make it a point to have your ideas as original as you can.

There are too many men to-day who are earning their wages "on other men's brains as it were." These men do not hold their positions long as it does not take their employers many weeks to find them out.

Remember it is no credit or honor to you nor justice to the man whose brains furnished the design to steal his idea, and the public can tell very quickly who's who. Watch your competitor and profit by his success or failure, but do not acknowledge him your superior by imitating him.

Another point to remember is that after you have become fairly well advanced and have been successful in getting in a few good trims that have possibly brought you (as they generally will) some very flattering remarks from the press or public, do not get the "swelled head." I know of several instances during the past month where young men "got the grin" for assuming that "haughty air," and "once upon a time" the writer, in his early career, almost got it himself. Of course, that was years ago, and I have profited by my former experience.

This is one of the "thorns" in the path of the average trimmer just as soon as he begins to receive flattery from the press or others. But nowadays there are very few merchants whose business will not go on just the same as ever even if the "best man in the house" vacates his position. There is generally another man who is "just as good," and perhaps better, who will "fill his boots."

Therefore "modesty" is a great assistant in reaching the top.

A WINDOW THAT ATTRACTED.

McDonald & Hay, hardware merchants, North Bay, Ont., had an attractive display in their window a few weeks ago. The accompanying cut is from a photograph of the display. The centre of attraction is, of course, the fish, one of which, it will be noticed, weighed 41½ lb. The bottom fish in the display was not so heavy, but in length it was nearly five feet. McDonald & Hay did not allow the fish to monopolize all the attention, for it will be noticed that rifles, guns, fishing tackle, shells, etc., wese brought well into evidence. The display proved particularly attractive to tourists and was the means of drawing a good deal of trade. A tourist from St. Louis wanted to buy the heavy fish for a museum in that city. "I want to show what kind of fish you have in this north country," he said. But Mr. McDonald informed him that it was not for sale.

A Display That Attracted.

CONVERTING THE BOSS.

Many trimmers find it a difficult matter to get suitable fixtures in sufficient quantity for their trimming. There is a reasonable chance he may get what he wants if he goes about it in the right manner. A great many merchants are "grouchy" in the matter of expenses, and think because they have got along for years without an outlay for fixtures, that the trimmer ought to be able to do without them. The trimmer should wait until an opportunity presents itself, when the "Boss" is in good humor, then approach him on the subject and explain to him in a business-like way the necessity for a few up-to-date fixtures, and demonstrate to him that they are something which would materially benefit the store service by their employment. There are some older merchants who began their careers before the time for trimming was recognized as one of the most important factors of the retail business. If these men are approached properly they will come to the understanding of the good results of the good window work (with the proper facilities), just as they have come to see the good results and the real necessity of advertising.

THE C.I.F. QUESTION.

A GREAT deal of interest is still being taken in the C.I.F. question, as the following additional letters show :

Editor HARDWARE AND METAL, — Regarding the discussion of the question of C.I.F., I think it is well known and has been for years that this term means cost (entire), insurance and freight. Such a policy should always be written A.A.R., but it is always understood to read that way. On goods that lose little or no value through rust, an F.P.A. policy is often taken out ; but I should certainly think never without the understanding of the buyer. It is always wise, however, to have the policy written A.A.R.

MONTREAL WHOLESALER.

Editor HARDWARE AND METAL,—I have been buying goods for the last 15 years and I have always understood when I was quoted an article C.I.F. it meant full cost, full insurance and full freight. If the carrier charged me more freight than I was allowed on my invoice, I, in every case, claimed from the vendor the difference and got it refunded. Why should it be otherwise with the insurance? The reason that perishable goods must be specially insured has nothing to do with the buyer ; the vendor sold his goods C.I.F. That means full insurance as it means full freight and full cost.

IMPORTER AND WHOLESALE GROCER.

Editor HARDWARE AND METAL,—As requested, I have pleasure in giving you my understanding of the term C.I.F.

My experience is that goods sold C.I.F. are at risk of the seller, whose business it is to insure the goods against all risks, in the case of goods liable to damage by water or otherwise, unless stipulated in the contract that the insurance only covers F.P.A., when it is the buyer's duty, if not satisfied with this, to arrange for insurance to cover P.A.

The matter of insurance is goverened by the custom of the trade as to whether the goods are damagable by water or exposure, and, unless this is specially stipulated for, the seller, I think, is bound to cover the shipment against P.A. A. G.

Editor HARDWARE AND METAL,—With reference to the discussion in your journal over C.I.F., F.P.A., A.A.R., I think this a three-cornered discussion, 1st, the manufacturer ; 2nd, his client, and 3rd, the insurance company.

The manufacturer solicits his client for an order which he undertakes to deliver C.I.F., meaning cost, insurance and freight to destination. The insurance man is now introduced and asks the manufacturer: What kind of insurance do you wish on your sale, C.I.F., F.P.A., A.A.R., or not any ?

The manufacturer has four options: He has agreed to deliver goods to their destination and can insure them at his option. If insured C.I.F. and the vessel goes to the bottom, will he give his client 10 per cent. of his receipts for loss of his profits ? If he had not intended assuming entire responsibility of the delivery he would have sold F.O.B. his factory, or European port.

DICK.

CATALOGUES, BOOKLETS, ETC.

MACHINE TOOLS.

LIST No. 26, published by The Garvin Machine Co., of New York, is one of the most comprehensive lists of machine tools issued in America, embracing nearly every kind of tool in use, both new and second hand. This firm has a reputation for honesty and fair dealing second to none in the United States, and our readers in need of machine tools should certainly see this list before purchasing. In this catalogue a number of new and improved machines are contained, all bearing the high standard of efficiency which is a feature of the product of this house, as in each successive stage of manufacture every part is subjected to the most rigid inspection. The facilities, not only for construction but also for shipping, are unexcelled, and, in addition, customers are given the protection, against loss or delay in executing orders, of the absolutely fireproof building shown in the accompanying cut. This building is the largest machinery store in the world, containing over 110,000 square feet of floor space.

OFFICE, SALESROOM AND FACTORY

1903 CALENDAR.

A true "art calendar" is that just issued for 1903 by The United States Wire Mat Co., Decatur, Ill. It is a reproduction in colors of the painting "At the Opera," by J. Ross Bryson, an American artist whose beautiful women have given him a more than national reputation. In this reproduction the color work has been kept wonderfully like the original painting, and the picture is almost as beautiful as the painting itself.

MR. HUNTER LEAVES DURHAM.

James A. Hunter, of the widely-known Durham, Ont., departmental store, has disposed of the business to Alex. Russell, of Elora.

The Hunter establishment, which has been doing business for well on to a half-century, is one of the landmarks of the County of Grey, and the dropping of the name Hunter in connection with it will be regretted by all of the old-timers, who in a great many respects are of a highly conservative nature.

Mr. Hunter has left for Minneapolis, Minn., where he will join his brother in the life insurance business, as one of the representatives of the Canada Life Assurance Co.

ELIAS H. LYONS DEAD.

Mr. Elias H. Lyons, of New York, died suddenly in that city last Wednesday. Mr. Lyons was well-known in Toronto, being for a number of years with M. & L. Samuel, Benjamin & Co., Toronto. He went to New York some years ago, and has since then held important positions in the commercial houses there. Mr. Lyons' death was sudden, and came as a shock to his many friends in Toronto.

He leaves two brothers, Mr. Abraham Lyons, of Lyons & Marks, Toronto, and J. Lyons, of Sydney Sheppard & Co., Buffalo.

Deceased will be buried in Toronto. HARDWARE AND METAL extends its sympathies to his surviving relatives and friends.

WIRE NAILS
TACKS
WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

WHAT IS STEEL?

SUCH a question as "What is steel?" would seem to be only of concern to scientists, but, over in Sheffield, England, the lawyers have recently been investigating the problem. The trouble arose over a suit brought by the Cutlers' Company of Sheffield against Mr. Edward Kain, who carried on a business as the "Sheffield Scissors and Fork Co." The defendant was charged by Mr. Henry Goddard, table-fork maker, that he was selling forks descibed as steel forks, which were not actually made of steel. Naturally the whole interest of the trial centred on whether or not the forks in question were made of steel.

The stipendiary magistrate, before whom the case was brought, hastened to prime himself by referring to the pages of the Encyclopædia Britannica. He was then in a position to listen to the pros and cons of the witnesses summoned by both sides in the action. After hearing a great deal of conflicting evidence, it was agreed that the whole matter under discussion should be referred to two arbitrators, who were practical manufacturers and accustomed to tempering and hardening all kinds of steel.

The arbitrators set to work and made five distinct trials, from which they concluded that the material in the forks was steel, but steel of a very inferior quality. Consequently, the magistrate dismissed the complaint, and allowed the defendants £6 6s. costs.

Steel, according to the Century Dictionary and Cyclopædia, is a form of iron in which the amount of carbon is intermediate between that in wrought and that in cast iron, and this carbon does not exist in the steel in the form of graphite, but is either combined with or dissolved in it. The quality of steel varies with the amount of carbon present, and the effect of this latter element varies with the amount of impurity (silicon, etc.) present in the steel. The larger the amount of impurity, the larger is the quantity of carbon required to give to the iron the character of steel—0.3 per cent. and 2.0 per cent. of carbon seems to be the limits separating steel from bar iron and wrought iron respectively. In his summary, the magistrate stated that he found that in well-marked steels the amount of carbon ranged from 0.4 to 1.8 per cent., though an amount of 2 per cent. was to be found in some steels, which were admittedly steels.

The metal from which the forks was made appeared to be a mixture, containing three main ingredients, that was to say, a mass of 20 cwt. of it would contain some 5 cwt. of waste from similar fork-makings, 3 to 3¼ cwt. of boiler-plate punchings, and 11¼ to 12 cwt. of cast or pig iron. The exact process through which these ingredients were mixed up into the metal from which the forks were manufactured and the exact process through which the metal was manufactured into the forks, were said to have a secret somewhere in them, or at least in one of them, and this secret, whether discoverable or undiscoverable, was hidden, as far as Mr. Kain could hide it. All that his evidence adduced was, that the forks had been hardened and that he had found them elastic and what forks should be.

On the other hand, the complainant, Mr. Goddard, gave in evidence three tests that he had made. The fork was taken and put on an anvil just as it was when bought, and was then hammered at the tang-end when it was cold. Another fork was taken, and its tang end was put in a fire and heated to a faint red heat, and hammered at the tang-end when hot; and the one which had been tested at the tang-end when hot was further tested at the prong-end. That end was put in the fire, and was heated steadily just to a black heat—not very hot—it was then put into cold water to cool, then put in the fire again to temper it, and then put to cool again. The results of these tests were that the tangs split all to ribbons or went to pieces when they were hammered, that the prongs broke and came off when put to the ordinary pressure or spring test, and that Mr. Goddard satisfied himself that the metal would not harden or temper as a steel.

The Magistrate, however, would not place any stress on Mr. Goddard's evidence, as it was, on the face of it, the evidence of a manufacturer of high-class steel, who only considered as steel what was of a certain high quality.

Accordingly, he based his decision on the five experiments of the arbitrators, reported as follows:

No. 1 was heated to a red heat, plunged in cold water in the hardening tub in constant use, tempered to a dark straw color, and one tine broken, which showed a decidedly crystalline frracture. No. 2 was similarly heated and cooled, with unsatisfactory results, only one part of the fork really hardened (this was not tempered). No. 3, heated and hardened in water, one prong fractured, was then tempered to a blue, the two remaining prongs then possessed a proper amount of elasticity. No. 4, also heated and hardened, one prong broken off, then tempered to a dark blue, remaining prongs possessed fair amount of elasticity. No. 5. This fork was hard when received by us. Was heated to red heat, and allowed to cool slowly, was not put into water, and is now perfectly soft.

From these experiments the arbitrators drew the conclusion that the metal could be hardened though it became brittle, while in tempering it evinced a fair amount of elasticity. On the whole, they were led to regard it as steel of a very low grade. With this decision the court seemed fairly well satisfied.

Let's Talk it Over.

The best building proposition in the paint line to-day is

THE SHERWIN-WILLIAMS AGENCY.

It's a money-maker for the dealer. It gets the business. It holds it. It keeps all the trade of the store. It's profitable. It means success in paints. It means good goods, good methods, and good advertising—the elements of success in business.

We want you to have our agency for your town if we're not already represented there. We want you to give us a chance to prove to you the trade it can bring. We'd like to talk the matter over with you and if you say the word will have our representative call to see you. A post card will bring him.

Have you received a copy of the "B-13" booklet? If not, write for it to-day.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CHICAGO, NEW YORK, NEWARK, MONTREAL, CLEVELAND. BOSTON, TORONTO, SAN FRANCISCO. KANSAS CITY.

SILVER-PLATED WARE.

A line which hardware merchants can carry with little or no risk of loss and with good chances of a handsome profit, especially at this time of year, is silver-plated ware. The silver-plating business in Canada has grown to very large proportions during the last few years, giving evidence of the increasing demand for this class of goods.

There is nothing more suitable, perhaps, for gift purposes than silverware. It combines the useful with the ornamental and has an additional advantage in being sold at a price within the reach of a moderate-sized purse. It is an article which can be handled all the year around, admirably filling the requirements of a wedding present, birthday present, tourists' souvenir, etc., to say nothing of the immense demand at Christmas time. Most of the silverware manufacturers sell direct to the retailer, so that he is in a position to buy at closer prices, and can retail at a good margin of profit. Many dealers are making inquiries with reference to this class of goods in time for Christmas trade.

A WELCOME VISITOR.

J. E. Elliott, of the firm of McLennan, McFeely & Co., the wholesale hardware firm of Vancouver, B.C., and Dawson City, was at the windsor Hotel, Montreal, last week en route to New York. Mr. Elliott, who is an experienced hardwareman having "graduated" at Brampton and Fergus, looked the picture of health and reports that his firm is extremely well satisfied with the outlook and prospects of Vancouver, having concluded to build an additional commodious warehouse on Water street, that city, which will be situated upon the Canadian Pacific Railway Co.'s tracks and be modern and up-to-date in every particular.

A number of Mr. Elliott's old time friends called upon him at the Windsor, and the experiences related were "racy" and extended far into the "dim and misty" past. Old "saws" were related and some of the jokes were veritably "keen cutters" creating roars of laughter in the classical and gossipy rotunda of the Windsor Hotel. Mr. Elliot speaks well of HARDWARE AND METAL, and says it assists him in keeping posted as to the eastern markets.

PERSONAL MENTION.

Mr. Geo. V. Desrochers, of The Canada Hardware Co.; Mr. A. E. Bregent, hardware merchant, and Mr. Treffle Lamontagne, of the hardware firm of J. A. Denis, have just returned to Montreal from a trip to New York, where they visited the various hardware establishments, with a view to picking up new ideas for their respective houses.

Reputation - Builders.

A single Gun that will do for twenty years what is expected of it by thousands of users will build for itself a reputation that

Price Competition Does Not Effect.

A source of great satisfaction and profit to the

Maker, Dealer and User of

Iver Johnson Single Guns.

The trade prefer them ; the public demand them.

Semi-Hammerless, Trigger Action or Top Snap. Automatic Ejector or Non-Ejector. 12-16 gauge ; 28 to 34-in. barrels. Advanced and unexcelled features.

Send for lately published catalogue.

IVER JOHNSON'S ARMS & CYCLE WORKS,

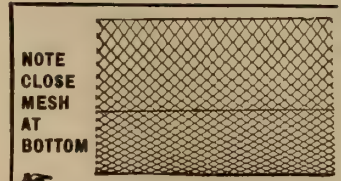
New York Salesroom : 99 Chambers St. FITCHBURG, MASS.

MANTELS, GRATES and TILE.

Are any of your customers building a new house? If so, why not try and sell them a mantel as well as hardware? They will want one, and it will pay you. Write us for catalogue and price.

THE BATTY STOVE & HARDWARE CO.

76 York St., TORONTO.



Page Acme Poultry Netting

is close meshed at bottom and does not require rail or board support at edges, having strong straight wire (No. 12 guage) at top, bottom and in centre, cannot sag and is easy to erect. The "Page Acme" netting is of neat appearance, very durable and cheap. We also make farm and ornamental fence, gates, nails and staples. The name of Page is your guarantee of quality.

The Page Wire Fence Co., Limited, Walkerville, Ont. 5

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATION VACANT.

WANTED—GRILLE AND ROUND WIRE worker, must be first-class man. Apply Canadian Otis Elevator Company, Limited, Hamilton. (41-3)

FOR SALE.

FOR SALE.—HARDWARE AND TINWARE business in manufacturing town. Good chance for practical man on small investment. Best reasons for selling. Apply Box 7, HARDWARE AND METAL, Toronto. (42-2)

AN OPENING. BEST AND MOST SUCCESSful hardware business in first-class Western Ontario town, 2,500 population. Agricultural district equal to any in Canada. Good live stock, value over $4,000. Proprietor going into manufacturing. Splendid opportunity, must sell quick. Address "Hardware," care London Fence Machine Company, London, Ontario. (tf)

WANTED.

WANTED—BY LARGE MANUFACTURING company, traveller, to sell Anti-Friction Metals; one having thorough knowledge of machinery and good connections. Apply, giving references and experience, to Box, 1016, Montreal. (42-2)

PAINTS We manufacture these brands :— "LION," "PEERLESS," "OWL," "RAVEN," also Ready-mixed House and Floor Paints, Roof, Barn, Bridge and Brick Paints, Coach Colors. Varnishes, Japans, etc. Our prices will interest you. Write us,

The Ottawa Plant Works, Ottawa, Ont.

THE LONDON SCALE WORKS

GEORGE M. FOX

(Successor to John Fox.)

Manufacturer of Railroad, Hay and Platform Scales.

91 York Street, LONDON, ONT.

H. S. HOWLAND, SONS & CO., LIMITED.

WHOLESALE ONLY

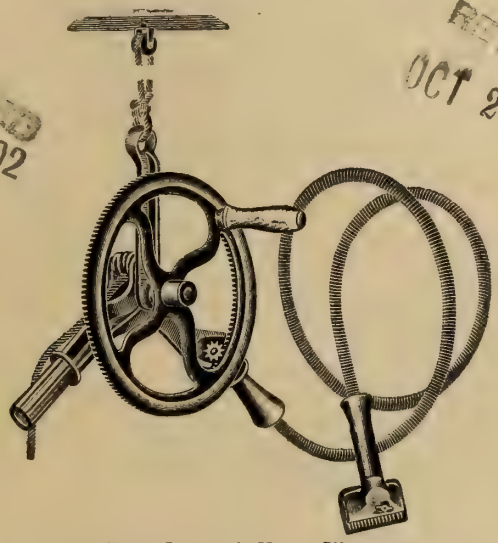
37-39 West Front Street, **Toronto.**

WHOLESALE ONLY

Horse Clippers.

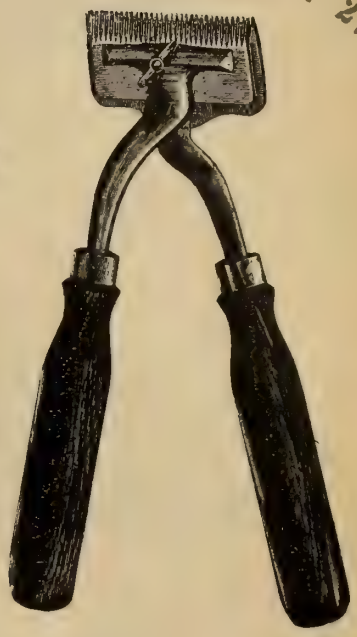
—CLIPPED HORSES—
Look Better. Feel Better. Work Better.

"Newmarket" Clipper.
(English)



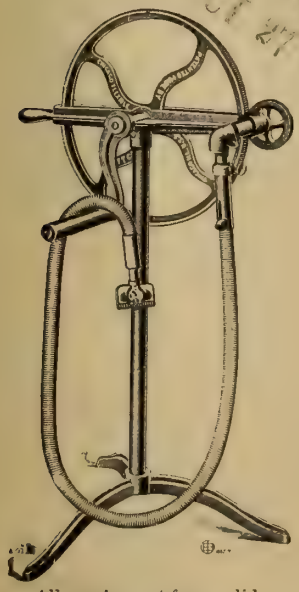
"20th Century" Horse Clipper.

Costs but little more than a hand clipper and does 100 times the work. Simple, strong and durable. Weight 15 pounds. They are packed in a small box, 14 x 14 x 3-in.



"Boker's" Horse Clippers.
"American" " "

1902—The "New Chicago" Horse—1902 Clipping Machine.



All gearing cut from solid metal (not cast).

No belt to slip. Positive power. It has a rigid base, tubular upright and a strong crank handle.

Stewart's Patent.

FOR FULLER DESCRIPTION SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

WE SHIP PROMPTLY

Graham Nails are the Best.

Factory: Dufferin Street, Toronto.

OUR PRICES ARE RIGHT

MACHINERY AND ELECTRICAL SUPPLY DEPARTMENT

STEAM HEATING ADVANCED BY COAL SCARCITY.

IT is evident that a quite general opinion exists that profit can be derived from the erection of a central steam-heating plant to furnish heat to consumers along the line from the vigor with which franchises for such plants are sought and the readiness with which capital can be secured for such enterprises, according to Metal Worker. Reports from every town of any considerable size where an electric lighting or some other plant has exhaust steam to spare are to the effect that mains are being laid in the streets, sometimes traversing more than a mile, for supplying heat to residences and other buildings along the line. Advices from various sources state that steam fitters are busy, and in many cases, owing to inability to secure at a reasonable figure a suitable supply of the customary fuel, applications are being made to the operators of neighboring heating plants for a steam supply for heating. In some towns houses that have not had steam-heating apparatus or have not been heated from a central plant are now being piped and equipped with radiators to avoid discomfort from lack of fuel and heat this winter. This demand is sufficient to cause the heating companies to extend their mains considerably and complaint has already been made that the equipment cannot be supplied in time to afford the comfort which the customers expected. There can be no doubt that such a method of heating tends to a more general economy, for there will be less waste of fuel and less expenditure for labor where the heating is done by such a method than if each individual operated a furnace, heating boiler, or a number of stoves. It is also pointed out in some instances that where such heating systems have been in use and have expanded this has had the effect of reducing the sale of separate heating apparatus. The manufacturers of steam and hot-water radiators are also enjoying an exceptional demand; in fact, sharing with the manufacturers of gas and oil heaters the trade that otherwise might go to the coal stove dealer. The scarcity of radiators is causing delay in the shipment of some sizes, styles and kinds of radiators. The final effect of this experience will be watched with some interest, as it is improbable that those who have avoided the dirt, noise and labor of getting coal in and ashes out, as well as care of the fire, will be willing to return to old conditions after having enjoyed a relief from them through the heat supplied from a street main. The demand for heat to be supplied to customers from such sources has very greatly increased this year, notwithstanding that the heating companies have found it necessary to make a substantial advance in their rates.

SIGNAL FOR ELEC. CAR CROSSINGS

Until a few months ago, the method in vogue in Leipzig, Germany, of avoiding accidents at crossings of electric street railways was either to station a flagman at the crossings, or to have the conductor run forward to see if the other line was clear. An automatic signal lantern has been introduced by the street railway company, which does away with these inconvenient methods. The lantern consists of two boxes, arranged one above the other, each having two sides fitted with red and the other two with green glass, the red being above the green. The cars on one line cause the incandescent lamps in the upper box to burn; the cars on the other line, the lamps in the lower one. This causes, owing to the arrangement of the glass in the boxes, a green light to appear to the first line, which indicates "free passage," and a red light to the second line, which means "stop." Signals are also visible in day time, as reflectors shut out the light of the sun, and the lantern is well lighted from the inside.

SUCCESSFUL TEST OF A TOWER ELEVATOR.

An experimental 400-foot drop of the Philadelphia City Hall tower elevator recently proved that the safety-air cushion device installed will probably prevent any serious accident. Within the short distance of 84 feet the speed of the car was reduced from 12½ miles a minute to zero. Scientific American says that in the car were placed eggs, delicate incandescent light bulbs and rats. When the car reached the bottom most of the eggs were found in good condition, the incandescent light bulbs were intact and the rats alive and well. The trip was made directly under the Penn statue, 372 feet 9 inches above the bottom of the shaft. The particular safety device used is the Ellithorpe safety-air cushion.

ELECTRICAL NOTES.

McDonald & Rivest, electricians, Montreal, have dissolved.

The Electric Trades Association of Canada has been incorporated with a capital stock of $2,000.

Tenders are closed for the extension of the City Hall electric plant, Toronto. There is keen competition for the job.

The Eastman-Colwell Electric Company, 118 Bay street, Toronto, is a newly organized company, and will deal exclusively in electrical supplies.

R. S. Lear & Co., Richmond street west, Toronto, claim that the majority of new buildings being erected are being fitted up with electric fixtures instead of gas.

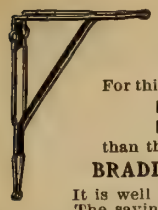
A contract worth £500,000 has been placed with the Westinghouse Company, London, by the Clyde Valley Electrical Co., Glasgow, for equipment of their generating stations, which are to supply electrical power for industrial purposes over an area of 755 square miles. The stations will be ready in about eighteen months' time.

GREAT BRITAIN GETS THE CONTRACT.

The contract for the construction and operation of the electric traction system to be built in the foreign settlements of the city of Shanghai, China, has been awarded, jointly, to The British Brush Electric Engineering Company, Limited, and The British Electric Traction Company, Limited, of London. Work will be begun almost immediately on the construction of nine and a half miles of double and eight miles of single line. The rails to be utilized will be girder ones of 90 lb. weight. Between 50 and 60 cars will be called into requisition in the first instance. The concession is for 21 years, after which period the Shanghai municipal council reserves the right to take over the road on certain terms. The construction of the system, which is expected to be completed by the end of 1904, is estimated to entail an expenditure of about $1,600,000.

ENGINES FOR KING EDWARD HOTEL

The Robb Engineering Company, of Amherst, N.S., have secured the contract for installing four large engines in King Edward Hotel, Toronto. It is generally understood that Alex. Storer will be chief engineer at the new hotel.



Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be
NOTHING BETTER
NOTHING CHEAPER
than the . . . .
BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong** and **Light.** The saving in freight is a good profit, aside from the **lower price** at which the goods are sold.

☞ Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

Bargains in Second-Hand Machinery.

BOILERS.

One Horizontal Tubular, 72-in. x 189-in.—95 3½-in. tubes.
" " " 48-in. x 162-in.—46 3-in. "
Two " " 76-in. x 186-in. 78 4-in. "
One Return " 52-in. x 154.
" Dutton Economist, 26-in. x 36-in.—13 3-in. tubes.
" " " 30-in. x 72-in. —22 3-in. "
" Fire Box, 26-in. x 106-in.—14 3-in. "
Eleven Petrie, No. 2, 19-in. x 44-in.—13 2-in. "

ENGINES.

One Stationary Slide Valve, 8½-in. x 14-in. stroke.
" " " " 18-in. x 32-in. "
" " " " 10-in. x 28-in. "
" Vertical " " 5-in. x 7½-in. " Dutton.
" " " " 7½-in. x 10-in. "
" Peerless Automatic, 10-in. x 10-in. " Leonard.

COAL OIL ENGINES AND BOILERS.

One 2 H.P. Double Cylinder Acme.
" 4 H.P. " " "

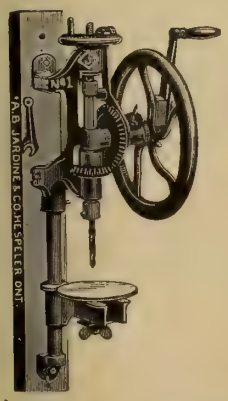
TANKS.

Twelve Iron Tanks, various sizes.

SEND FOR MONTHLY STOCK LIST.

H. W. PETRIE

131-3-5-7-9-141-43-45 Front St. West and
8-10-12-14-16-18-20-22 Station St., TORONTO.

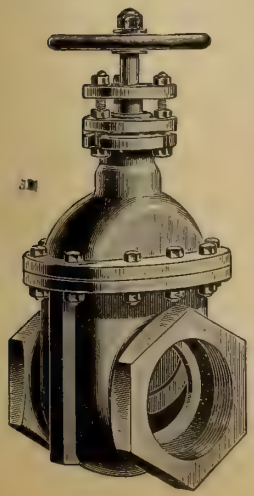


TRADE MARK J REGISTERED.

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.



BUY KERR VALVES.

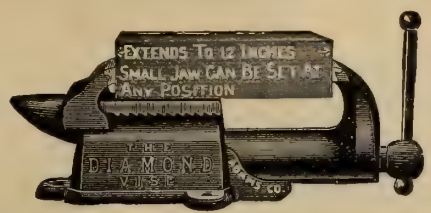
They give satisfaction every time.

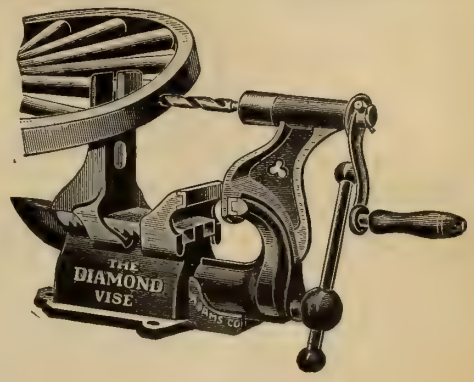
Catalogue on application.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.

DIAMOND VISE AND DRILLING ATTACHMENT

U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95.





JAWS are faced with steel ⅞ inch wide, 4 inches long, firmly fastened to jaw, checked and hardened. VISE weighs 38 pounds. DRILL weighs 13 pounds.

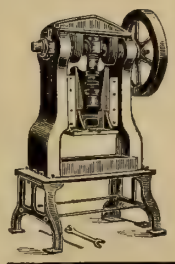
For Sale by Jobbers of Hardware.

Made by—
The Adams Company, Dubuque, Iowa, U.S.A.
Made by **A. R. Woodyatt & Co.,** Guelph, Ont.

"The Peerless"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices

James Warnock & Co. = Galt, Ont.



G. A. Crosby & Co. of Ontario, LIMITED

SARNIA, ONT.

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

Made in Two Sizes—6 and 7-inch Pipe.

E. T. WRIGHT & CO., HAMILTON.
Manufacturers,

IDEAL QUICK ADJUSTING BOOT & SHOE HOLDER

PAT. JULY 1ST, 1902.

ALL METAL

Strong *Neat* *Durable*

The Canada Hardware Co.,
Wholesale Merchants Limited
MONTREAL

GROWTH IN ELECTRICAL ENGINEERING.

THE increasing use of electricity in all parts of the world has given a powerful impetus to electrical engineering, and this has reacted favorably on all existing industries. In Germany, over half of the steam engines and turbines manufactured during the past year are being used for driving dynamos. In several industrial branches electricity has acted as a stimulus, offering many new problems, the solution of which is being pushed forward in all parts of that country.

There are 80 electrical joint-stock companies in Germany, with a total capital of $125,000,000. Last year these companies carried out the following orders from foreign countries :

Country.	Tons.	Value.
Belgium	629	$ 266,084
France	242	92,106
Great Britain	1,512	575,722
Italy	1,650	628,082
Holland	478	182,070
Austria-Hungary	1,122	427,210
Russia	2,650	1,009,120
Sweden	389	148,036
Switzerland	354	133,408
Spain	972	369,852
Total	10,068	$3,831,690

The leading companies in Germany are :

Company.	Capital.	Workmen employed.
Allgemeine Elektrizitats Gesellschaft	$75,000,000	13,000
Siemens & Halske	35,000,000	8,000
Schuckert & Co.	30,000,000	8,000
"Helios"	17,000,000	2,000
Lahmeyer & Co.	(*)	(*)

*No data.

The Dusseldorf Exhibition, now in progress, has some wonderful exhibits in electric machinery. One company are showing a huge plant of 13,000 horse-power, which is more than twice the power required to run every branch of the exhibition. Another exhibit is a complete electric pumping plant. The pump can handle 1,210 gallons of water per minute, while the three-phase motor has a rated capacity of 650 horse-power at 2,000 volts per minute.

If we inquire how German electric engineering came to gain such a leading position in the world's markets, we discover that it is the profound scientific training they receive. There are over 2,000 electrical engineers in Germany who have received their training in the technical universities of that country.

The preparation of the electrical engineer keeps pace with the development of the science, thereby fulfilling the conditions which enable the German electrical engineer to successfully retain the distinguished position he has reached by means of his industry, perseverance, and technical training.

THE LARGEST AUTO. IN THE WORLD

The White Steam Wagon Co., Indianapolis, Ind., have built a vehicle that has a carrying capacity of 12,000 pounds. It is of 35 horse-power, with 225-lb. steam pressure. The platform is 20½ feet long and 8 feet wide. The carrying platform alone is 19 feet long, 6½ feet being taken up by the cab. The wheels carry 12-inch tires. One man operates the machine. It is capable of maintaining a speed of 6 miles an hour, with its load of 12,000 lb., without "throwing the shoe" or "sweating a hair." In its trial trip, the machine was loaded with 10,000 pounds of pig iron.

ELECTRIC WORKS ON BURRARD'S INLET.

The Vancouver Power Co. is constructing works on Burrard's Inlet to generate power to be used in running the car services of Vancouver and New Westminster, and a contract has been awarded to The Westinghouse Co. for apparatus to generate 9,000 horse-power.

BRANCH TO BE STARTED IN NEW YORK.

The Robb Engineering Company, of Amherst, N.S., will establish a branch of their business in New York State. They have been incorporated in New Jersey under the title of The Robb-Mumford Boiler Company, for the manufacture of boilers, engines and marine engines, and as they are unable to meet the high duties, propose to make their goods in the States. As the products of their Amherst works are selling in competition with American manufacturers all over the world, they have no fear of the results.

The Robb Company, at Amherst, has one of the finest plants in America, and their new move is exciting great interest.

PERU MARKET FOR MACHINERY

The British Consul-General at Callao, Peru, recently sent in to the Foreign Office a report on the conditions governing the market for agricultural and mining machinery and implements in Peru.

The report states that, with the exception of plows, few agricultural implements are made in the country. Those used in inland Provinces are usually made by native blacksmiths and are of the most primitive kind. The coast belt is planted with sugar cane, rice, cotton, maize, beans, etc., for the cultivation of which machinery and implements are imported. Sugar-grinding machinery and distilling apparatus are imported to some extent, but stills are also made in Lima and Callao.

Steam engines and boilers are imported from the United Kingdom, the United States, France and Germany. Those of more than 25 horse-power are brought from England, but the smaller varieties are mostly supplied by the United States. Pumping machinery of various kinds is imported, principally from the United States, and most of the steam-threshing machines and corn-grinding mills are from the same country. Reapers, mowers and plows, other than steam, are chiefly of United States makes, while cane-grinding machinery and distillery apparatus are mainly of British origin, though one French firm, one German, and a few United States firms transact some business in these lines. Lubricating oil, for machinery, is largely imported from the United States.

It is stated that the use of electricity for purposes of illumination is increasing rapidly in Peru. Most of the installation comes from the United States. British machinery of this class is practically unknown in the country, and German dynamos and motors have been tried, but are regarded as too complicated. Telephonic lines in the Departments of Lima, Piura, La Libertad, Arequipa and Ica, the total length of wire being probably over 3,000 miles. Most of the telephonic appliances employed come from Sweden.

MACHINERY NOTES.

The McLachlan Gasoline Engine Co. report business very good.

A large band re-saw was shipped to The Preston Furniture Co. by H. W. Petrie, Toronto.

Hudson & Augustin have registered in St. Hyacinthe, Que., as dealers in boilers, engines, etc.

The Canada Foundry Co. are shipping about 100 feet of their iron fencing to H. S. Holt, Montreal.

Montreal has ordered a $40,000 electric pump to take the place of the present pumping engines at the high level station.

The Goodenow Gasoline Engine and Motor Co., 115 Simcoe street, Toronto, is a new company manufacturing gasoline engines and pumps.

A 15 by 16-inch bed, screw-cutting engine lathe and a 20-inch upright drill were shipped to John McEnteer, Belle River, Ont., by H. W. Petrie.

Hube & McLean, of Toronto Junction, have purchased of H. W. Petrie a 14 inch by 6 ft. Porter lathe and a 10 ft. by 15 Boynton and Plummer shaper.

Gas engines using blast furnace gas will be installed to furnish the blast for four new furnaces now building by The Lackawana Steel Co., at Stony Point, near Buffalo. This power has long been used in Europe, but this is its first appearance in America for this purpose.

NEW MACHINE COMPANY.

The Buffalo Tool and Machine Co., of Buffalo, N.Y., are opening a branch in Toronto. They will have temporary quarters at 116 Bay street. This is their first branch in Canada, and they intend to start on a large scale. They make a specialty of the manufacture of tools and wood machinery.

Beware of Counterfeits...

Get the old, original and only reliable John Lucas & Co.'s Imperial French Greens. None genuine without the Lucas brand stamped in head of every package.

Lucas Imperial French Green

more than pleases. It confirms our belief that it pays to make a green that is the painters' stand-by. Lucas Imperial French Green is durable and practically unfading, is positively non-poisonous, brilliant in color and has great covering qualities. It has been analyzed by almost all the painters' associations in the United States and Canada and has come out of the test always with great credit. DRY AND IN OIL. It can be used wherever a green is needed.

Write us for sample cards showing the shades and our reasonable prices.

JOHN LUCAS & CO.

Paint, Varnish and Color Manufacturers

NEW YORK *PHILADELPHIA* *CHICAGO*

Originators of the famous Lucas Greens.

A Silent Salesman that Talks Goods

YOURS FREE

The "NEW GEM" Safety Razor.

Send your order for our following "sure sellers" and this silent salesman is yours.

We have made these selections from our knowledge of the goods most demanded by your trade. You have the privilege at any time of sending back for exchange any *"New Gem"* sets that are not found ready sellers

The accompanying illustration conveys but a poor idea of the beauty of this show-case attractive in size, unique in construction —all in all a fixture that any merchant may well be proud to place where the customer's eye can best be caught.

	Wholesale.	Retail.
6 "New Gem" Razors	$6.00	$12.00
1 Strop Machine	.92	1.50
2 Cases No. 1	3.00	5.00
1 Case No. 2	2.25	3.50
1 Case No. 3	2.96	4.50
1 Case No. 4	3.67	5.50
1 Case No. 18	1.25	2.25
	$20.05	$34.25

For sale by Cutlery Jobbers all over the world.

GEM CUTLERY CO., 31 Reade St., New York.

If you're interested

in

Machine Tools

you should send for our

List No. 26,

containing over eight hundred

New and Second Hand Machine Tools

in stock for immediate delivery. Write to-day.

THE GARVIN MACHINE CO.

Spring and Yarick Sts., (43-3) New York, N.Y., U.S.A.

FILES. RASPS.

WE ARE NOT IN THE TRUST.

Quality of our goods guaranteed and our discounts very liberal. A trial order solicited. Write for discounts.

99 Niagara St., **TORONTO FILE CO.**

CANADIAN GOODS FOR CANADIANS.

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS. *ESTABLISHED 1825.* *75 YEARS.*

GLASS. GLASS.

We have several large consignments of special sizes of 32-oz., 26-oz. and 21-oz. Glass just arrived, and can fill all orders for large and odd-sized windows for dwellings, etc. Heavy stock of all kinds of Window Glass, and can make prompt shipment. Prices are right. It will pay you to send us your specifications.

Hobbs Manufacturing Co., Limited, London, Canada.

PAINT, OIL AND BRUSH TRADES

Handling Paints in the Hardware Store—The Markets.

HANDLING PAINTS IN A HARDWARE STORE.

DOES it pay to handle paints in a hardware store? This question has occurred time and time again to many and has been answered in the negative as well as in the affirmative. "A. M. P." in The Iron Age says it pays decidedly, and backs up his statement by the following reasons:

It seems absurd to think that some hardware dealers who are otherwise very progressive and in line with whatever tends to better their trade should allow business which by every natural right is theirs to go to such a foreign place as the drug store. If a man wants bolts and locks and fire grates and the thousand and one things in the building line for his house he doesn't go to the drug store for them, and why should it be necessary for him to go there for paint, when paint essentially belongs to the building trade, and therefore by every natural right to the hardware dealer? If hardware dealers generally, were more fully alive to this fact there would be fewer druggists and other like merchants handling paint to-day, and the enormous business that has been developed in this line in late years would be diverted to the channel in which it properly belongs.

In the old days, when lead and oil were the only forms in which paint was sold, it is very true paint was not a desirable article to sell. It was not a cleanly commodity; it required considerable investment in time, space and money to carry a stock that would be at all adequate to the requirements of any fair sized community; and it was more often the case than otherwise that the profit, if any, was far from commensurate with the investment and trouble involved.

But things are different to-day. Prepared paint has come into the market, and it is one of the most profitable and desirable building-trade accessories that a hardware dealer can sell. It is brought to the store attractively labelled in neat looking packages; it requires very little shelf room; it presents a splendid appearance on the shelves, and instead of detracting from the general orderliness of a well-conducted store lends a tone by its effective display and eye-catching qualities, and it affords a margin of profit ranging from 33 1-3 to 50 per cent.

As an example of the profit that good prepared paint affords the dealer: In a small town in Maine, a hardware dealer thoroughly progressive and systematic and up-to-date in everything, arranged his stock so that those articles which paid him the best margin of profit would be up in front of his store—the stock graduating towards the rear according as the profit on each line was lessened. When through with his arrangement the paint stock was found to have the place of honor.

Then, too, there is no other line the hardware dealer handles that is so well and forcefully advertised as the leading brands of good prepared paint. A paint stock of a reputable maker brings with it advertising helps in the way of daintly designed display cards, well-printed color cards, strong posters, etc., helps that do much not only to build up paint business, but also by their general selling qualities to attract trade to the store that would unquestionably go elsewhere.

Some of the leading paint makers are even going further and have organized a system of personal solicitation of the property owners by personal letters in the interest of their customers that in itself would be an inducement for hardware dealers to consider seriously and long before they allow some indirect competitor in their town to get the benefit of it.

Unlike the days of lead and oil, a dealer in good prepared paint is thoroughly protected from ruinous competition in his own locality by the protection which the agency plan affords him. Prepared paint makers do not place their goods with every Tom, Dick and Harry in a town and then set them flying at one another's throats and slashing prices in the scramble to control the trade. On the contrary, when the agency is taken for any well-known brand of a reliable paint manufacturer, it is confined strictly to one dealer and it is certain that any effort than may be put into the sale of the goods will result solely to the credit of the agent or dealer and to no one else.

The number of hardware dealers who are handling good prepared paint is constantly increasing, and we hope the day is not far distant when we shall see the paint business of the country under the control of the hardware dealer, to whom by every logical right it belongs.

In one of the thriving Massachusetts towns there is a hardware dealer who put in a stock of a well-known prepared paint a little over three years ago. At that time he was not very sure that the paint stock was a profitable investment. In the short time he has been selling paint his business in it has grown to such proportions and his profit is so satisfactory he has even considered the handling of paint exclusively. Of course, that would be unwise, as the sale of hardware helps the sale of paint, and vice versa.

THE PRICE OF FLAX IN WINNIPEG

No. 1 flax, and a very good grade at that, has been coming forward to Winnipeg in quite large quantities this week. The price paid here by Body & Noakes, who are the only buyers for local account, is $1.08 per bushel The price paid at Chicago for cash flax to-day is $1.26 and at Duluth, for October delivery, $1.22. The reason for the difference in the price here and at American points was given by Mr. Bott, of the Body & Noakes' mill. He states that a market has to be found in the east and in England for the manufactured oil cake, and to compete against other manufacturers it is necessary to sell at as low a figure as they do and at the same time be put to additional expense in the longer carriage. Prices are regulated by Montreal and not by Chicago as is done in wheat. The duty on flax is 25c. per bushel, and to this would have to be added the freight charges. The price is rather disappointing to the producers, who expected that a higher figure would be given.—Free Press.

PAINT AND OIL MARKETS.

MONTREAL.

Turpentine has again advanced, this time 4c., and the market continues very firm. The advance is on account of continued short supplies from the South. Linseed oil has declined 4c., and is very weak. Business in the general list of paints has been fairly brisk as is usual at this time of the year, when dealers are looking forward to the advance in freight rates. Staples in the paint and oil departments are now cut so fine that even a slight increase in the rates becomes an important factor over the first cost. Dry colors, and especially oxides, graphites and vermilions are being ordered pretty freely. Colors ground in oil are not quiee so active, but japan colors, for carriage work are in good demand. Liquid paints are quiet, business being now of a sorting-up character. All varnishes, owing to the high price of turpentine, are firmly held. Gum shellac has been reported to be dear, and in consequence black varnishes are somewhat higher. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, $5.15 to $5.25; No. 1, $4.77½ to $4.87½; No. 2, $4.40 to $4.50; No. 3, $4.02½ to $4.12½; No. 4, $3.65 to $3.75, all f.o.b. Montreal. Terms, 4 months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5.25 in casks: kegs, $5.50.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote: Bulk, in bbls., $1.90 per 100 lb.; bulk, in less quantity, $2.05; bladders, in bbls., $2.25; bladders, in 100 or 200-lb. kegs or boxes, $2.40; in tins, $2.55 to $2.65; in less than 100-lb. lots, $3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50, and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 68c.; boiled, 71c. In 5 to 9 bbls., 1c. less. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gal. advance.

TURPENTINE.—Single barrels, 78c.; 2 to 4 barrels, 77c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.45 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ¼c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PARIS GREEN.—Petroleum, bbls., 16¾c. per lb.; arsenic kegs, 17c.; 50 and 100-lb. drums, 17½c.; 25-lb. drums, 18c.; 1-lb. packages, 18½c.; ½-lb. packages, 20½c.; 1-lb. tins, 19½c.; ½-lb. tins, 21½c. f.o.b. Montreal. Terms: 3 per cent. 30 days, or four months from date of delivery.

TORONTO.

The paint and oil market is very brisk at present. The shellac market has advanced about 3c. and is still very much excited in New York and Calcutta, with the prospects of a still further increase. Putty is moving freely at the present quotations. Glass is very active, which is accounted for by the temporary decrease in price. Turpentine is going freely and the Southern markets are active. An advance in price is looked for. We quote as follows:

WHITE LEAD.—Ex-Toronto, pure white lead, $5 to $5.25; No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½.; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards; ¼c. per lb. extra will be charged for 12½-lb. pkgs.; genuine dry white lead in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $5 to $5.12½; ditto, in kegs of 100 lb., $5.50; No. 1, in casks of 560 lb., $4; ditto, kegs of 100 lb., $4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in cgsks, $6.00.

SHINGLE STAIN.—In 5-gallon lots, 60 to 75c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 40c.; in less than cases, 42c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35; white, $2.35 to $2.45 per gal.; in less quantities, 10c. extra.

PUTTY.—Bladders, in barrels, $2.25; bladders, in 100-lb. kegs, $2.40; bulk in bbls., $1.90; bulk, less than bbls. and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.90.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

PREPARED PAINTS.—"Ark" brand, $1.25 per gal.; "British Navy" Deck, $1.50 per gal.

CASTOR OIL.—English, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 barrels, 70c.; boiled, 73c.; 3 to 5 barrels, raw, 69c.; boiled, 72c.; 6 to 9 barrels, raw, 67c.; boiled, 70c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 79c.; 2 to 4 bbls., 78c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

GASOLINE AND BENZINE.—We quote: Benzine, 18¾c. and gasoline, ordinary, 21¼c. and engine, 22¼c. f.o.b. Toronto.

WINDOW GLASS.

MONTREAL

There is nothing new to report in this market. A few odd orders are being received, but trade in general continues quiet. We quote: First break, 50 feet, $2.10; second, $2.20 for 50 feet; first break, 100 feet, $4; second break, $4.20; third break, $4.70; fourth break, $4.95.

TORONTO

The market is active. There is some talk of an advance if the trouble in Germany is not settled shortly. Our quotations are: Under 26 in., $4.45; 27 to 40 in., $4.75; 41 to 50 in., $5.10; 51 to 60 in., $5.35; 61 to 70 in., $5.75; 71 to 80 in., $6.25; 81 to 85 in., $7; 86 to 90 in., $7.75. Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days. Discount, 15 per cent.

BROOM CORN CROP POOR.

Mr. Emil C. Boeckh, of United Factories, Limited, was interviewed by our representative a few days ago on the question of broom corn.

"Yes, the crop is certainly very inferior this year," replied Mr. Boeckh, "but good corn can be bought, and that is the only kind we purchase. We do not intend to raise the price of brooms if we can avoid it, although we would be justified in doing so, owing to the inferior crop and great scarcity of labor. Brooms will certainly be no cheaper, however, for some time to come."

Dark Days

Light Stores

LUXFER PRISMS DO IT

It's **half** the battle to get the people in.

Do not lose the other **half** by not being able to show your goods in the right light.

We make a study of lighting dark premises.

Information cheerfully given.

LUXFER PRISM CO., LIMITED

100 King St. W., TORONTO.

THE WORLD'S PRODUCTION OF IRON AND STEEL.

FIGURES of pig-iron and steel production during the half century 1850-1900 have been compiled by The Iron Age. It is not claimed that all the figures given are strictly accurate, as in some instances it has been necessary to make estimates from the best data obtainable. In the matter of steel, while most of the figures refer to ingots, especially in later years, some are known to have referred to finished steel. Nevertheless, the tables given are of value for purposes of comparison. Efforts have been made to put all figures in gross tons.

Taking up pig iron, the world's production in 1850, in gross tons, according to countries, is believed to have been about as follows :

Great Britain	2,300,000
United States	563,755
France	405,653
Germany and Luxemburg	350,000
Austria-Hungary	250,000
Russia	227,555
Sweden	150,000
Belgium	144,452
Other countries	10,000
Total	4,401,415

The world's production in tons for each fifth year from 1855 to 1900 is given in the following table, which shows how rapidly the output has grown in the last half century:

1855	6,150,000	1880	17,950,000
1860	7,400,000	1885	19,100,000
1865	9,250,000	1890	27,157,000
1870	11,900,000	1895	28,871,000
1875	13,675,000	1890	40,087,616

The production in gross tons for 1900 was divided as follows among the several countries producing pig iron :

United States	13,789,242
Great Britain	8,959,691
Germany and Luxemburg	8,381,373
Russia	2,859,815
France	2,669,906
Austria-Hungary	1,431,989
Belgium	1,001,872
Sweden	518,253
Spain	289,315
Canada	86,090
Italy, Japan, Mexico, etc	100,000
Total	40,087,616

Turning to steel, it is remarkable how little the world used so recently as 1850. Its production at that time was limited to the old process of crucible conversion, cementation or puddling. Necessarily but small quantities were produced at each heat or operation, and the cost was high. Not until well into the decade after 1860 was steel produced to any extent in large quantities by the Bessemer or open-hearth process. The manufacture of Bessemer steel on a commercial scale began in England in 1857 and in this country in 1865, while open-hearth steel began to be made on a commercial scale in England in 1864 and in this country in 1868. According to the best information at hand, it is believed that in 1850 the world's production of steel was not over 85,000 tons, distributed as follows :

Great Britain	40,000
France	15,000
Austria	14,000
Germany	10,000
Russia	2,000
United States	2,000
Sweden, Belgium, etc	2,000
Total	85,000

From that time the world's production of steel in tons for every fifth year is given in the following table, the figures for the period up to 1875 being necessarily based on estimates for some countries :

1855	120,000	1880	4,274,000
1860	200,000	1885	6,147,000
1865	350,000	1890	12,231,000
1870	700,000	1895	16,449,000
1875	2,000,000	1900	27,130,815

The details of production in gross tons for 1900 are as follows :

United States	10,188,329
Germany and Luxemburg	6,257,745
Great Britain	5,050,000
Russia	1,800,366
France	1,569,481
Austria-Hungary	1,126,942
Belgium	644,132
Sweden	295,636
Spain	148,184
Canada and other countries	50,000
Total	27,130,815

A CATCHY IDEA.

EVERY merchant knows the truth of the old saying, "Goods well displayed are half sold," and The Gem Cutlery Co., with their usual business sagacity and their desire to assist the trade, have embodied this idea in a most attractive and unique showcase for the display of their goods, the well-known sellers, the "New Gem" safety razors. They do not ask the trade to buy this handsome display case, they present it with a very small order of their goods, and give the privilege of returning any of their lines that the retailer does not find ready sellers. A most fair and reasonable offer, and one which every merchant will appreciate, for it shows plainly that they desire to guarantee the sale, and relieve the merchant of any responsibility or anxiety concerning the sale of their goods whatsoever. This generous offer will at once be taken advantage of by the trade, who are always open for good opportunities to increase their sales without any additional expense, and are ever ready to respond to any firm who shows such a strong desire to work with the merchant, and not only back up his efforts but further him and assist him in selling their goods. This has always been the policy of The Gem Cutlery Co., by which they have built up their immense trade, for their goods are now sold all over the world. Every merchant feels in dealing with such a company he is safe. This company ever recognize the interests of the merchant who sells their goods. The "Silent Salesman" advertised in another column is positive proof that The Gem Cutlery Co. is ever and always on the alert to make the part of the merchant in selling their goods as easy as possible.

HIGH-CLASS TAILORS' SHEARS.

The National Cutlery Co.'s tailors' shears in A, B and C shape and bolt, are worked with extraordinary ease, because they are the only tailors' shear made with a steel ride, and laid with a special steel of superior quality and tempered by a patent method. They have no soft spots, no feather edges. They are fully warranted, and put up in separate pockets, each pair. See the cut. Ask for catalogue. Decatur, Bull & Co., Montreal, are the sole agents.

INTO LARGER QUARTERS.

Alexander Gibb, 13 St. John street, Montreal, has found it necessary to have larger quarters for his office and sample-room, and in consequence removed this week into the apartment which has been occupied by R. C. Jamieson & Co. for many years. The new rooms are in the same building, just across the passage from those formerly occupied by Mr. Gibb. By the change almost double the floor space is gained, and a splendidly lighted and ventilated office is provided. The sample-room in the new place is at the rear, the office facing on St. John street.

James L. McAvity has purchased the iron foundry business of McLean & Holt, City Road, St. John, N.B. J. B. McLean and Bart. J. Holt are retiring.

THE AUER GAS LAMP

"Turns night-time into day-time"

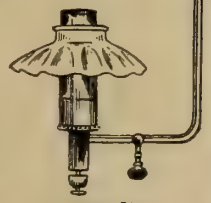
NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.



No. 25
100 Candle Power.

Do you want the Agency for it?

THEN WRITE FOR
OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

McArthur, Corneille & Co.

MONTREAL

Manufacturers and Importers of . . .

White Lead,
Oils and Colors,
Prepared Paints,
Window Glass,
Varnishes, etc.

Glue and Gelatine

In extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
ENGLISH VARNISHES
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

Comparison is a friend of ours

even in the matter of Clothes Pins. Compare the ones you have to waste time and labor in counting out to the neat paper packages of Clothes Pins all ready for your customer to carry away—packages containing either four or six dozen—all selected, perfect Pins.

Cane's "Star" Brand Clothes Pins

are known from coast to coast as the most reliable and most durable Pins on the market—unrivalled in material and making they are the delight of the alert buyer.

We boom business by offering business boomers.

UNITED FACTORIES, Limited,

Head Office: Toronto.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.

WIDE-AWAKE RETAILERS.

Hints and Ideas of Interest.

A COMMERCIAL TALK.

THERE is no royal road to success. To climb the heights strong, persistent work is required, and, of course, work of both body and mind. The business man who has made a success of his vocation is found to have been the man who worked the hardest and planned the most. "The Hustler," in Stoves and Hardware Reporter, philosophizes in this way :

A great many people go into business with the idea firmly impressed on their minds that they are going to have an easy time of it and will make a success from the start. These people have at least one advantage in their favor and this is the fact that they have confidence in themselves, a condition which is always a good one unless it is overdone. The man who firmly believes he is going to succeed has a better chance than the man who gets down in the mouth and is a chronic growler against himself and his prospects.

——

There are no soft snaps in business. It is a time-worn saying that it is better to be born lucky than rich, yet I am a firm disbeliever in the theory of luck, and so will you be if you stop to consider the matter. There may be such a thing as luck, but it is only an exceptional factor in business or personal affairs. Many a man has received a tribute to his luck or a selfish condemnation for having it when he is entitled to a very large credit for the persistent, intelligent and active way in which he handles his business.

——

Just as there are no soft snaps in business so are there many opportunities to make a failure unless the business is conducted along lines of a thorough system. Set a trap to catch a rat, and unless you set it right and bait it properly you are not going to catch any of these pestiverous rodents. Customers are sometimes very much like the animals in question : They must be caught before their purchases can be captured. But it is a mistake to act on the idea that customers are to be treated as if it were thought necessary to set a trap for them.

The best way of all in which to conduct a business properly is after methods that will suit customers. Human nature is not always aggressive or suspicious. It wants to be treated fairly and to be done by just as it wants to do unto others, but never wants to be done up. I believe that the best rule for the treatment of customers in the purchase of goods is to put yourselves in their places and treat them exactly as you expect to be treated when buying your own goods. I believe that very few of you, if any, have received discorteous treatment when buying goods from a manufacturer or jobber, but I have had sufficient experience with the retail trade to know that dealers do not always treat their own customers in the way that they themselves have been treated by those who have sold them their goods. It may be in the difference of the size of things.

——

This may seem to you as a rather broad statement, but it is a true one so far as my knowledge of such matters goes, and I think that this knowledge is a rather broad one. It may seem queer to you at times that certain people do not patronize your store. This is a fact which is not one of the soft snaps. Probably the trouble is with yourselves. You haven't made a sufficient endeavor to win their confidence and respect, or possibly your stock of goods is not what they want. Such people compose one of two classes. They can afford to be particular in making selections or else your store is too rich for their financial blood. The best-managed store in most lines of merchandise is the one that adapts itself to all classes of customers unless it is in an exclusive territory. If it contains goods for the wealthy class alone it will not receive any patronage from those of moderate means, but unless it is so conducted that it suits every one with even a small want and a proportionate sum of money to pay for that want it is not going to be a success unless other conditions are more than favorable.

This goes to show that there are no soft snaps and no luck in business. A man may be fortunate in selecting his location or in the choice of his stock, but in nine cases out of ten it is probably a fact that this supposed luck is the result of a careful judgment exercised at the right time and in the right way. Business is a system, and unless it possesses this qualification it cannot be successful.

——

A GOOD SCHEME.

An enterprising merchant of Sullivan, Ill., is the originator of a clever stunt. He believes in making his bargain department known :

"THE FAIR."

A. J. Woit. Sullivan, Ill.

On Saturday, the 10th of May,

Call at "The Fair" store and get a real live and happy gold fish absolutely free, given away with every purchase. Ten thousand now on the way from New York for this purpose. Bring a glass jar with you, and the same will be filled free of charge. The fish we give away are valued from 25c. to $1 each.

——

The fish cost Mr. Woit about 2½c. apiece. A woman will want more than one and is almost sure to buy four or five.

Mr. Woit sells them at almost 50 per cent. profit. This is a good advertisement, as well as a good business deal.

Few country merchants handle fish. City merchants often get orders from country retailers. The people in the country like these little luxuries just as well as city people. Here is a good field for the bargain man in the country.

INQUIRIES ABOUT CANADIAN TRADE.

Among the inquiries received by the Canadian Section of the Imperial Institute, London, Eng., were the following :

1. A Welsh firm of coal shippers desires the names of Montreal wholesale coal dealers.

2. The manufacturers of a popular briar pipe wish to appoint a suitable Canadian resident agent.

3. A Birmingham house possessing a large connection in box shooks wishes to hear from Canadian firms who can supply same in large quantities.

4. A London company manufacturing tobaccos, cigars and cigarettes wishes to be placed in touch with Canadian importers of these lines.

[The names and addresses of the firms making the above inquiries can be obtained on application to the Editor of HARDWARE AND METAL.

John Bowman

HARDWARE & COAL CO.

LONDON, ONT.

WINDOW GLASS
WINDOW GLASS

We have just received by Steamer "Mexican" a **large consignment of Window Glass.**

Can ship all sizes promptly. Prices right.

Copper Wire

— FOR —

Telegraph, Telephone, Trolley and Transmission Lines.

Round, Square and Rectangular for Electrical Machines.

Brass Wire

of all kinds and for all purposes.

Plain Wire

Annealed,
Annealed and Oiled,
Tinned, Coppered,
Wire Nails, Bright Goods,
Wood Screws, Jack Chain,
"Crescent" Hat and Coat Hooks, Poultry Netting,
Barrel, Blind and Bed Staples.

Galvanized Wire

Barb Wire, Plain Twist,
Galv'd Fence Staples.

Manufactured by

The Dominion Wire Manufacturing Co., Limited

MONTREAL AND TORONTO.

HEAD OFFICE New Coristine Building, St. Nicholas Street, **MONTREAL.**

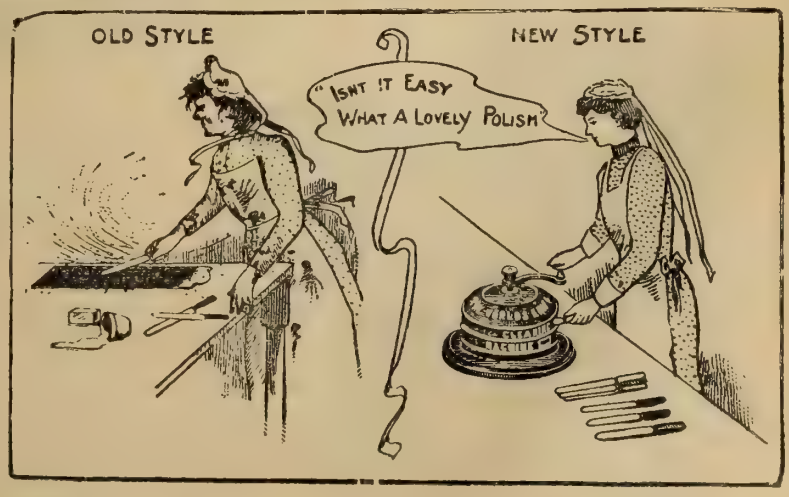
Long Distance Phones to all Departments.

The World's Manufacturing Company: 66, 68 Victoria Street, London, S.W.

A REVOLUTION IN KNIFE CLEANING.

A really handsome article, and a very ready Seller.

Cleans at the rate of 500 per hour.



English Make Throughout. **SIMPLICITY ITSELF.** All Parts Interchangeable.

Sole Canadian Agents:

DECATUR, BULL & CO., 30 HOSPITAL ST., MONTREAL.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, October 24, 0902.

HARDWARE.

ORDERS for hardware have been arriving freely during the week and business is expected to continue on the increase until the winter freight rates are put in force. Stoves appear to be a little scarce, manufacturers not being able to keep up with the demand. Wholesalers have several orders now on hand, but cannot get the goods. Blacksmiths' coal has advanced about $1 during the week. It is now quoted at $8 in carlots on board cars.

BARB WIRE.—The price of barb wire is now $2.90 per 100.keg f.o.b. Montreal and $2.55 f.o.b. Cleveland.

GALVANIZED WIRE.—No further change in prices is reported this week. We quote as follows: Nos. 6, 7 and 8 gauge, $3.20; No. 9, $2.55; No. 10, $3.30; No. 11, $3.40; No. 12, $2.70; No. 13, $2.80; No. 14, $3.80; No. 15, $4.30; No. 16, $4.55; No. 17, $4.95; No. 18, $5.20.

SMOOTH STEEL WIRE.—Business is still quiet and prices are unchanged. We quote as follows: Bright and annealed, $2.60 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras, per 100 lb., are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—There is but little doing in this line. The discount is 25 per cent.; net extras are as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—The discount on both these wires is 62½ per cent.

FENCE STAPLES.—These are moving slowly. The price of galvanized fence staples is $3.25, while bright staples sell at $2.90 per 100-lb. keg, with an extra of 25c. for 25 and 50-lb. packages.

WIRE NAILS.—There is no change. A moderate demand prevails and business is done on a basis of $2.55 per keg in small lots and $2.50 per keg in carlots, f.o.b. Montreal, London, Hamilton, Toronto, Gananoque, Brantford, Windsor, Ont., St. John and Halifax.

CUT NAILS.—These are moving out fairly well at $2.45 in small lots and $2.40 in carlots.

HORSE NAILS.—Business in horse nails is still brisk and the discounts are unchanged. We quote as follows: "C" brand, 40, 10 and 7½ per cent. off; on "M" brand, "Oval," 57½ per cent.; "New City," 57½ per cent.; "New Countersunk," 66 2-3 per cent.; "Monarch," 65 per cent.

HORSESHOES.—The demand for horseshoes is still heavy and the market is active. Our quotations are now as follows: Iron shoes, light and medium, pattern, No. 2 and larger, $3.35; No. 1 and smaller, $3.60; snow pattern, No. 2 and larger, $3.60; No. 1 and smaller, $3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; featherweight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra. F.o.b. Montreal only.

RIVETS AND BURRS.—There is not much doing in this line, and nothing of importance has occurred on the market since our last report. Discounts are: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS.—There is only a light demand for bolts and nuts, and the discounts are: Norway carriage bolts, 55 per cent.; common, 50 per cent; full square carriage bolts, 55 per cent.; machine bolts.

NOV 7 1902
RETURNED

The "Famous Active" Range

The most successful and best known cast-iron Range on the market.

The oven is ventilated and lined with asbestos.

Fire-box is deep and fitted with "McClary's Special" duplex grates.

Has thermometer and basting-door in large oven door.

The cast-iron linings last longer and give better results than the brick and cement found in common ranges.

A rich nickel dress combines with its artistic carving and well-proportioned outline to make the "Famous Active" unquestionably the most attractive range in Canada.

Has proved a rapid seller by all who handle it. If you are handling an old-fashioned or unsatisfactory line of ranges write to us about our leader.

Complete information and advertising matter sent anywhere.

The McClary Manufacturing Co.,

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

"Everything for the Tinshop."

ENGLISH
GERMAN
BELGIAN
CANADIAN
AMERICAN
} PORTLAND CEMENTS.

FIRE
BUILDING
ENAMELLED
SILICA
MAGNESIA
} BRICKS.

DRAIN
CULVERT
} PIPES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents

Drummond, McCall & Co.
or to MONTREAL, QUE.
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

50 and 5 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼c. per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

SCREWS.—These are moving out as usual at this season of the year. The market is quiet. The discounts follow: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—This is quiet and unchanged in price. We quote: Manila, 15c.; British manila, 13c.; sisal, 12½c. and lathyarn, 11½c.

BUILDING PAPER.—A fair movement is reported. We quote as follows: Tar red felt, $1.70 per 100 lb.; 2-ply, ready roofing, 85c. per roll; 3-ply, $1.10 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O K and I X L, 65c. per roll; heavy straw sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—There is no change. The price is still $1.37½ per 100 square feet.

POULTRY NETTING.—A few orders have been received for 1903 delivery, the discounts on which for Canadian and English netting are: 60 per cent. off on 2 x 2 mesh, 19 wire, and 50 per cent. off on 2 x 2 mesh, heavier.

HARVEST TOOLS.—Wholesalers have refused to book orders for 1903 delivery, unless accompanied by full specifications. The discount for delivery in 1903 is 60 and 10 per cent.

FIREBRICKS.—There is not much movement in these. English are quoted at $16 to $22 and Scotch at $17 to $22 per 1,000.

CEMENT.—Cheap grades of cement appear scarce, and jobbers report some difficulty in obtaining them, especially the Canadian cements. Our quotations are as follows: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per barrel ex-wharf, and American, $2.10 to $2.20 ex-cars.

SPORTING GOODS.—There is still an active movement in all lines of fall and winter sporting goods. Shells are now discounted as follows: Empty: Canadian, 25 per cent.; American, 10 per cent. advance on list. Loaded "Trap," 30 per cent.; American, 30 per cent.; "Leader" and "Ideal," smokeless brands, 37½ per cent. Brass shot shells, Dominion, 55 per cent.; American, 40 per cent. Primers, Dominion, 30 per cent.; American, $1.60 per 1,000.

SKATES.—These are selling rapidly. Prices are: Halifax pattern, 36c. per pair; nickel-plated, 65c.; ladies' nickel-plated, 60c.; ladies' concave nickel-plated, $1.35 plain hockey, 27c. to $1.35; nickel-plated hockey, 60c. to $2.50; double-end hockey, $1.50 to $3. Skate straps, 35c. to $1.35.

HOCKEY STICKS.—These are going well at the following prices: Best second-growth, goal keepers', $1.20 per dozen; ash, $2.90; elm, $2.25; boys' elm, $1.10; common, 90c. Regulation pucks, $1.50 per dozen.

SNOW SHOVELS.—No change has been made in the price. A good trade is

A. C. LESLIE & CO.

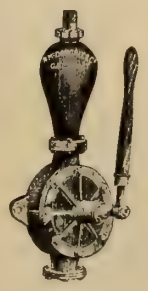
HEADQUARTERS FOR

Tinplates—all grades
Canada Plates, Terne Plates
Black and Tin Taggers
Steel Sheets for all purposes
Imitation Russia Sheets

Import orders for wholesale buyers only

509-512 Merchants Bank Building,
MONTREAL.

GOOD PUMPS.



In the manufacture of all our Pumps we exercise extreme care and precision, employing only the most skilful artisans and the best material in their construction, which, together with the proper combination of parts taught by the latest inventive improvements, as well as an experience of twenty years in this department of hydraulics, gives us confidence that no more complete or better assortment of goods is made by any house in the business.

The R. McDOUGALL CO., Limited,
GALT, ONT.

Manufacturers of all kinds of pumps for all services. "Quality the best. Prices right." Write to-day for catalogue.

Pig Tin.

"Boustead & Co's" Penang
"Straits"
"Lamb and Flag"

Copper —"Lake"
—"MA"
Galvanized Sheets.

ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN
OPEN HEARTH STEEL

Suits Everybody.

THIS IS WHAT

Elastilite Varnish

DOES.

It suits the dealer, because it always satisfies the customer, and, being a Registered Brand, it does not come into competition with ordinary makes of Varnish, thus protecting your profit.

In tins only from ½-pint to 1 gallon.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED

Toronto, Ontario, Canada.

Canadian Agents for Buehne's "Red, White and Blue" Brand Steel Wool.

"Just As Good"

IS AN ARGUMENT THAT IS NEVER USED TO SELL

"Ark Brand" Paint

It is not one of the "just as good" kind—it stands pre-eminent as the highest quality of prepared paint made. It will cover more surface, look better, and last longer than any other paint.

Read an endorsement from our Campbelltown, N.B., customer :

"I have been handling your 'Ark Brand' Paint for five "years and I am very well satisfied with the results. The "Paint is perfectly waterproof, always keeps its color "and covers more surface than any other. I have greatly "increased my trade by selling your Paints, and my cus-"tomers will have no other.

(Signed). "ALEX. DIOTE."

Your trade will also rapidly increase if you stock "ARK BRAND" Paints.

Write for full particulars and color cards.

Manufactured by

THE FRANCIS-FROST Co. Limited

TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler.

doing. We quote: "Habitant," \$2.25 to \$2.40; "Victor," 30 per cent. off; steel railroad shovels, 40 and 5 per cent. off.

FIRE SHOVELS.—There is a good demand for these at the prices here quoted: No. 70, 38$\frac{1}{2}$ to 40c. per dozen; No. 55, 55 to 60c.; No. 57, 82$\frac{1}{2}$ to 90c.; No. 60, 82$\frac{1}{2}$ to 90c.; No. 65, \$1.37$\frac{1}{2}$ to \$1.45; No. 80, 50 to 55c.; "Duplex," No. 7, \$1.21; No. 9, \$1.52; No. 11, \$1.82.

LANTERNS.—Orders for lanterns are now arriving freely. Prices are as follows: Tilt, lift or hinge, No. 0, \$4 per dozen; Cold Blast, \$7 per dozen; dashboard, No. 0, \$5.75 per dozen; cold-blast dashboard, \$9 per dozen. Extras are as follows: Japanning, 50c. per dozen; copper-plating cold blast, \$2 per dozen. The prices quoted are f.o.b. London, Hamililton, Toronto, Belleville, Kingston and Montreal.

METALS.

Business in metals, generally speaking, has been fairly active and prices in most lines are steady, but firm. The market has been characterized by no unusual feature during the week. Pig tin, we are quoting a little lower, but other lines are unchanged as to price.

BAR IRON.—In this there is a good movement at unchanged prices. Merchants' bar sells at \$1.95; horseshoe iron, \$2.20; extra refined, \$2.35.

BLACK SHEETS. — A fairly good amount of business has transpired since our last report. Prices are steady. We quote as follows: 28 gauge, \$2.65; 26 gauge, \$2.60; 20 to 24 gauge, \$2.50 and 8 to 20 gauge, \$2.50.

GALVANIZED IRON.—There is some movement in this, but the demand is light. We quote: No. 28, Queen's Head, \$4.40; Apollo, 10$\frac{3}{4}$-oz., \$4.40; Fleur de Lis, \$4.15; Comet, \$4.25; "Bell" brand, \$4.30. For less than case lots 10c. extra is charged.

SOIL PIPE AND FITTINGS.—Trade in this line is somewhat quiet at present. Our quotations are as follows: Light soil pipe, 3 to 6 inch, 50 per cent.; medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8-inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.; extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—There is no change. We quote: Canadian, \$18.50 to \$19 and Summerlee, \$22 ex-wharf Montreal.

INGOT COPPER.—A moderate inquiry exists. The price is 13c.

INGOT TIN.—This is lower this week. Straits is quoted at 29 to 30c.

PIG LEAD.—There is a fair demand. The price is \$3.25.

LEAD PIPE.—A moderate trade is doing on a basis of 8c. for composition and waste and 7c. for ordinary. The discount is 37$\frac{1}{2}$ per cent.

IRON PIPE.—There is no change in the prices. Trade is fair, and our quotations are as follows: Standard pipe, per 100 feet, in lengths under 19 feet: Black, $\frac{1}{4}$, \$2.40; $\frac{3}{8}$, \$2.65; $\frac{1}{2}$, \$2.85; $\frac{3}{4}$, \$3.65; 1-in., \$5.20; 1$\frac{1}{4}$, \$7.35; 1$\frac{1}{2}$, \$8.95; 2-in., \$12.55. Galvanized, $\frac{1}{4}$, \$3.20; $\frac{3}{8}$, \$3.45; $\frac{1}{2}$, \$3.85; $\frac{3}{4}$, \$5; 1-in., \$7.20; 1$\frac{1}{4}$, \$10.05; 1$\frac{1}{2}$, \$12.20; 2-in., \$16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, $\frac{1}{2}$, \$4.20; $\frac{3}{4}$, \$5.25; 1-in., \$7.55; 1$\frac{1}{4}$, \$10.55; 1$\frac{1}{2}$, \$12.75; 2-in., \$17.60. Galvanized, $\frac{1}{2}$, \$5.20; $\frac{3}{4}$, \$6.65; 1-in., \$9.55; 1$\frac{1}{4}$, \$13.25; 1$\frac{1}{2}$, \$16; 2-in., \$21.90. For threads and couplings 5 per cent. is added.

TINPLATES.—The price of tinplates remains unchanged. We quote: Charcoals, \$4.75 to \$5.25 and cokes, \$4.25.

STEEL.—This moves out fairly well. Nothing of importance has occurred on the market. We quote: Sleighshoe, \$2.05; tire, \$2.20; bar, \$2.05; spring, \$2.85; reeled machinery, \$2.75; toecalk, \$2.70.

SHEET STEEL.—Trade in this line continues quiet. We quote: Nos. 10 to 20, \$2.50; 3-16, \$2.50; $\frac{1}{4}$, 5-16 and $\frac{3}{8}$, \$2.40.

TOOL STEEL.—Some business is doing this week, but the demand is not heavy. We quote: Black Diamond, 8c.; Sanderson's, 8 to 12c., according to grade; Jessop's, 13c.; Leonard's, 7$\frac{1}{2}$c.; Jonas & Colver's, 8 to 15c.; "Air Hardening," 45 to 60c.

CANADA PLATES.—The market is active and firm. No quotable change is reported. We quote: 52's, \$2.70 to \$2.80; 60's, \$2.85 to \$2.90; 75's, \$2.80 to \$2.85; full polished, \$3.75 and galvanized, \$4.25 to \$4.35; galvanized, 60's, \$4.45 to \$4.55.

TERNE PLATES.—Trade is still quiet and the prices remain at \$7.50.

COIL CHAIN.—Business in coil chain is of a quiet nature. We now quote: No. 6, 12$\frac{1}{2}$c.; No. 5, 10$\frac{1}{2}$c.; No. 4, 10c.; No. 3, 9$\frac{1}{2}$c.; $\frac{1}{4}$-in., 7$\frac{1}{4}$c. per lb.; 5-16, \$5; 5-16 exact, \$5.25; $\frac{3}{8}$, \$4.25; 7-16, \$4.05; $\frac{1}{2}$, \$3.95; 9-16, \$3.85; $\frac{5}{8}$, \$3.55; $\frac{3}{4}$, \$3.50; $\frac{7}{8}$, \$3.45; 1-in., \$3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC.—Trade is dull. We quote \$5.85 to \$6.25.

ANTIMONY.—There is not much doing. The price is unchanged at 10c.

ZINC SPELTER.—There is no change in the price. Spelter is moving out slowly at 5c.

SOLDER.—Trade is solder continues fairly good. Bar solder is quoted at 20c. and wire solder at 18c.

SCRAP METALS.

The market remains quiet on almost all lines. The only quotable change occurs in zinc, which has advanced slightly. We quote: Heavy copper and wire, 10c. per lb.; light copper, 8c.; heavy red brass, 10c.; heavy yellow, 8¾c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½c.; iron, No. 1, wrought, $15; No. 2, $7 per ton; machinery scrap, $16; stove plate, $12; malleable and steel, $5; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6½ to 6¾c. per lb.

HIDES.

No quotable change is reported. The market is steadier and prices a little firmer. We now quote: No. 1 hides, 9c.; No. 2, 8c.; No. 3, 7c. Calfskins, 8 to 10c.; lambskins, 60c.

MONTREAL NOTES.

Turpentine has advanced 4c.
Linseed oil is 4c. lower.

ONTARIO MARKETS.

Toronto, October 24, 1902.

HARDWARE.

THERE is still a heavy business in all lines of hardware, especially as the drawing near of the close of navigation is causing a big rush of orders, which have to be shipped by water to their destinations which can be reached in no other way. The manufacturers in Toronto, Hamilton and other Canadian points are very busy and they are having great trouble in keeping jobbers supplied with staple goods. A heavy demand keeps up for radiators, gas stoves, lanterns and all lines of tinware. Owing to the scarcity of cast iron hollow ware there is an increased demand this year for cast iron and graniteware pots and pans. The manufacturers of screen doors and windows have published their new list for the coming season and quite an active trade has set in for them for the spring delivery. Things in general are not much changed from last week.

BARB WIRE.—The recent reduction in the price of barb wire is still in force and prices have not been made for spring shipment. We quote: $2.55 in carlots and $2.67½ in less quantities from Cleveland. From stock, Toronto, $3.

GALVANIZED WIRE.—Very little is doing in this wire and the prices are unchanged. We now quote: Nos. 6, 7 and 8, $3.50 to $3.85 per 100 lb., according to quantity; No. 9, $2.85 to $3.15; No. 10, $3.60 to $3.95; No. 11, $3.70 to $4.10; No. 12, $3 to $3.30; No. 13, $3.10 to $3.40; No. 14, $4.10 to $4.50; No. 15, $4.60 to $5.50; No. 16, $4.85 to $5.35. Nos. 6 to 9 base from Cleveland are quoted at $2.52½ in less than carlots and 12c. less for carlots of 15 tons.

FINE STEEL WIRE.—There is little demand for fine steel wire. The discount is 25 per cent.

SMOOTH STEEL WIRE.—Trade in this line is quiet. The base price is $2.60 per 100 lb. Oiling, 10c.; coppering, 60c. and tinning, $2 per 100 lb. extra. Shipping points Toronto, Hamilton, London and Montreal, with freights equalized on these points.

WIRE NAILS.—A good demand keeps up for wire nails. Quotations are as follows: $2.50 in carlots and $2.55 for less quantities. The shipping points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—The volume of trade in cut nails is fair. Quotations are steady at $2.50 per keg for less than carlots and $2.40 for carlots.

HORSE NAILS.—The demand for horse nails is fairly good. Prices are firm with an upward tendency. We quote the discounts as follows: "C" brand, oval head,, 40 and 10 and 7½ per cent.; on "M" brand, 50, 10 and 5 per cent.; "Monarch," 60 2-3 per cent.; "Countersunk" head, 60 per cent.

HORSESHOES.—A good business is reported in horseshoes. Quotations follow: Iron shoes, No. 2 and larger, light, medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—The inquiry for these is very active and supplies are as hard to get as ever from the factories. We quote as follows: Flat head bright, 87½ and 10 per cent. discount; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent. and flat head bronze, 70 per cent.

RIVETS AND BURRS.—These are much in demand and jobbers have very small stocks on hand and are finding the manufacturers very slow in their deliveries. We quote: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—There is still a great scarcity of these and the demand is much more than the jobbers can supply. The factories are six to eight weeks behind in their deliveries and are much hampered by the scarcity of bar iron, and we now quote the discounts as follows: Carriage bolts, common ($1.0 list), 50 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3.00 list), 55 and 10 per cent.; machine bolts, all sizes, 50 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—There is a very good demand for these, scoops especially being very active. The discount is 40 and 5 per cent.

ROPE.—Trade keeps up in rope very well and the market continues strong. We quote: Pure manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, single, 11½c.; double, 12c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per dozen.

HARVEST TOOLS.—The market is still in an active condition. The discount is 60 and 10 per cent.

EAVETROUGH, ETC.—There is a fairly large quantity of eavetroughing still going out. We quote: Eavetrough, 10-inch, per 100 ft., $3.10; conductor pipe, 2-inch, per 100 feet, $3; 3-inch, $4; 4-inch, $5.25; 5-inch, $6.75 and 6-inch, $9.

BUILDING PAPER.—There are still a good many orders going out to all parts of the country. Quotations are as follows: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll.

ASH SIFTERS.—Trade in this line is very active. The price is $13.20 per gross.

TINWARE AND ENAMELLED WARE.—The fall lines of tinware are much in demand and a good many orders keep coming forward for enamelled ware.

STOVES AND RANGES.—These are at present very active, the demand being

For Yourself

you choose reliability and endurance when it comes to building.

Choose the same for your Customers.

Then you are certain of harmonious conditions and ever-increasing sales and prestige.

We make every conceivable need in Sheet Metal Building Materials—honest, capable goods that give the acme of artistic effect, as well as enduring reliability.

With our lines in stock, you'll never have an apology to make to your patrons.

Consider—these things count for much.

Metallic Roofing Co., Limited

TORONTO. MONTREAL. WINNIPEG.

greater than the factories can supply and the shipments have been much delayed. Oil stoves and radiators also are much wanted.

SPORTING GOODS.—There is a big call for rifles and ammunition. Jobbers are short of some of the sporting sizes of the ammunition.

CEMENT.—There has been no change in the cement situation since last week. The factories are now busy shipping their orders and are endeavoring to get as many off their hands as they can before the frosty weather sets in. We quote as follows: Canadian Portland cement, $2.80 to $3.20 and hydraulic, $1.35 up. At the works the prices are $2.50 to $2.70 per barrel.

SCREEN DOORS, ETC.—There is a brisk trade in screen doors and windows for future delivery. A new list of prices for the coming season has been issued. We quote: Screen doors, common, 2 or 3 panel, walnut stained, 3-in. style, $6.60; stained, yellow or green, $6.80; in natural colors, oil finish, $8.15; 4-in. style, 20c. per dozen extra.

METALS.

The general conditions of the metal market are about the same as last week. The country seems to be able to absorb all the material going forward. Tin, outside, continues rather erratic, firm one day and weak the next, and an easier tone was reported in the copper market abroad. There is a better feeling in the iron trade of the United States this week, but the coke shortage is worse than it has ever been in the history of the trade. This is seriously affecting the production of pig iron.

PIG IRON.—A heavy local demand continues. Quotations at the Canadian furnaces are as follows: $23 for No. 1 and $22.50 for No. 2. On track, Toronto, No. 2 Summerlee iron is quoted at $23.

STEEL BOILER PLATES.—A good market is reported for steel boiler plates. Prices are unchanged at $1.80 in carlots on track, Toronto.

STEEL RAILS.—These are quoted at $30 per ton for steam railway rails and $36 for electric railways.

TOOL STEEL.—The situation is unchanged. Quotations are as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 8 to 15c.; ditto, "Air Hardening," 30 to 50c.; Chas. Leonards', 8 to 9c.; Park's "Silver," 12 to 14c.; Park's Special, 15 to 20c.

MILD STEEL.—A steady demand still keeps up for this steel.

BOILER TUBES.—These continue unchanged.

SPRING STEEL.—A good business is reported in this line.

BAR IRON.—There continues a great scarcity of this article on the local market and manufacturers of bolts, etc., are much hampered in consequence. Our quotations are as follows: $1.95 to $2.05 base. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb., 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS.—Trade in black sheets, though not as brisk this week, is still very good. We quote: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—These are meeting with a good demand and bright plates are scarce. We now quote: All dull, $2.90 to $3; half-polished, $3 to $3.10; all bright, $3.75 to $3.85.

GALVANIZED SHEETS.—The active demand reported for these last week continues, and we quote: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 29 gauge; Bell brand, $4.30 for 28 guage; Gordon Crown, $4.50 for 28 gauge.

TIN.—Business in tin this week has been more active. The outside markets are unchanged. We quote $31 to $32 per 100 lb.

TINPLATES.—These are unchanged. We quote: Charcoal, $4.75 to $5 and cokes, $4.25 per box.

COPPER.—A good business is doing in ingot copper. We quote: Ingot copper, $13 per 100 lb and sheet copper, $22 to $23.

BRASS.—This metal is more active. The discount is 15 per cent.

LEAD.—This commodity is in good demand. We quote: Pig lead, $3.50 and bar lead, $3.75.

IRON PIPE.—There is a heavy demand for iron pipe and the stocks here are very low. The manufacturers outside are filled up with orders and are unable to make deliveries promptly. The prices are unchanged. Our quotations are per 100 feet: ¼-inch, $2.40; ⅜-inch, $2.65; ½-inch, $2.85; ¾-inch, $3.65; 1-inch, $5.20; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; galvanized, 1-inch, $7.20. Trade discount is 4 per cent. for carlots.

ZINC SPELTER.—A good market continues for zinc spelter. We quote 5 to 6c. per lb.

ZINC SHEETS.—The orders coming forward are numerous and principally for small lots. We quote: Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER.—This metal is unchanged.

ANTIMONY.—Business in this line is more active. There has been a decline of 50c. per 100 lb. Prices are now $9 per 100 lb.

OLD MATERIAL.

The market continues brisk, considerable stock is being offered, and the demand is good. Prices remain about the same. Our quotations are as follows: Heavy copper and wire, 10c. per lb.; light copper, 8 to 8½c.; heavy red brass, 9½c.; heavy yellow brass, 8 to 8½c.; light brass, 5 to 5½c.; lead, 2 to 2¼c.; scrap zinc, 3c.; iron, No. 1 wrought, $12.50 per net ton; No. 2 wrought, $4.50; machinery cast scrap, $14 to $15; stove plate, $10; malleable and steel, $6 to $6.50; old rubbers, 6c. per lb. and country mixed rags, 50c. per 100 lb.

HIDES. SKINS AND WOOL.

HIDES.—This market is dull and prices remain weak with no quotable change. We quote as follows: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green steers, 7½c.; cured, 8½ to 9c.

SKINS.—The prices are well maintained and the market is active. We quote: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive. No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings, and lambskins, 50 to 55c.

WOOL.—This market is weak and unchanged. We quote: Fleece, 13½c. and unwashed, 7½c. per lb.

TALLOW.—The market is weak and the prices are likely to decline. We quote 6¾ to 7c. per lb.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
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Agent:
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COVERT MFG. CO.
West Troy, N.Y.
Steel Carriage and Wagon Jacks,
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
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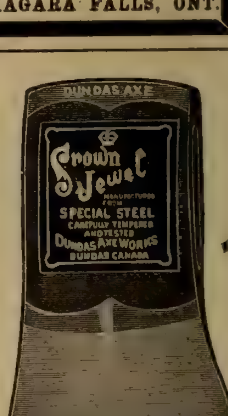
Don't Forget the Name...
NEWMAN'S INVINCIBLE
FLOOR SPRINGS
Strong, Quick, Reliable, Effective.
Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.
W. NEWMAN & SONS, Birmingham.

Oneida Community Goods
HALTERS, COW TIES SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT.

..A..
STANDARD.
The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.


Dundas Axe Works, Dundas, Ont.
W.L. Haldimand, Jr., Eastern Agent, Montreal.

SEEDS.

The export demand for alsike has been heavy and the prices are firm at an advance of 25c. per bushel. Timothy and red clover are also moving freely. We quote: Alsike, $6.25 to $7.25 for choice seed; red clover, $5.50 to $6 and timothy, $1.40 to $1.60 aboard at outside points.

COAL.

There is no hard coal arriving in the city, and the prices remain about the same for soft coal. The prices at the international bridges are $7 to $8 per ton for soft coal.

PETROLEUM.

Trade is good in this line. We quote as follows: Pratt's Astral, 17 to 17½c. in bulk (barrels extra); Americam water white, 17 to 17½c. in barrels; Photogene, 17 to 17½c.; Sarnia water white, 16½ to 17c. in barrels; Sarnia prime white, 15 to 15½c. in bbls. Lily white, Canadian, 14 to 14½c. in bbl.; Silver Lead, American, 16 to 16½c. in bbl.; Crystal Spray (water white), American, 18 to 18½c. in bbls.; Pennoline (choice fancy brand), 19 to 19½c. in bbls. In bulk, 2c. per gallon less.

MARKET NOTES.

Antimony has declined 50c. per 100 lb.

An advance is daily looked for in the price of shellac.

Dealers in old material say that the demand is excellent.

There is no hard coal offered on the market at present.

The manufacturers of screen doors and windows have issued a new list.

The temporary drop in the price of glass has caused it to be very active.

Everybody knows the value of a Nicholson-made File.

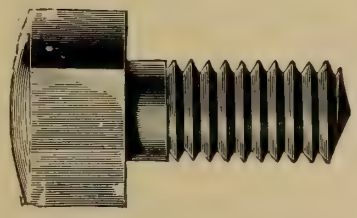
Fifty years' experience manufacturing files exclusively. Used by mechanical experts all over the world. Are now manufactured in Canada, by Canadian workmen, under expert superintendents.

For sale by all prominent Hardware Merchants throughout the Dominion.

Nicholson File Co.

Dominion Works,
Port Hope, Ont.

Walter Grose, Montreal,
Selling Agent.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

THE CELEBRATED

NATIONAL CUTLERY CO. SHEARS

Acknowledged the best and fully warranted.
Not connected with any Shear Combination.

Tailors' Shears, Trimmers, Ladies' Scissors, Barbers' Shears, Tinners' Snips.

DECATUR, BULL & CO., Sales Agents, MONTREAL

BEHIND THE COUNTER.

THE man behind the counter is a less important factor in the sale of goods than quality or price, says Merchants' Review. But let a customer be gruffly or flippantly treated, just once, only once, and that particular customer at least will have a vivid impression that there is nothing so important in storekeeping as manners.

Everybody has felt that way at some time or another, and not even the consciousness of having acquired a big bargain will efface the recollection of neglect or open insolence suffered at the hands of folk behind the counter.

The writer sympathizes with the people who "stand and wait"; he knows how much they have to bear. On the other hand, he knows that to bear the snubs or irritating ways of ill-bred or thoughtless customer is not beyond the power of any person with ordinary self-control, and he also knows that to surrender to the temptation to speak sharply to the employer's patrons may mean the loss of a considerable proportion of that employer's trade.

The clerk who deliberately or carelessly offends and alienates an employer's customers is as much of a criminal at heart as the prodigal whose reckless, spendthrift ways have brought him to a felon's cell.

While we believe in holding the assistant to strict accountability in regard to the treatment of the employer's customers, we also believe in holding the cords of discipline very loosely in regard to some other matters that come within the grocer's province.

We believe, for instance, in the encouragement of young ideas in respect of window dressing, shelf arrangement, advertisement, etc. The clerk may have some bright impulse regarding window dressing that would mean greater profits for the boss if the impulse were allowed to take shape unchecked. The very youngest assistant in the store may have a talent for placard-writing almost akin to genius, but hardly know he possesses it because he has never been invited to display anything of the kind for the general good.

We say "general good," because every hardware store ought to be like a well-managed family, each member of the staff of assistants working to advance the business, and the owner supervising everything and rewarding individual worth whenever it is recognized.

When the employer cold-bloodedly ignores the ordinary relations of boss and clerk, and shows no interest in the welfare of assistants, the business will always show a lack of something. It will fail of the highest development, no matter how much brain and energy and capital go to its building up.

INDUSTRIAL GOSSIP.

WORK has been commenced on The Nova Scotia Steel and Coal Co.'s new ore pier, and it is to be completed by the first of the year.

A. C. Thompson is erecting a foundry on the western side of King street, Sydney, near the Intercolonial Railway, with which it will be connected by a siding. The buildings will be of wood and cost $12,000.

The new foundry at Stratford, Ont., is now well in running order. The new steam whistle put in this week certainly makes itself heard. The brass works are also overrun with orders, and could find employment for more men.

A company to carry on a manufacturing and foundry business at Campbellton, N.B., is applying for incorporation as The Restigouche Foundry and Supply Co., Limited. The capital stock is $100,000, divided into 1,000 shares of $100 each.

Meyer Bros., Church street, Toronto, manufacturers of the "Queen" stove, are very busy. They say that the demand is so great that they are working two gangs and still are several weeks behind in their orders. They expect to send out 10,000 of these stoves before the last of the year.

The export duty which British Columbia imposed on lumber a few months ago has driven a number of United States sawmills across the line, and largely prospered the Canadian lumber trade. The United States Consul says shingles made in Canada go across the line notwithstanding the duty, and there is a demand for 5,000 or 6,000 men to work in the mills and logging camps, although the wages offered are lower than in the United States.

SHIPBUILDING TRADE IN TORONTO.

The shipbuilding business in Toronto during the past year has been an active one, and prospects are still better for next year. In an interview with a representative of HARDWARE AND METAL, the manager of The Polson Iron Works said that the great drawback was in the delivery of material bought in the United States. He claims that they can buy their material in England and have it delivered here in half the time it takes to bring it from the United States. He also claims that if they secure one-half the contracte they have in view they will have to run two gangs next year.

This firm has secured four acres on the shores of Toronto Bay, and intend to have a new shipyard in the future. All machinery used in boats built by The Polson Company is of their own manufacture.

Following is a partial list of their contracts for the past season :

An 8-yard dipper dredge for W. J. Poupway, contractor, Montreal. This is one of the largest dredges ever manufactured in this country. It cost $62,000. On the way to Montreal a couple of weeks ago the dredge was caught in a gale and the tug which was towing her was compelled to let her go and she sank.

They also built a ¾-yard dipper-dredge for the Dominion Government to be used in the Arrow Lakes, B.C.; value, $20,000.

A steam yacht for John McDonald, of New York, 63x93 ft. This yacht was fitted up with compound engines and guaranteed to travel 12 miles an hour; value, $7,000.

They built a supply boat for The Hudson's Bay Co., 80x18x9 ft., fitted with compound engines. This boat steamed all the way from Toronto to the Hudson Bay. It cost $20,000.

The Lord Stanley, a Government boat, was overhauled to the extent of $3,000.

BUSY NORTH BAY.

Mr. McDonald, of McDonald & Hay, retail hardware merchants, North Bay, was in Toronto this week. He reported business good and the outlook most promising, particularly in view of the fact that the Temiscaming Railway will touch North Bay.

"On Thursday night last," he said, "250 men arrived at North Bay to work on the Temiscaming railway and I was informed that 175 men are to be obtained at both Ottawa and Montreal."

A large staff of surveyors are at work and McDonald & Hay have been fortunate in securing the contract for supplying them with materials appertaining to the hardware trade.

"Besides what the Temiscaming railway is doing at North Bay," said Mr. McDonald, "the C.P.R. is spending $250,000 on its yards within the town limits."

DAMAGED BY FIRE.

About 5 a.m. on Thursday fire broke out in the premises of Coulter & Campbell, brass and copper founders, George street, Toronto, and did damage to the extent of $5,000. The copper department was gutted, while the wing used for brass manufacturing only suffered from water. It will be some time before the firm will he in shape to fill their orders, of which they have several large ones at present. The loss is fully covered by insurance.

ONTARIO'S WATER POWER.

The best substitute for coal in Ontario would be electricity generated by water power. There is only one reason why electric energy is not generally used for heating and cooking, and that reason is that inventive genius has not yet evolved an electric heater which can be used at a cost so low as to make it a formidible rival of the coal furnace and self-feeder. But electric heating is by no means uncommon. The Carmelite Monastery at Niagara Falls is heated throughout with electricity, and all the cooking for the institution is also done in electric ranges. The problem of cheap electric heating will yet be solved. When that time comes, Ontario with its widely-diffused water powers, will be able to get along without coal. The pressing necessity for such an invention, and the great rewards in store for the successful inventor, should bring the solution of the problem before long.—Hamilton Herald.

HIGHWAYS FOR AUTOMOBILES.

In one of the leading English periodicals Mr. B. H. Thwaite, C.E., projects an automobile highway from London through the centre of England to Carlisle, and thence to Glasgow, Edinburgh, and Inverness. The road would have a foundation of concrete and a surface of specially hard creosoted wood blocks with asphalt joints, the surface curvature being sufficient for thorough and rapid drainage. Its central portion would be used exclusively for motor cars, and there would also be side paths for bicyclists. Mr. W. K. Vanderbilt, jr., is authority for a statement that a similar road is soon to be built in this country from Long Island City to Roslyn, a distance of 20 miles. This road will be entirely on private ground, and will be designed for speeding purposes mainly.—Scientific American.

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Drill Hall, London," will be received at this office until Friday, 7th November, 1902, inclusive, for the construction of a Drill Hall, London, Ont.

Plans and specifications can be seen and form of tender obtained at this Department, and at the office of Messrs. Moore & Henry, Architects, London.

Persons tendering are notified that tenders will not be considered unless made on the form supplied, and signed with their actual signatures.

Each tender must be accompanied by an accepted cheque on a chartered bank, made payable to the order of the Honorable the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of the tender, which will be forfeited if the party tendering decline to enter into a contract when called upon to do so, or if he fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order.

FRED GELINAS, Secretary.

Department of Public Works,
Ottawa, 17th October, 1902.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.
(43—2)

WILLIAM ABBOTT
Agent and Importer
Celebrated "Novo" Tool Steel
AIR HARDENING.
Cast Steel for all purposes.
Steel Wire Drill Rods.
3 St. John Street, MONTREAL.

Surprises IN
HORSE BLANKETS, JUTE and **DUTCH KERSEY HORSE BLANKETS,** Jute and Cotton **SURCINGLES.** Lowest prices. Descriptive list and prices sent on application.
H. F. FALKINER, - TORONTO.

Clerks wanting to buy
a business should watch the want columns of HARDWARE AND METAL. Better still, insert an ad stating your requirements. Cost is two cents a word each insertion, PAYABLE IN ADVANCE. When replies come in our care, five cents additional must be added for use of box and remailing.
HARDWADE AND METAL
MONTREAL. TORONTO.

Steward & Romaine Mfg. Co
EXPANSION and TOGGLE BOLTS
For fastening all kinds of material to Brick, Stone or Cement,
124 North Sixth St., Philadelphia, Pa.

TRADE NOBLES & HOARE NH LONDON MARK
Nobles & Hoare,
CORNWALL ROAD STAMFORD STREET.
LONDON, ENG.
Manufacturers of
HIGH-CLASS VARNISHES ONLY
Which can be obtained direct from the works or from the principal Color Dealers in Canada.

Great Light Producers:
"Banner" Cold Blast Lanterns,
"Climax" Safety "
"Banner Junior" Brass "
"Banner" Lamp Burners,
Also "Radiant Shelby" Incandescent Lamps.
MANUFACTURED BY
THE ONTARIO LANTERN CO.
HAMILTON.

E. B. SALYERDS
Manufacturer of
Hockey Sticks
PRESTON,
Ontario, - Canada.
The Best Stick.
Made of Rock Elm.
Wholesale Trade Only Supplied.
Ask your Wholesale House for the Preston make of Stick.
Write for Prices.

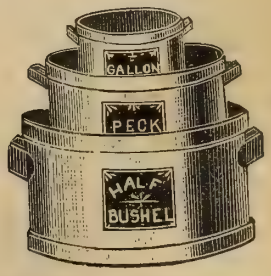
FALL LEADERS FOR FARMERS.

MADE OF HEAVY SHEET STEEL.

FEED PAN.
IN ONE GALLONS.

JUST THE THING FOR
HARVESTING ROOT CROPS.

OF HEAVY GALVANIZED IRON WITH WIRED EDGES.

—Made in—
JAPANNED STEEL OR WOOD.
STAMPED.


Shallow Pattern. STRONGLY BANDED

We make everything imaginable in Sheet Steel and Galvanized Iron Ware, and guarantee prompt delivery.

Write Us for Catalogue and Prices.

THE THOS. DAVIDSON MFG. CO., Limited
MONTREAL, P.Q.

HEATING AND PLUMBING

BUILDING PERMITS ISSUED.

THE following is a list of the building permits issued by the City Commissioner, Toronto, during the past week: Morgan T. Evans, two-storey and attic brick building, Brunswick Ave., $4,800; M. C. Ellis, two-storey and attic brick and stone dwelling, Elm ave., $15,000; T. Ferry, two-storey brick dwelling, Lennox street, $2,500; W. W. Vickers, 2½-storey brick dwelling, Dowling ave., $5,000; R. Hills, one-storey stone and brick vestibule, St. George street, $1,000; Thos. Brown, two-storey and attic brick building, Chicora ave., $2,000; Robt. Corbett, two-storey brick and roughcast dwelling, Bloor street, $2,500; Geo. C. Watson, two-storey and attic brick and stone dwelling, Close ave., $2,500; T. C. Thomson, one-storey brick addition to dwelling, Dunn ave., $450; Mrs. Emily C. Cairns, pair semi-detached two-storey and attic brick dwellings, College street, $4,000; G. G. Dernitt, pair semi-detached two-storey and attic brick dwellings, Smith street, $2,800; E. L. Lewis, two-storey roughcast dwelling, Salem ave., $400; J. & T. H. Hirtop, one-storey warehouse, Alma ave., $1,000; E. A. Drummer, two-storey detached brick dwelling, $1,000; T. J. Madill, two-storey and attic brick dwelling, Summerhill ave., $2,300; R. D. Malcolm, two-storey and attic brick dwelling, $4,500; Geo. Farhall, two-storey and a half storey brick and roughcast dwelling, Fuller street, $600; Frederick Elliott, two-storey and attic brick and roughcast dwelling, Pendrith street, $1,100; J. Wheeler, three-pairs semi-detached two-storey brick dwellings, Smith street, $9,000; J. Buckner, two-storey brick dwelling, Grant street, $1,000; Gowans, Kent Co., additional storey to warehouse, Front street east, $6,000; H. M. Death, two-storey and attic pair detached brick dwellings, Concord ave., $4,000; F. Sanderson, two-storey and attic brick dwelling, corner of Crescent Road and Clemmy ave., $8,000.

CLAY PIPE FOR GAS MAINS.

The high price of iron, gas and water pipe has stimulated several companies to experiment with vitrified clay pipe, in the hope of being able to use it for gas and water mains. Tests made at the clay working department of the Ohio State University, showed that a section of clay pipe 2 feet long, 6 inches in diameter and ½ inch thick would sustain a weight of 2,800 pounds suspended from the middle of the pipe. Trial mains of a few hundred feet were laid by gas companies in Columbus, Ohio, and Denver, last fall, great expectations were had of success. The following spring numerous bad leaks were found, in nearly every case being caused by the cracking of the bell at one end of the pipe, where it joined the next pipe. This was evidently caused by expansion. The joints were made tight with cement and hemp yarn, and remained perfectly tight until the ends of the pipes cracked.

The best authorities state it will be necessary to produce an entirely new kind of clay pipe from any yet made before the method can be a success. There would be an immense demand for the clay pipe if it could be made reliable.—Popular Mechanics.

PLUMBING AND HEATING CONTRACTS.

All dealers are fairly busy in the jobbing line, but say contracts are a little slow.

Guest & Co., Church street, are installing two boilers—hot water and steam—in the residence of Chas. Brown, corner of Gerard and Sherbourne streets.

TO TRY SEWAGE WORKS.

The Canada Water and Sewage Purifying Co., of Windsor, desires to install and operate a sewage disposal plant for that portion of Toronto east of the Woodbine.

The letter which accompanies the offer remarks that it would be better for the city to be indemnified against loss in case of the failure of the septic tank system than to take the risk itself. The letter says that the septic tank system has proved to be an everlasting source of expense in every case it has been used as far as the company knows, and that it had never given the satisfaction expected from the system. With the septic tank system there are many contingencies to be met, arising from climatic conditions, from snow and rain, heat and cold, and from acid and alkaline sewage.

The letter says in conclusion that if the city allows the company to install this system, the aldermen will be better able, after observing its operation, to elucidate the problem of sewage disposal for the entire city.

SHOULD WATER IN HEATING SYSTEM BE REMOVED?

IN reply to an inquiry in The Metal Worker as to whether water in heating systems should be removed, a correspondent of that paper writes: "I would state that probably in the larger percentage of house heating systems in the United States the same water that was originally run into them is still being used, with such renewals as are necessary to keep the systems full. The old idea was that when water had once been boiled and all the air in a system had been expelled it was better to use the same water over and over again instead of running the risk of securing an influx of sediment or mineral water to be deposited on heating with each renewal of the water supply. Others incline to the opinion that the circulation in a system tends to bring the sediment to the lower points, where it may accumulate to such an extent as to interfere with the circulation. In consequence they hold to the opinion that it is well to draw off all the water and give a chance to wash out this sediment. Some explain that it is far better to have the water heating systems empty during the summer season and point in support of this opinion to the steam heating systems which during the summer season never have water above the water line in the boiler. The further point to the fact that when the system is filled with water it is kept at a lower temperature than when it is empty. This, it is claimed, is conducive to the condensation of the moisture that is in the atmosphere and which is likely to circulate through the heater and uniting with the acids in the soot start a more active rusting than would otherwise take place. It is the experience of many with whom I have conversed that the most destructive rusting in a boiler is from the outside and not from the inside, and they recommend that the boiler should be cleaned thoroughly in the spring of the year wherever soot, ashes or smoke has come in contact with it. Some go so far as to recommend that the boiler be thoroughly oiled with good machine oil. To return to the original question, I feel satisfied that most hot water heating systems are not emptied and doubt if any greater destruction has occurred in them than has occurred in the few systems that have been emptied each year."

DEATH OF A PLUMBER.

William O. Hallett, of The Dominion Steam Heating Co., died on Saturday at 312 Carlton street, aged 26 years. He was formerly a plumber in Winnipeg. The body will be taken to Minneapolis, where the rest of the family reside.

WINDOW GLASS.

Splendid stocks of all sizes now arriving in Star, Diamond and Double. Send us your specification; also, ...

21-oz. Billetts,
24-oz. "
26-oz. "
32-oz. "

Fancy Enamelled, Rolled Cathedral, Muffled, and Figured rolled, as well as 1/8, 3/16 and 1/4 rolled.

A. RAMSAY & SON

.. Montreal ..

Booth Copper Co., Limited

Cuts Copper and Brass

SHEETS—TUBES—RODS

to any size.

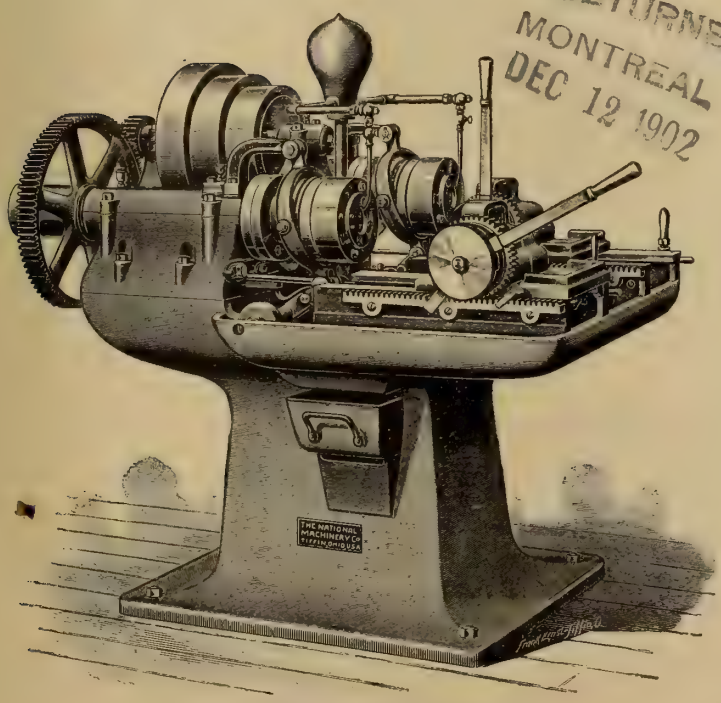
FULL STOCK ALWAYS ON HAND.
PROMPT SHIPMENTS.

The BOOTH COPPER CO., Limited

119-123 Queen St. East,

TORONTO.

THE FAIRBANKS COMPANY



National Double Bolt Cutter.

Machine Tools

This machine taps and threads from 3/8 to 1 1/4 in. bolt, right or left thread.
Speed of counter shaft with 14 x 4 1/2 pulleys, 250 revolutions per minute.
Floor space, 4 ft. 2 in. x 3 ft. 8 in.
Ratio of gearing, 3 1/2 to 1.
Net weight, 2,300 lbs.

We carry a full line of Drills, Lathes, Shapers, Pipe-Threading and Cutting Machines, Emery Wheel Grinders, etc.

Get our catalogue and prices.

MONTREAL—THE FAIRBANKS COMPANY—VANCOUVER

THE ADVERTISING ARENA.

MR. LARKIN'S VIEWS ON ADVERTISING.

"SALADA" Ceylon tea is a name so familiar to every man, woman and child in this country, that it may with truth be called a household word. The extraordinary publicity it has attained, has, in the first place, been due to the up-to-date methods by which it has been advertised, and, in the second place, to the quality of the article itself. Both combined have caused the "Salada" tea business to grow by leaps and bounds during a comparatively short period of time.

The other day I called on Mr. P. C. Larkin, the head of The "Salada" Tea Company, and on stating my desire to learn something of the advertising side of his business, was very courteously received by him, and all my questions were fully answered.

"You ask about the effect advertising has on this business," said Mr. Larkin. "Well, I only repeat what I have very often said, and that is: If you have five dollar bills to give away for four dollars and are extremely anxious to give them at that price and you do not tell the public about them, you will never be able to sell any of them because the people who would purchase would not know of your inclination. Therefore, it follows in business, if you can serve the public well—better than they are served in any other way—they will never know of the fact unless you tell them of it. The question is which is the best way to get their ears. I think, and I speak from ten years of experience, that the press is.

"We started this business 12 years ago. At that time China black teas and Japan green teas were practically the only teas in Canada. There were a few Ceylon and Indian teas handled here, but they had made extremely slow progress, and I believe that the sole reason was because the public knew little of them and the retail grocer was conservative and kept to the kind of tea the consumer had been getting and was apparently satisfied with. Now, being a tea expert myself, I knew that Ceylon and Indian tea was very much the superior of any China tea, and yet of the same character, both being black. I thought the best way to the public's favor was to give them a Ceylon tea in sealed packets, offering the grocer a fair margin for selling it, and we did make some headway for two years, but very slowly. I then made up my mind that without advertising, and, as life was short, by the time I did have anything like enough business to exist on, it would be time to retire, therefore I concluded that I had better commence to advertise. I commenced with one paper in the city of Toronto, found it beneficial, increased the space I used and used other mediums, until today there is not a paper in the Dominion of Canada that "Salada" tea advertisements do not appear in.

"During the past few years we have extended our business to many parts of the United States and there we use the press very largely, and we are looking forward to the day when there will be no paper published on this continent that will not contain 'Salada' Ceylon tea advertisements. For, after all, although the expense is very great at first, as your trade increases the cost of advertising per lb. of tea becomes a small fraction of a cent. Now, the question comes up, could such a business as this be built up without advertising? We think not. Whatever the merits of the article, how can the public know of them unless you tell them of them. Remember, if your article is not exceptionally good you cannot hope to benefit by advertising, for all advertising does is to get the consumer to try one packet. If it is not fully what is described in the advertisement they never try it again, no matter whether you advertise till the day of judgment. Consequently advertising an article that is not of a high standard of quality would prove disastrous.

"The moral, I think, is: If you have a most excellent article, and if you can serve the public better than they are being served, or even as well as they are served in any other way, advertising will pay; nothing will pay you as well. There is no great business in the world to-day that has not been established by advertising equally with serving the public well."

"How often do you change your advertisements?" I asked.

"We never run the same advertisement twice in the same paper," answered Mr. Larkin. "It is altered daily. But, remember, one advertisement may appear in 500 different papers, therefore, a very small bunch of advertisements will go the rounds of hundreds of newspapers."

Next I inquired about the source of the name "Salada."

"'Salada,' explained Mr. Larkin, "was the name of a small garden in India and also the name of a post office there. An object in getting a name for any goods, I think, is to get a name easy to pronounce and resembling something so familiar that people can remember it easily. A hard name to pronounce is a mistake, I think, because people going into a store don't want to be smiled at if they don't pronounce it correctly."

"What is the extent of your advertising and what kinds have you found most beneficial?"

"We advertise in trade journals and the daily and weekly press, and we place enamel signs on windows. We have tried street cars. We do some programme advertising, we have used bill boards, and we have demonstrated, that is, served tea at exhibitions and in grocery stores. In fact, there is no scheme of advertising we have not tried, and, after all, we have found none so effective as the trade journals and the daily newspapers."

W. A. C.

"Anchor" ANCHOR BRAND H&P REGISTERED TRADE MARK Brand

When you see the "Anchor" on

Ready-Mixed House and Floor Paints,
Varnishes, Japans, Coach Colors,
White Lead, Colored Paints, Enamels,
Wood Stains, Wall Tints, Putty, etc.,

you are getting the most reliable goods on the market.

HENDERSON & POTTS, Established 1874. Montreal and Halifax.

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, **Ottawa, Ont.**

Barb Wire,
Hay Wire,
Cut Nails,
Wire Nails,
Cordage,
Glass,
Etc.

The Only Exclusive Wholesale Hardware Firm Between Montreal and Toronto.

Tarred and Dry Sheathing,
Tarred Felt,
Rosin, Pitch,
Chopping Axes,
Broad Axes,
Cross Cut Saws,
Etc.

A complete stock of Lumbermen's and Builders' Hardware always on hand. **A Trial Solicited**

PRICES RIGHT. ASK FOR PRICES.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.

For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold Street, New York.

Syracuse Smelting Works

ATKINS HIGH-GRADE, CROSS-CUT SAWS

ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS

E. C. ATKINS & Co.,

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS.

Factories and Home Office: INDIANAPOLIS, IND., U.S.A.

Write for Catalogue and Prices.

American Steel & Wire Co.

New York: Empire Building.

Montreal: New York Life Building.

Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.

PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

GRANT Bros., hardware merchants, Ottawa, have assigned to Alex. Bartlett, and their creditors will meet November 3.

H. Lamarre is curator of Adrian Barrette, general merchant, St. Tite, Que.

Alf. Fontaine, general merchant, St. Alexis de Montcalm, Que., has assigned.

G. A. Perry, general merchant, Dalhousie Station, Que., has assigned to Kent & Turcotte.

The creditors of J. Peneau & Co., general merchants, Bic., Que., will appoint a curator on October 27.

V. E. Paradis has been appointed curator of S. Bertrand, general merchant, Notre Dame des Anges, Que.

The creditors of Alph. Fontaine, general merchant, etc., St. Alexis De Montreal, had a meeting on October 23.

Alf. Caron, general merchant, St. Pamphile, Que., has assigned. Lefevre & Taschereau are provisional guardians.

Thos. Dulac, general merchant, St. Victor De Tring, Que., has assigned. V. E. Paradis has been appointed provisional guardian.

Rogers & Rogers, bicycle dealers, etc., Summerside, P.E.I., have assigned to A. C. Saunders, and their creditors meet on October 28.

J. G. Plante, general merchant and sawmiller, St. Victor De Tring, Que., has assigned, and there will be a meeting of his creditors on October 28.

PARTNERSHIPS FORMED AND DISSOLVED.

P. E. Ruel & Co., painters, etc., Montreal, have dissolved.

Shroder & Piche, lumber merchants, St. Fereol, Que., have dissolved.

Leddingham & Ross, blacksmiths, Nanaimo, B.C., have dissolved.

Carriere & Villeneuve, builders, St Louis De Mile End, Que., have dissolved.

D. J. McIntyre retires from the Alberta Mercantile Co., general merchants, Blairmore, N.W.T.

SALES MADE AND PENDING.

McIntyre Bros., general merchants, Duck Lake, N.W.T., have sold out.

J. J. Walsh, grocer and liquor merchant, Hamilton, is advertising his business for sale.

George Bishop, general merchant, Dover Centre, Ont., is advertising his business for sale.

Lusty Bros., saw and planing millers, Rodney, Ont., are advertising their business for sale.

The assets of Desforges, Desforges & Co., hardware merchants, Montreal, have been sold.

CHANGES.

N. Piche & Fils, lumber merchants, Raymond, Que., have registered.

T. Nickerson, general merchant, Atlin, B.C., is out of business.

L. R. Yankee, general merchant, Arner, Ont., has sold out to G. C. Greaver.

H. & F. Giddings & Co., manufacturers of chairs, Granby, Que., have registered.

Feher & Maury, manufacturers of railway couplings, Montreal, have registered.

G. H. Greene, general merchant, Copetown, Ont., has sold out to David Lawson.

Wm. Lynch, hardware merchant, Palmerston, Ont., has sold out to Skelton & Lundy.

Simon Leiser, general merchant, Cumberland, B.C., is succeeded by Simon Leiser & Co., Limited.

W. B. McPherson, general merchant, Bentley, N.W.T., is succeeded by D. Cook.

W. L. Hodnett, general merchant, Miniota, Man., is opening a branch at Arrow River.

Taylor & George, general merchants, Revelstoke, B.C., are succeeded by Taylor Bros. & George.

Stanley E. Goggin, general merchant, Elgin, N.B., has sold out to The Sussex Mercantile Co., Limited.

Taylor & Haggart, manufacturers of bedsteads, Victoria B.C., are succeeded by The B. C. Metallic Bedstead and Bedding Co., Limited.

FIRES.

O Poirier, general merchant, Shediac, N.B., was burned out.

John Farmer, carriagemaker, Cayuga, Ont., was burned out.

Isaac Selick, general merchant, Hillsboro, N.B., was burned out.

George Anderson, dealer in tinware, etc., Atwood, Ont., was burned out.

Simon A. Poirer, general merchant, Shediac, N.B., was burned out.

Stewart D. White, handler of carriages on commission, etc., Shediac, N.B., was burned out.

Wm. A. Stevens, general merchant, Hillsboro, N.B., was burned out; insurance, $1,500.

O. M. Melanson & Co., general mercants, Shediac, N.B., were burned out; partially insured.

H. Johnston, druggist and agricultural implement agent, Tilbury, Ont., has sustained loss by fire.

DEATHS.

George M. Harrison, of Harrison & Rathbun, bankers, Glencoe, Ont., is dead.

Guarantee!

We guarantee the superiority of our Varnishes for Carriages, Furniture and Wood Work for the following reasons:

The Varnishes are all of our own manufacture.

Every tank is thoroughly tested by expert workmen before leaving our premises.

Our facilities are unequalled for manufacturing and maturing.

We continue to solicit the business of all firms who desire first-class Varnishes for first-class work.

THE CANADA PAINT COMPANY, LIMITED,

MONTREAL — TORONTO
Canada

FRANK MILLER'S

HARNESS PREPARATIONS.

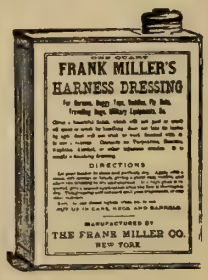
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant jet black gloss which will not peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness. Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, hus adding life.

The highest quality of oil on the market.

LAMB FENCE

Best seller because its best fence.

The H. R. LAMB FENCE CO., Limited, London, Ont.

A Well Wrapped Parcel

speaks well for the store that sends it out. Our wrapping papers are strong and durable.

Full Count. **Full Weight.**

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

GALVANIZING

Our plant is modern, and capacity large. Prices O.K. Other branches:

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK ETC., ETC.

Ontario Wind Engine & Pump Co., Limited, 505 Atlantic Ave., Toronto.

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

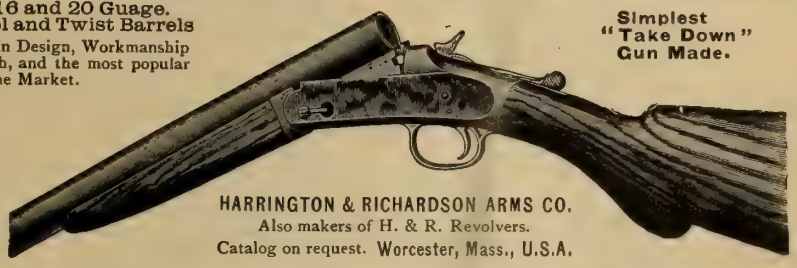
JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made.



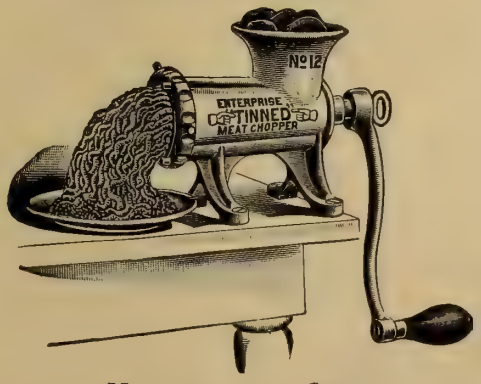
HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

TRADE **"ENTERPRISE"** MARK

Meat and Food Choppers

TINNED

40 Sizes and Styles for Hand and Power from $1.00 to $300.00



No. 12, - - $2.50

Sold by all the leading Jobbers of the Dominion

ILLUSTRATED CATALOGUE MAILED FREE

The Enterprise Mfg. Co. of Pa.

Philadelphia, Pa., U. S. A.

Sausage Stuffer, Lard and Fruit Press

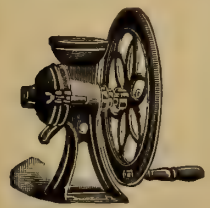
8 Sizes and Styles

Rapid Grinding and Pulverizing Mills

40 Sizes and Styles for Hand and Power

No. 3, $5.00

Bone, Shell and Corn Mill



No. 750, $7.50

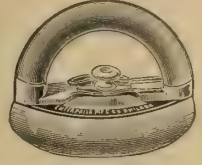
Meat Juice Extractor

No. 21, $2.50

Raisin Seeder

No. 36, $1.00

Cold Handle Polishing IRON



No. 82, $6.75 per doz.

MANITOBA MARKETS.

WINNIPEG, October 20, 1902.

BUSINESS continues good in all lines. Prices are firm, and in hardware are without change for the week. In paints and oils, linseed oil is firm at the drop of last week. The oil mill is now working full time, and the quality of flaxseed coming forward is very fine. Price for flax is $1.02 per bush. for farmers' loads, or about $1.05 for cars on track, weight and quality guaranteed. Considerable buying is also being done for eastern firms. There is a steady demand for turpentine, and the price is unchanged. Glass remains at last week's quotations, but there is a tendency to cut prices, which no one seems quite to understand in view of the situation abroad.

Prices for the week are :

Barbed wire, 100 lb	$3 30
Plain twist	3 40
Staples	3 95
Oiled annealed wire ... 10	3 42
" ... 11	3 48
" ... 12	3 56
" ... 13	3 66
" ... 14	3 76
" ... 15	3 91

Annealed wires (unoiled) 10c. less.

Cut Nails—		Wire Nails—	
2d 1 in	$4 10	1 in	$4 20
3d Fin. 1⅛ in	4 10	1⅛ in	4 20
3d 1¼ in	3 75	1¼ "	3 85
4d 1½ in	3 50	1½ "	3 60
5d 1¾ in	3 50	1¾ "	3 60
6d 2 in	3 40	2 "	3 50
8d 2½ in	3 25	2½ "	3 35
10d 3 in	3 20	3 "	3 30
20d 4 in	3 15	3½ "	3 25
30d 4½ in	3 10	4 "	3 20
40d 5 in	3 10	4½ "	3 20
50d 5½ in	3 10	5 "	3 20
60d 6 in	3 10	5½ "	3 20
		6 "	3 20

Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	4 30
No. 2 and larger	4 05
Snow shoes, No. 0 to No. 1	4 55
No. 2 and larger	4 05
Steel, No. 0 to No. 1	4 40
No. 2 and larger	4 35

Bar iron, $2.70 basis.
Swedish iron, $5.00 basis.

Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized Iron, American, 16 gauge	4 50
18 and 20 gauge	4 25
22 and 24 gauge	4 50
26 gauge	4 75
28 gauge	5 00
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Apollo, 10¾ oz.	5 25
28 guage	5 00
26 "	4 75
24 "	4 50
Queen's Head, 24 gauge	4 75
26 guage	5 00
28 "	5 25
Genuine Russian, per lb	11
Imitation " "	6¾
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 25
Tinplate, IC charcoal, 20 x 28, box	10 50
" IX "	12 50
" IXX "	14 50
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	6 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
" Over 2 inch	50 p.c.

Rope, sisal, 7-16 and larger	$13 00
" ⅜	13 50
" ¼ and 5-16	13 70
Manila, 7-16 and larger	17 00
" ⅜	17 55
" ¼ and 5-16	18 00
Solder	20
Cotton Rope, all sizes, per lb.	17
Axes, chopping	$7 50 to 12 00
" double bitts	12 00 to 18 00
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	57½ p.c.
Bolts, carriage	50 p.c.
Machine	50 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¾
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.

PETROLEUM.

Water white American	23⅜c.
Prime white American	22½c.
Water white Canadian	22c.
Prime white Canadian	20½c.

SCRAP.

No. 1 cast iron	$14 to $15 per ton
No. 2 "	5 to 6 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 79
Less than barrel lots	84
Linseed oil, raw	77
Boiled	80
Lubricating oils, Eldorado castor	27½
Eldorado engine	26½
Atlantic red	29½
Renown engine	41
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 25
26 to 40 ... per 50 ft.	2 50
41 to 50 ... " 100 ft.	5 50
51 to 60 ... " " "	6 00
61 to 70 ... per 100-ft. boxes	6 50
Putty, in bladders, barrel lots ... per lb.	2½
kegs ... "	2¾
White lead, pure ... per cwt.	6 00
No. 1 ... "	5 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1.30 to $1.90

— —

NOTES.

The Manitoba Frost Wire Fence Co. is applying for incorporation. The capital will be $40,000, and the headquarters of the company will be Winnipeg.

H. T. Ireland, general merchant, Smithfield, Ont., has sold out to W. S. Kemp.

The reason for using Apollo galvanized iron is: it is the best iron: works easiest: makes the best job, and costs least for labor.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

YOU NATURALLY EXPECT THAT THE GOODS **YOU** BUY WILL GIVE ENTIRE SATISFACTION TO **THOSE** WHO BUY FROM YOU. WHEN YOU PURCHASE

2 AND 3 PLY READY ROOFING,
BUILDING PAPERS,
SHEATHING AND CARPET FELT,
COAL TAR PRODUCTS,
HANGING AND PRINT PAPER,
BROWN AND MANILLA WRAPPING

from us your expectations will be realized. Our lines are all guaranteed to give entire satisfaction. Quality, the best.

ALEX. McARTHUR & CO., 82 McGill Street, MONTREAL.

PAPER MILLS: JOLIETTE, QUE. FELT FACTORY: HARBOR AND LOGAN STREETS, MONTREAL.

CURRENT MARKET QUOTATIONS.

October 24, 1902.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS

TIN.

Lamb and Flag and Straits—		
56 and 28 lb. ingots, 100 lb.	$31 00	$32 00

TINPLATES.

Charcoal Plates - Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$6 75
I.X. "	....	8 25
I.X.X. "	....	9 75
Famous, equal to Bradley—		
I.C.	....	6 75
I.X.	....	8 25
I.X.X.	....	9 75
Raven and Vulture Grades—		
I.C., usual sizes	....	5 00
I.X. "	....	6 00
I.X.X. "	....	7 00
I.X.X.X. "	....	8 00
D.C., 12½x17	....	4 50
D.X	....	5 25
D.X.X.	....	6 00

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	4 25
I.C., special sizes, base	....	4 75
20 x 28	....	9 00

Charcoal Plates - Terne.

Dean or J.G. Grade		
I.C., 20x28, 112 sheets	....	8 50
I.X., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X.X., 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	....	7 00

Tinned Sheets.

72x30 up to 24 gauge	....	8 00
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	1 95	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3 in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth & Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "silver" tool steel	0 12	0 14
" "special"	0 15	0 20
J[illegible]s & Colver's tool steel	0 08	0 15
" "air hardening"	0 45	0 60
Drill steel, per lb.	0 08	0 10

BOILER TUBES.

	Per foot.
1½, 1¾ and 4 inch	0 09
2½ in.	0 16
3 in.	0 13
3½ in.	0 16
4 in.	0 31

STEEL BOILER PLATE.

¼ in.	2 50	2 60
3-16 in.	2 60	2 70
⅝ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	....

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

Black pipe—		Per 100 feet.
⅛ inch	....	2 90
¼ "	....	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	20 00
3 "	....	24 00
3½ "	....	30 00
4 "	....	37 50
4½ "	....	42 00
5 "	....	47 00
6 "	....	60 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Discount on pipe up to 2 in. 4 p.c. Larger sizes nett.

Malleable Fittings—Discount 30 p.c.

Cast Iron Fittings—

On all cast iron fitting, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis. All others—discount 60 p.c.

GALVANIZED SHEETS.

	G.C.	Comet.	Bell.	Queen's Head.
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	4 00	4 05
26 "	4 25	4 00	4 15	4 25
28 "	4 50	4 25	4 35	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.		....	....
" ¼ "		7 85	8 10
" 5-16 "		5 25	5 50
" ⅜ "		4 50	4 75
" 7-16 "		4 25	4 50
" ½ "		4 20	4 50
" 9-16 "		4 05	4 50
" ⅝ "		4 00	4 50
" ¾ "		4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 p.c.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.

		Per 100 lb.
English B.S., ton lots	....	13 00
Lake Superior	....	....

Bars.

Cut lengths, round, ½ to ⅞ in	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00

Sheet.

Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

Boiler and T.K. Pitts.

Plain tinned, per lb.	....	0 28
Spun per lb.	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 3
Tubing, base, per lb.	0 23½

ZINC SPELTER.

Foreign, per lb.	5 50	6 00
Domestic "	....	....

ZINC SHEET.

5-cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD.

Imported Pig, per 100 lb.	....	3 50
Bar, per lb.	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe. 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount 50 per cent.
" " fittings, discount 50 and 10 p.c.
Med. & Extra heavy pipe fittings, dis. 60 p.c.
7 and 8-in. pipe, discount 50 per cent.

SOLDER.

	Per lb.	Per lb.
Bar half-and-half, guarant'd	....	0 20
Bar, half and-half, commer'l	....	0 19½
Refined	....	0 19
Wiping	....	0 18½

ANTIMONY.

Cookson's, per lb.	....	9 00

WHITE LEAD.

	Per 100 lb.	
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White		5 75
Elephant and Decorators' Pure		5 25
Brandram's B.B. Genuine		7 00
" " No. 1		6 00
"Monarch" brand		6 12½
Decorator's Pure		5 25
Essex Genuine		5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt.	$4 75
Genuine, 100 lb. kegs, per cwt.	5 00
No. 1, 560 lb. casks, per cwt.	4 25
No. 1, 100 lb. kegs, per cwt.	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 50
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 25
Second qualities, per gallon	....	1 0
Barn (in bbls.)	0 [illegible]0	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co's pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Stewart & Wood's Champion pure	....	1 [illegible]0
Standard Paint Co' "New Era"	....	1 3[illegible]

COLORS IN OIL.

25 lb. tins, standard Quality.

Venetian red, per lb.	0 04½	0 06
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "	....	0 06
Marine black	....	0 09
Chrome green	....	0 10
French imperial green	....	0 12
Signwriters' black	....	0 16

Burnt umber	...	0 11
" sienna	....	0 11
Raw umber	....	0 11
" sienna	....	0 11

COLORS, DRY.

Common ochre, bbls	1 20	1 30
Yellow ochre (J.F.L.S.), bbls.	...	2 00
Yellow ochre (La Belle)	1 15	1 25
Brussels ochre	....	2 00
Venetian red (best), bbl.	1 75	2 00
English oxides, per cwt.	3 00	3 25
American oxides, bbls.	1 25	2 00
Canadian oxides, bbls.	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb.	....	0 0
" umber, " "	....	1 10
Raw do	..	0 09
Drop black, pure	....	0 09
Chrome yellows, pure	....	0 18
Chrome greens, pure per lb.	0 09	0 10
Golden ochre	0 04	0 05
Ultramarine blue, in 28-lb. boxes, per lb.	0 06	0 18
Fire proof mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb.	....	0 07
Mortar color, per 100 lb.	1 25	1 50
Pure Indian red, No. 45, lb.	0 08	0 10
Whiting, bbl.	0 55	0 60
English vermilion in 30-lb. bags.		0 95

BLUESTONE.

Casks, for spraying, per lb.	0 07
100-lb. lots, do per lb.	0 08

PUTTY.

Bulk in bbls.	1 90
Bulk in less quantity	2 05
Bladders in bbls.	2 25
Bladders in kegs, boxes or loose	2 40
Bladders in 25-lb. tins	2 35
Bladders in 12½ lb. tins	2 65
Bladders in bulk or tins less than 100 lb	2 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	....	1 25
" No. 1	....	1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine, brown japan	1 25	1 20
" black japan	0 85	1 20
" " No. 1	0 50	0 75
Elastilite varnish, 1 gal. can, each,		2 00
Granitine floor finish, per gal.		2 75

Maple Leaf coach enamels: Size 1, $1.20; size 2, 70c.; size 3, 40c. each.

Sherwin-Williams' copal varnish, assorted case, from ½-pts. to 1 gal. $2.50.

CASTOR OIL.

East India, in cases, per lb.	0 00½	0 10
" small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal.	0 50	0 55
Pure olive	....	1 20
" neatsfoot	....	0 90

GLUE

Common	0 08	0 09
French medal	0 10	0 14
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16

HARDWARE.

Ammunition.

Cartridges.

B. B Caps Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 40 p.c., Amer
Rim Fire Cartridges, Dom., 50 and 5 p.c.
Central Fire Pistol and Rifle 10 p.c. Amer.

THOS. GOLDSWORTHY & SONS
MANCHESTER, ENGLAND.

EMERY { Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, Montreal.

Central Fire Cartridges, pistol sizes Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.
Central Fire, Military and Sporting, Amer. add 5 p.c. to list. B.B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p.c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads	per lb
Best thick white felt wadding, in ¾-lb bags	1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads in boxes of 1,000 each, 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Adzes.
Discount, 20 per cent.

Anvils.
Wright's, 80-lb. and over 0 10¾
Hay Budden, 80-lb. and over 0 09¼
Brook's, " " " 0 11¼

Augers.
Gilmour's discount 65 and 5 p.c. off list.

Axes.
Chopping Axes
Single bit, per doz 5 50 10 00
Double bit, " 11 00 18 00
Bench Axes, 40 p.c.
Broad Axes, 25 per cent.
Hunters' Axes 5 50 6 00
Boys' Axes 5 75 6 75
Splitting Axes 6 50 12 00
Handled Axes 7 00 10 00

Axle Grease.
Ordinary, per gross 5 75 6 00
Best quality 13 00 15 00

Bath Tubs.
Zinc 6 00
Copper, discount 15 p.c. off revised list

Baths.
Standard Enameled.
5½-inch rolled rim, 1st quality 24 00
" " " 2nd " 20 00

Babbit Metal.
Tandem" A .... per lb. 0 27
" B .... " 0 21
" C .... " 0 11½
Magnolia Anti-Friction Metal, per lb 0 25
Frictionless metal, per lb 0 23
Hercules, per lb 0 15
SYRACUSE SMELTING WORKS.
Aluminum, genuine 0 41
Dynamo 0 27
Special 0 22
Aluminum, 99 p.c. pure "Syracuse" .. 0 45
THE CANADA METAL CO.
No. "O" babbit 0 06
No. 1 babbit 0 08
Star " 0 10
Hercules " 0 15
Metallic " 0 20
Imperial " 0 30

Bells.
Hand
Brass, 60 per cent.
Nickel, 55 per cent.
Cow.
American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.
Door.
Gongs, Sargant's 5 50 8 00
" Peterboro', discount 45 per cent
Farm.
American, each 1 25 3 00
House.
American, per lb 0 35 0 40

Bellows.
Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 40 per cent.

Belting.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 p.c.

Bits.
Auger.
Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen. net list.
Car.
Gilmour's, 47½ to 50 per cent.
Expansive.
Clark's, 40 per cent
Gimlet.
Clark's, per doz 0 65 0 90
Damond, Shell, per doz 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind and Bed Staples.
All sizes, per lb 0 07¾ 0 12

Bolts and Nuts. Per cent.
Carriage Bolts, common ($1 list) ... 55 and 10
" " full square ($2.40 list) 55 and 10
" " Norway iron ($3 list) 50 and 10
Machine Bolts, all sizes .... 50 and 10
Plough Bolts .... 50 and 10
Blank Bolts .... 50 and 10
Bolt Ends .... 50 and 10
Sleigh Shoe Bolts .... 65 and 10
Coach Screws, cone point .... 66⅔ and 10
Nuts, square, all sizes, 3¾c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove rods, per lb .... 5½ to 6c.
Nuts, in 50 lb. lots ¼c. per lb. extra, in less than 50 lb. lots, ½c. etxra.

Boot Calks.
Small and medium, ball, per M 4 25
Small heel, per M 4 50

Bright Wire Goods.
Discount .... 62½ per cent

Broilers.
Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ pe cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8. " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 0 00

Butchers' Cleavers.
German, per doz 6 00 11 00
American, per doz 12 00 20 00

Butcher Knives.
Bailey's, per doz. 0 60 6 30

Building Paper, Etc.
Tarred felt, per 100 lb 1 70
Ready roofing, 2-ply, not under 45 lb. per rol 85
Ready roofing, 3-ply, not under 65 lb. per roll 1 10
Carpet felt, per ton 40 00
Dry sheathing, per roll, 400 sq ft 35
Tar sheathing, " " " 45
Dry fibre " " " 50
Tarred fibre, " " " 60
O.K. & I.X.L., " " " 65
Resin-sized, " " " 40
Oiled sheathing, " 600 " 1 10
" " " 400 " 70
Roof coating in barrels, per gal 17
" " small packages 25
Refined tar, per barrel 4 50
Coal tar, " 4 00
Coal tar, less than barrels, per gal ... 15
Roofing pitch, per 100 lb 85

Bull Rings.
Copper, $2.00 for 2½ in. and $1.90 for 2 in.

Butts.
Wrought Brass net revised list.
Cast Iron.
Loose Pin, dis., 60 per cent.
Wrought Steel
Fast Joint, dis. 65, 10 and 2½ per cent.
Loose Pin, dis. 65, 10 and 2½ per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Carpet Stretchers
American, per doz 1 00 1 50
Bullard's, per doz 6 50

Castors.
Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.
Nos. 31 and 32, per gross 8 50 9 50

Cement.
Canadian Portland 2 80 3 00
English " 3 00 3 15
Belgian " 2 50 2 75
Canadian hydraulic 1 25 1 50
Arrow 2 25
Buffalo 2 00

Chalk.
Carpenters Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.
Socket, Framing and Firmer.
Broad's, dis. 60 and 10 per cent.
Warnock's, dis. 60 and 10 per cent.
P. S. & W. Extra 60, and 10 p.c.

Churns.
Revolving Churns, metal frames—No. 0, $8—No. 1, $8.50—No. 2, $9.00—No. 3, $10.00—No. 4, $12.00—No. 5, $16.00 each. Ditto, wood frames—20c. each less than above. Discounts: Delivered from factories, 53 p.c.; from stock in Montreal, 51 p.c. Terms, 4 months or 3 p.c. cash in 30 days.
Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2 65. Metal frames 25c. extra. Discount 15 p.c., net 30 days.

Clips.
Axle dis. 65 per cent.

Closets. Net.
Plain York or Ontario Syphon Jet. $9 60
Emb. York or Ontario Syphon Jet. 10 20
Fittings 1 00
Plain Elgin or Teu. Syphon Washout 6 00
Emb. Elgin or Teu. Syphon Washout 6 60
Fittings 1 25
Low Down Elgin or Teutonic, plain 9 60
" " " " emb. 10 20
Plain Richelieu 3 75
Emb. Richelieu 4 00
Connections 1 25
Low Down Ont. Sy. Jet, plain 11 70
" " " " " emb'd. 12 30
Closet connection 1 25
Basins P.O., 14 in 0 70
" oval 17 x 14 in 1 50
" " 19 x 15 in 2 25

Compasses, Dividers, Etc.
American dis. 62½ to 65 per cent.

Conductor Pipe.
Plain or Corrugated.
2-inch, per 100 feet 3 00
3 " " " 4 00
4 " " " 5 25
5 " " " 6 75
6 " " " 9 00

Cradles, Grain.
Canadian, dis. 20 to 25 per cent.

Crosscut Saw Handles.
S. & D., No. 3, per pair .... .17½
" " 5, " .... .22½
" 6, " .... .15
Boynto pattern " .... .20

Door Springs.
Torrey's Rod, per doz ...... (15 p.c. 2 00
Coil, per doz 0 88 1 60
English, per doz. 2 00 4 00

Draw Knives.
Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 60 and 10 per cent.

Drills.
Hand and Breast
Millar's Falls, per doz. net list.
DRILL BITS.
Morse, dis., 37½ to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.
Common, cork-lined, dis. 35 per cent.

EAVE TROUGH.
10-inch, per 100 ft $3 10

ELBOWS. (Stovepipe.) per doz.
5 and 6-inch, common 1 20
7-inch 1 35
Polished, 15c. per doz. extra.

ESCUTCHEONS.
Discount, 40 per cent.

ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.

FILES AND RASPS.
Great Western .... 70 and 10 per cent
Arcade .... 70 " 10 "
Kearney & Foot .... 70 " 10 "
Disston's .... 70 " 10 "
American .... 70 " 10 "
J. Barton Smith .... 70 " 10 "
McClellan .... 70 " 10 "
Eagle .... 70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5 "
Royal .... 80 "
Globe .... 70 to 75 "
Black Diamond, 60 and 10 to 60, 10 and 5 p.c
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS—Window—Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 20	4 25	....	6 25
26 to 40	2 40	4 65	....	6 75
41 to 50	....	5 10	....	7 50
51 to 60	....	5 35	....	8 50
61 to 70	....	5 75	....	9 75
71 to 80	....	6 25	....	11 00
81 to 85	....	7 00	....	12 55
86 to 90	....	7 75	..	15 00
91 to 95	..	....	...	17 50
96 to 100	...	....	...	20 50

GAUGES
Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's Nos. 26 to 33, each ... 1 65 2 40

HALTERS.
Rope, ⅜ per gross ....
" ½ " 9 00
" ⅝ to ¾ 14 00
Leather, 1 in., per doz 3 87½ 4 00
" 1¼ in., " 5 15 5 20
Web, — per doz 1 87 2 45

HAMMERS.
Nail
Maydole's, dis. 5 to 10 per cent Can. dis. 25 to 27½ per cent.
Tack.
Magnetic per doz 1 10 1 20
Sledge.
Canadian per lb 0 07½ 0 08½
Ball Pean.
English and Can., per lb 0 22 0 25

HANDLES.
Axe, per doz. net 1 50 3 00
Store door, per doz 1 00 1 50
Fork.
C. & B., dis. 40 per cent. rev list.
Hoe.
C. & B. dis. 40 per cent. rev. list.
Saw.
American, per doz 1 00 1 25
Plane.
American per gross 3 15 3 75
Hammer and Hatchet.
Canadian, 40 per cent.
Cross-Cut Saws.
Canadian, per pair 13½

HANGERS. doz. pairs.
Steel barn door 5 85 6 00
Stearns, 4 inch 5 00
" 5 inch 6 50
Lane's covered—
No. 11, 5-ft. run 8 40
No. 11½, 10-ft. run 10 80
No. 12, 10-ft. run 12 60
No. 14, 15-ft. run 21 00
Lane's O.N.T. track, per foot. 4½

HARVEST TOOLS
Discount, 60 and 10 per cent.

HATCHETS
Canadian, dis 40 to 42½ per cent.

An Important Consideration.

Most hardware merchants now realize the fact that when they order

Building Papers, Roofing Felts and Wire-Edged Ready Roofing

from us we promptly ship them reliable material that pleases their customers. This is why we have been successful in business.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

HINGES.

Blind, Parker's, dis. 16⅔ per cent.
Heavy T and strap, 4-in., per lb.... 0 06½
" " 5-in., " 0 06¼
" 6-in., " 0 06
" 8-in., " 0 05¾
" 10-in., " 0 05½
Light T and strap, dis. 65 and 5 per cent
Screw hook and hinge—
6 to 10 in., per 100 lbs.... .... 4 50
12 in. up, per 100 lbs..... .... 3 25
Per gro. pairs
Spring.......................... .... 10 50

HOES.

Garden, Mortar, etc., dis. 60 to 60 and 10 p.c
Planter, per doz.............. 4 00 4 50

HOLLOW WARE

Discount,................. 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird Cage, per doz........... 0 50 1 10
Clothes Line, per doz........ 0 27 0 63
Harness, per doz............ 0 72 0 88
Hat and Coat, per gross...... 1 00 3 00
Chandelier, per doz.......... 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 47½ per cent.

Wire.

Hat and Coat, discount 45 per cent.
Belt, per 1,000 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.

"C" brand 40, 10 and 7½ p.c. off list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk. 66⅔ and 5 per cent.
"Monarch," 65 per cent.

HORSESHOES.

F.O.B. Montreal

Iron Shoes.	No. 2 and larger.	No. 1. and smaller.
Light, medium and heavy...	3 35	3 60
Snow shoes.........	3 60	3 85
Steel Shoes.		
Light........................	3 45	3 70
Featherweight (all sizes).....	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.
Toe weight steel shoes...... 6 70

JAPANNED WARE.

Discount, 45 and 5 p.c. off list, June 1899.

ICE PICKS.

Star per doz................ 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb.............. 30 0 50
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis., 40 to 0 and 10 p.c.
Cabinet, trunk, and padlock,
Am. per gross 60

KNOBS.

Door, japanned and N.P., per doz.................... 1 50 2 50
Bronze, Berlin, per doz...... 2 75 3 25
Bronze Genuine, per doz.... 6 00 9 00
Shutter, porcelain, F. & L screw, per gross 1 30 4 00
White door knobs—per doz. 95 1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz................ 7 00
No. 3 "Wright's"................. 8 50
Ordinary, with O burner........... 4 00
Dashboard, cold blast............. 9 00
No. 0............................ 5 75
Japanning, 50c. per doz. extra

LEMON SQUEEZERS.

Porcelain lined, ...per doz. 2 20 5 60
Galvanized 1 87 3 85
King, wood................... 2 75 2 90
King, glass.................. 4 00 4 50
All glass.................... 0 50 0 90

LINES.

Fish per gross............... 1 05 2 50
Chalk " 1 90 7 40

LOCKS

Canadian, dis 40 to 40 and 10 p.c.
Russel & Erwin, per doz.... 3 00 3 25

Cabinet

Eagle, dis. 30 p.c.

Padlocks.

English and Am. per doz.... 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.

Flat head discount 25 p.c.
Round Head discount 20 p.c.

MALLETS.

Tinsmiths' per doz........... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz.. .... 3 85 5 00
Caulking each................ 60 2 00

MATTOCKS.

Canadian, per doz........... 5 50 6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.
German, 15 per cent.
Gem, each, $1.15.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Quotations are ;	Cut.	Wire.
2 d and 3d	$3 45	$3 55
3 d	3 10	3 22
4 and 5d.....................	2 85	3 05
6 and 7d.....................	2 75	2 90
8 and 9d.....................	2 60	2 70
10 and 12d...................	2 55	2 65
16 and 20d...................	2 50	2 60
30, 40, 50 and 60d. (base)......	2 45	2 55

Cut nails in carlots 5c. less.
Wire nails in carlots are $2 50
Cut nails in carlots are $2.40 base.
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 75 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails. dis. 25 per cent

NAIL PULLERS.

German and American....... 1 85 3 50

NAIL SETS.

Square, round, and octagon per gross................ 3 38 4 00
Diamond................... 12 00 15 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60, 10 and 5 p.c.
2-in. Mesh, 18 w.g. and heavier, 50 p.c.

OAKUM. Per 100 lb

Navy 6 00
U.S. Navy.............. .... 7 25

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal. per doz................ .... 10 00
Zinc and tin, dis. 50, 50 and 10
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAILS.

Dufferin pattern pails, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
6, 10 and 14-qt. flaring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.

Per doz...................... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross... 1 35 1 50
Brass head " 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 p.c.

PINE TAR.

½ pint in tins, per gross. 7 80
1 " " " 9 60

PLANES.

Wood bench, Canadian dis. 40 per cent. American dis. 50.
Wood, fancy Canadian or American 7½ to 40 per cent.

PLANE IRONS.

English per doz............. 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz............. 0 60 2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 p.c.
"J.M.T." Cushion work. dis. 50 p.c.
Fuller work, dis. 65 p.c.
6 doz. lots and over of the above, extra dis. 10 p.c.
Lever Handle Stops and Waste, discount 60 p.c. With, in lots of 2 doz. and over, an extra dis. of 10 p.c.
"J.M.T." Globe, Angle and Check Valves, dis. 55 p.c.
Standard Globe, Angle and Check Valves, dis. 65 p.c.
"J.M.T." Radiator Valves, dis. 55 p.c.
Standard " " dis., 65 p.c.
Patent Quick Opening Valves, dis. 70 p.c.
No. 1 compression bath cock, net .. 2 00
No. 4 " " " 2 00
No. 7, Fuller's 2 20
No. 4½, " 2 35
Patent Compression Cushion, basin cock, hot and cold, per doz 15 00
Patent Compression Cushion, bath cock, No. 2208................. 2 25
Square head brass cocks, 60 p.c.
" " iron " 60 p.c.
Competition Globe, Angle and Check Valves discount, 70 p.c.
Competition Quick Opening Radiator Valves, discount, 70 p.c.

PRESSED SPIKES.

Discount 22½ per cent.

PULLEYS.

Hothouse, per doz........... 0 55 1 00
Axle........................ 0 22 0 33
Screw....................... 0 27 1 00
Awning...................... 0 35 2 50

PUMPS.

Canadian cistern............ 1 80 3 60
Canadian pitcher spout..... 1 40 2 10

PUNCHES.

Saddlers', per doz.......... 1 00 1 85
Conductors' " 9 00 15 00
Tinners', solid per set....... 0 00 0 72
" hollow per inch 0 00 1 00

RANGE BOILERS. Net.

Dominion, 30 gal. 5 75
Dominion, 35 " 6 75
" 40 " 7 75
Ronald's Galvanized, 30 gallons 7 40
" " 35 " 8 40
" " 40 " 9 60
Copper, 30 gallons................. 22 00
" 35 " 24 00
" 40 " 28 00
Discount off copper boilers 10 per cent.

RAKES.

Wood, per doz. net .... 1.10 up

RAZORS. per doz.

Elliot's 4 00 18 00
Geo. Butler & Co.'s.......... 4 00 18 00
Boker's...................... 7 50 11 00
" King Cutter........ 12 50 15 00
Wade & Butcher's 3 60 10 00
Theile & Quack's............ 7 00 12 00
Bailey's 6 00 12 00
Bailey's "Brantford" 10 00 11 00
Carbo Magnetic 15 00
Griffon Barbers' Favorite 10 75
Griffon No. 65............... .... 13 00
Griffon Safety Razors........ .... 13 50
" Stropping Machines. 13 50

REGISTERS.

Discount .... 40 per cent

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c. per lb.
Copper Rivets with usual proportion burrs 45 p.c. dis. cartons, 1c. per lb. extra, net.
Copper Burrs only, 30 and 10 p.c
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent

ROPE, ETC.

Sisal 12½
Pure Manilla...................... 15
"British" Manilla................. 13
Cotton, 3-16 inch and larger........ 16
" 5-32 inch.................. 21
" ⅛ inch 22
Russia Deep Sea.................. 15
Jute 8
Lath Yarn 11½
Sisal bed cord, 48 ft......per doz. 65
" " 60 ft...... " 80
" " 72 ft...... " 95

RULES.

Boxwood, dis. 55 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS. per set.

Mrs. Potts, No. 55, polished. 70
" No. 50, nickle-plated. 75

SAND AND EMERY PAPER.

B & A. sand, 40 and 5 per cent.
Emery, 40 per cent.
Garnet (Rurton's), 5 to 10 p.c. advance on list

SAP SPOUTS.

Bronzed iron with hooks, per doz. 9 50

SAWS.

Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.
Crosscut, Disston's, per ft.. 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3
Hack, complete, each 0 75 2 75
" frame only 0 75

SASH WEIGHTS.

Sectional, per 100 lbs....... 2 00 2 75
Solid, " 1 75 2 00

SASH CORD.

Per lb...................... 0 23 0 30

SAW SETS.

Lincoln and Whiting, per doz. 4 75
Hand Sets, No. 1 Woodyatt (Morrill) 4 25
X-cut Sets, No. 3 Woodyatt (Morrill) 9 50

SCALES.

Burrow, Stewart & Milne—
Imperial Standard, 40 per cent.
Weigh Beams, 35 per cent.
Champion Scales, 55 per cent
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.
Warren's new Standard 40 p.c.
" " Champion 55 p.c.
" Weighbeams, 35 per cent.

SCREW DRIVERS.

Sargent's per doz.......... 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 3-in. style...... per doz. 6 60
Common doors, 2 or 3 panel, yellow and green std., 3-in. style, per doz 6 80
Common doors, 2 or 3 panel, in natural colors, oil finish, per doz..... 8 15
4-in, style 20c. per doz. extra.

SCREWS.

Wood, F.H., bright and steel, 87½ and 10 p.c
Wood R. H., " dis. 82½ and 10 p.c.
" F. H., brass dis. 80 and 10 p.c.
Wood, R. H., " dis. 75 and 10 p.c.
" F.H., bronze, dis. 75 p.c.
" R.H. " 70 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz. 3 25 4 00
" iron, " 4 25 5 00
Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.

Per doz., net...... .... 5 00 8 00

SCYTHE SNATHS.

Canadian, dis. 40 p.c.

SHEARS.

Bailey Cutlery Co., full nickeled, dis. 60 and 2½ p.c.
Bailey Cutlery Japan handles, 67½ p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.

SINKS.

Steel and galvanized, discount 45 per cent

SNAPS.

Harness, German, dis. 25 p.c.
Lock, Andrews'............. 4 50 11 50

SOLDERING IRONS.

1, 1½ lb., per lb..................... 0 37
2 lb. or over, per lb................. 0 34

SQUARES.

Iron, No. 493, per doz 2 40 2 55
" Mo. 494, " 3 25 3 40
Steel, dis. 60 to 60 and 5 p.c.
Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.

Plain, dis., 75 and 12½ p.c. off revised list
Retinned, dis., 75 p.c. off revised list.

STAPLES.

Galvanized.................. 3 25 3 50
Plain....................... 2 90 3 15
Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

WINDOW GLASS —TO IMPORT.

Prompt Deliveries

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BEST GLASS of all kinds, our own manufacture. **Closest Prices.**

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Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

STOCKS AND DIES.

American dis. 25 p.c.

STONE.

	Per lb.	
Washita	0 28	0 60
Hindostan	0 06	0 07
" slip,	0 09	0 09
Labrador	....	0 13
" Axe	....	0 15
Turkey	....	0 50
Arkansas	0 00	1 50
Water-of-Ayr	0 00	0 10
Scythe, per gross	3 50	5 00
Grind, 2 in, 40 to 200 lb, per ton	....	25 00
" under 40 lb. "	....	28 00
Grind. under 2 in. thick "	....	29 00

STOVE PIPES.

5 and 6 inch Per 100 lengths	....	7 00
7 inch " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4—3 dozen in case, net cash	$4 80
No. 6—3 dozen in case, "	8 40

TACKS, BRADS, ETC.

Cheese-box tacks, blued	80 & 12½
Trunk tacks, black and tinned	85
Carpet tacks, blued	80 & 15
" " tinned	80 & 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 & 10
In dozens	75
Swedes, upholsterers', bulk	85, 12½ & 12½
" brush, blued & tinned, bulk	70
" gimp, blued, tinned and japanned	75 & 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	5½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
Lining tacks, in bulk	15
" solid heads, in bulk	75
Saddle nails in papers	10
" in bulk	15
Tufting buttons, 32 line, in dozens only	60
Tin capped trunk nails	25
Zinc glazier's points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Shoe nails	60
Clinch and duck rivets	45

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel, each	0 80	8 00

TINNERS' SNIPS.

Bailey's, dis. 25 p.c.

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.

Disston's discount 10 per cent.

German, per doz	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian, per lb	....	0 27
Wrapping, cotton, 3-ply	....	0 19
" 4-ply	....	0 23
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12¾
Pipe Vise, Hinge, No. 1	....	3 50
" No. 2	....	5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

WIRE.

SMOOTH STEEL WIRE.

No. 0-9 gauge	$2 60
10 "	6c. extra.
11 "	12c. "
12 "	20c. "
13 "	30c. "
14 "	40c. "
15 "	55c. "
16 "	70c. "

Add 60c. for coppering and $2 for tinning.

Extras net per 100 lb. — Oiled wire 10c. spring wire $1.25, special hay baling wire 30c. best steel wire 75c., bright soft drawn 15c. charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks 50c., in ½-lb. hanks 75c., in ¼ lb. hanks $1.

Fine Steel Wire, dis. 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, 7.65—No. 24, $8—No. 25, $9—No. 26 $9.50—No. 27, $10—No. 28, $11 No. 29. $12—No. 30, $13—No. 31, $14—No. 32 $15, No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31 $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 33c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c

Brass wire, 62½ per cent. off the list.
Copper wire, 62½ per cent. net cash 30 days, f.o.b. factory.
Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, $3.50 to $3.85—No. 9, $3.85 to $3.15—No. 10, $3.60 to $3.95—No. 11, $3.70 to $4.10—No. 12, $3 to $3 30—No. 13, $3.10 to $3.40—No. 14, $4.10 to $4.50—No. 15, $4.60 to $5.05—No. 16. $4.85 to $5.35. Base sizes, Nos. 6 to 9 $2.52½ f.o b. Cleveland.
Clothes Line Wire, regular 7 strand. No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2 70, No. 19, $2.35; No 20, $2.30, f.o.b. Hamilton, Toronto Montreal

WIRE FENCING

Galvanized barb	3 00
Galvanized, plain twist	3 60

Galvanized barb, f.o.b. Cleveland, $2 67½ in less than carlots, and $2.55 in carlots.

WIRE CLOTH

Painted Screen, per 100 sq. ft., net	1 37½

Terms, 3 per cent. off 30 days.

WASTE COTTON.

	per lb.
Colored	6
White	8

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 60 p.c.
Coe's Genuine, dis. 20 to 25 p.c

Towers' Engineer, each	2 00	7 00
" S., per doz	5 80	6 00
G. & K.'s Pipe, per doz	....	3 40
Burrell's Pipe, each	....	3 00
Pocket, per doz	0 25	2 90

WRINGERS.

Leader per doz.	$30 00	33 00
Royal Canadian "	....	24 00
Royal American, "	....	24 00
Sampson "	....	24 00

Terms 4 months, or 3 p.c. 30 days

WROUGHT IRON WASHERS.

Canadian make, discount, 40 per cent.

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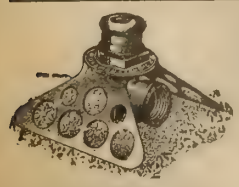

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Send for Folder No. 14.

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Makers of High Grade Varnishes, Japans, Paints, Colors & Enamels
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LATEST AND BEST SINGLE GUN ON THE MARKET.

MADE IN THREE STYLES THREE GAUGES UP-TO-DATE.

FINEST SINGLE GUN YET PRODUCED.

Our Goods are Handled by the Leading Jobbers.

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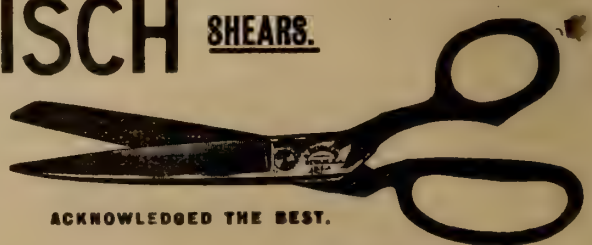
CELEBRATED **HEINISCH** SHEARS.

Tailors' Shears,
Trimmers, Scissors,
Tinners' Snips, etc.



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Not connected with any Shear Combination.

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Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—"Machinery," Newport. Emlyn Engineering Works, NEWPORT, MON., ENGLAND.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.** . . .

Ask for our Catalogue and Quotations.

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Heavy Hardware and Metal Broker
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Samples sent free on application.

HORSE NAILS—"C" Brand Horse – Nails Canada Horse Nail Co.

"BRASSITE" GOODS — Gunn Castor Co. Limited, Birmingham, Eng.

MADE IN CANADA—Hamburg Ground Razors

Every One Fully Warranted.

Made in all Standard Styles, Private Shapes and Brands.
Try a few dozens and you will always buy Razors made by

Also makers of **Shears, Scissors, Butchers' Knives and other Cutlery.**

BAILEY CUTLERY CO.

BRANTFORD, CANADA. Limited

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"CROWN HURON" RANGE.

The Coal Situation

is a sample of what **combinations** and **trusts** can do. We are outside of any combination, and therefore can name our own prices on Ranges. The price of the **"Crown Huron"** demonstrates our ability to do so.

The most perfect range ever offered.

Write for booklet.

THE WESTERN FOUNDRY CO., LIMITED, WINGHAM, ONT.

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Black Diamond File Works

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PHILADELPHIA

Twelve Medals

Awarded
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PATENT INTERLOCKING RUBBER TILING.

The most perfect floor covering for Hotels, Cafes, Business Offices, Banks, Court Rooms, Churches, Hospitals, Vestibules, Halls, Billiard and Smoking Rooms, Lavatories and Bath Rooms.

NOISELESS NON-SLIPPERY
WATERPROOF SANITARY

Carefully selected range of soft, beautiful colors affording ample scope for combinations in harmony with surroundings.

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We have now in stock:

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Silver Leaf,
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B. & S. H. THOMPSON & CO.

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Standard Railway and Carriage Varnishes
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—Wont turn white from the effects of water and sun.
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CANADIAN

HARDWARE AND METAL MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XIV. MONTREAL AND TORONTO, NOVEMBER 1, 1902 NO. 44.

FINEST QUALITY — BEST FINISH

HENRY BOKER

ARROW — WINGED SHOE — I&S. WORKS

TRADE MARKS REG'D

LARGEST VARIETY — LATEST DESIGNS

SKATES

For Sale by Leading Wholesale Hardware Houses.

"QUEEN'S HEAD"

GALVANIZED IRON.

You get what you pay for, and don't have to pay too much, when you buy the

"OLD RELIABLE."

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.

"Safford" Radiators

Manufactured for Heating all classes of Buildings by Hot Water or Steam. Made in different heights, beautiful designs. Plain or Ornamental.

THE DOMINION RADIATOR CO., Limited

Head Office and Works: DUFFERIN ST. TORONTO, CAN.

Guns and Rifles.

RICE LEWIS & SON Limited

Ammunition

OF ALL KINDS

WRITE FOR PRICES.

TORONTO

Established 1855.

Canada Plates

Ordinary

18 x 21 x 60 sheets.
18 x 24 x 52 "
18 x 24 x 60 "
18 x 24 x 75 "
20 x 28 x 40 "

Best All Bright

18 x 21 x 60 sheets.
18 x 24 x 52 "

M. & L. SAMUEL, BENJAMIN & CO.

27 Wellington St. West, TORONTO, ONT.

English House: SAMUEL, SONS & BENJAMIN, 144 Fenchurch St., LONDON, E.C.

James Cartland & Son

Manufacturers of every description of **Limited**

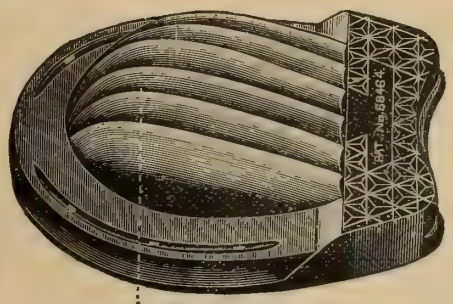
CABINET, BUILDERS', FURNISHING AND NAVAL BRASSFOUNDRY

BIRMINGHAM, ENGLAND.

London Showrooms: 57 Holborn Viaduct, E.C.

Air Cushion Rubber Horse Shoe Pads

WILL BE ASKED FOR.



Independent of the fact that they are the best Pads on the market, these Pads are being advertised so as to place them prominently before horseshoers and consumers.

Order Now and avail yourself of the advertising. Circulars and prices on application.

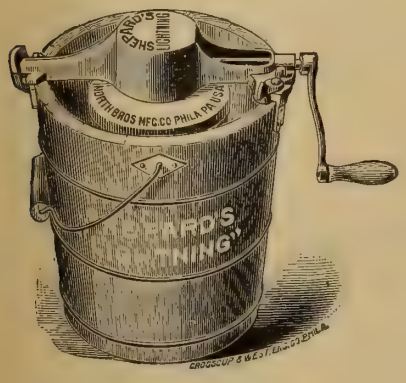
SEE THAT CUSHION?
It fills with air at each step.
That's what breaks concussion.
That's what prevents slipping.
That's what keeps the foot healthy.
That's what cures lameness.

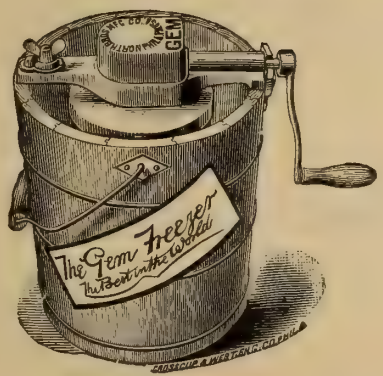
For sale by the wholesale trade or

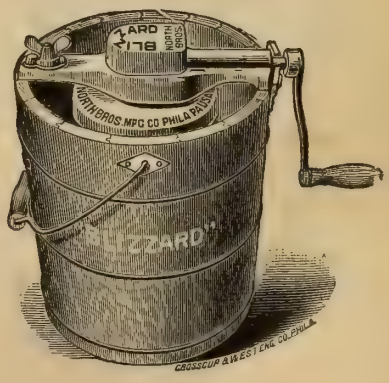
The Canadian Rubber Co.

MONTREAL TORONTO WINNIPEG VANCOUVER

Lightning, Gem Blizzard . . . FREEZERS







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Well Advertised.
In Demand.
Easily Sold.
Satisfactory in Use.
Of Known Reputation.

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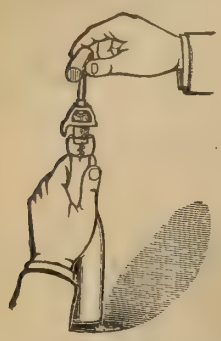
Cedar Pails with Electric Welded Wire Hoops.
Cans of Heavy Tin with Drawn Steel Bottoms.
AUTOMATIC Twin Scrapers.
"The Ice Cream Freezer Book" tells all about these and our other Freezers, mailed free.

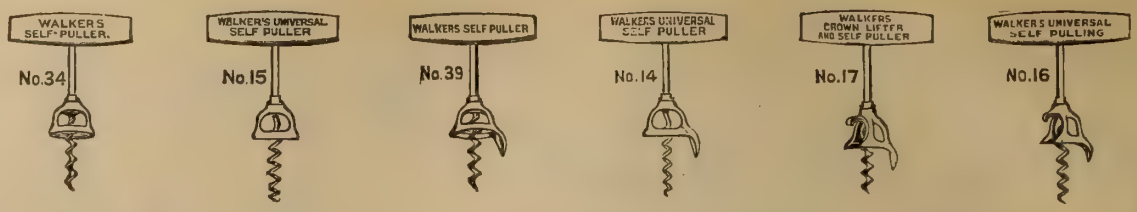
EXCEL IN

Easy Running.
Quick Freezing.
Economy.
Convenience.
Practical Results.

North Bros. Mfg. Co., Philadelphia, Pa., U.S.A.

See! You Don't Have to Pull. A Child Can Do It.





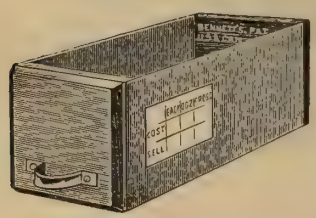
Walker's Self-Pulling Cork Screws

Made of Crucible Steel, Nickel Plated, Polished Wood Handles.

EVERY ONE TESTED AND GUARANTEED. Several imitations on the market, but none as good

Mfrd. only by ERIE SPECIALTY CO., Erie, Pa., U.S.A.

More Bennett's Patent Shelf Boxes.



The best testimonals are second orders.

"Chicoutimi, P.Q., May 24th, 1902—Please send us 212 more shelf boxes like the last.—Cote, Boivin & Co."

Write for prices to **J. S. BENNETT, TORONTO**

WIRE ROPE

Wire Rope. OF

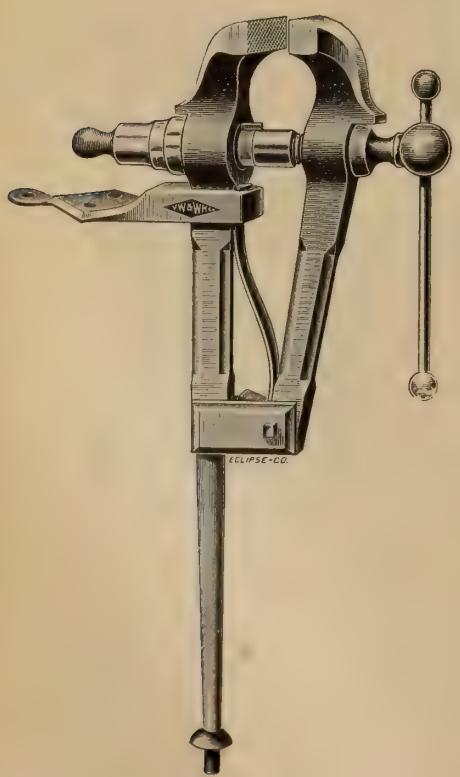
GREENING

All Kinds and Sizes AND FOR **All Purposes.**

PRICES RIGHT. PROMPT SHIPMENTS.

The B. GREENING WIRE CO., Limited

Hamilton, Ont. **Montreal, Que.**



Winning Favor in Australia

"The engineering merchants here consider your Solid Box Blacksmiths' Vises superior in quality and workmanship to any they have ever handled. They say they are remarkably suitable, and give perfect satisfaction."

[Extract from letter received from our Australian Agents located in Melbourne.]

Our facilities are unexcelled for making

Blacksmiths' and Machinists' Vises

Modern equipment and methods, high-grade material and workmanship are combined in our plant, producing

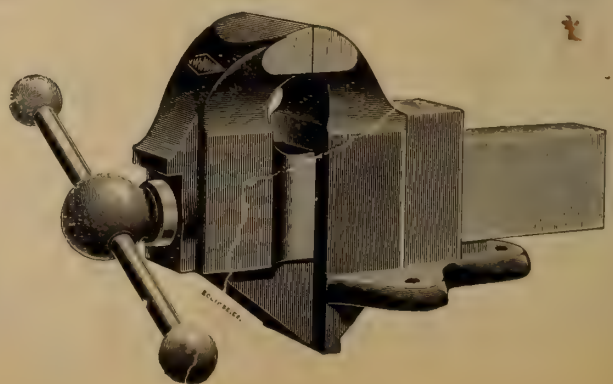
THE BEST VISES MADE

Lamplough & McNaughton

CANADIAN SALES AGENTS

19 De Bresoles St., Montreal

Manufactured by



THE COLUMBIAN HARDWARE COMPANY

CLEVELAND, OHIO.

NEW CATALOGUE JUST ISSUED—WRITE FOR IT.

NECK TIES FOR COWS.

STABLE STYLES. STAPLE SELLERS.

COW TIES

DOMINION STALL FIXTURES AND SHORT COW TIES.

Calf ties, No. 1.
Cow ties, Nos. 0, 2 0 and 3 0.

NOV 5 1902 RETURNED

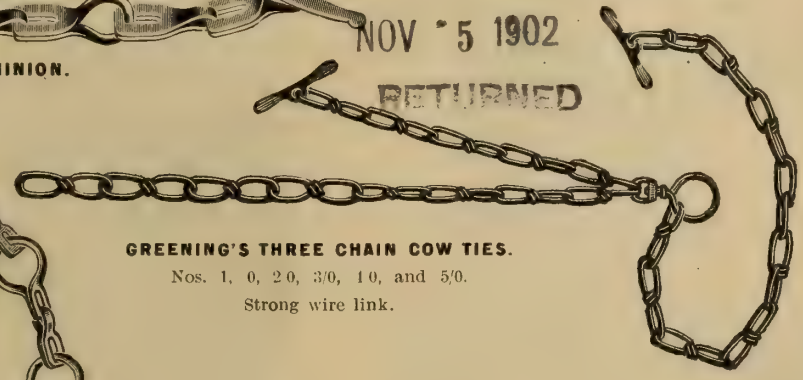
DOMINION.

NOV 5 1902 RETURNED

GREENING'S STALL FIXTURES AND "SPECIAL" COW TIES.

Nos. 1, 0, 2/0, and 3/0.

NOV 5 1902 RETURNED



GREENING'S THREE CHAIN COW TIES.

Nos. 1, 0, 2 0, 3/0, 1 0, and 5/0.
Strong wire link.

NOV 5 1902 RETURNED

Strong Wire Link

GREENING'S OPEN RING COW TIES.

Nos. 1, 1/0, 2/0, 3/0, 4/0, and 5/0.

AMERICAN OPEN RING COW TIES.

No.	1,	0,	2,0,	3 0,	4,0,	5.0.
For	Calf	Cow	Cow	Cow	Cow	Bull.

Furnished with Toggle or Snap.
Flat Steel Link.

SEND US YOUR ORDERS FOR YOUR WINTER'S SUPPLY.

LEWIS BROS. & CO.

MONTREAL

(Address all communications to Montreal)

TORONTO, 87 YORK ST.

QUOTE LOW

SHIP QUICK

OTTAWA, 54 QUEEN ST.

The Best Selling Range Ever Made.

Popular with dealers in every part of the country because it is so enthusiastically praised by every buyer.

Our Imperial Oxford

has won its laurels—it is the favorite range of Canada—widely advertised and everywhere appreciated for its practical superiority.

Are you familiar with its
Diffusive Flue Construction
Front Draw-Out Grate
Draw-Out Oven Rack
and other talking points

?

If there's any range business in your locality you'll get it by handling the Imperial Oxford. Fullest details if you write

THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

"Good-Cheer" Ranges ARE GOOD WORKERS.

AND THE **ROYAL "GOOD CHEER"**

Fully sustains the reputation of this celebrated line of Stoves.

ALL CAST LININGS.
DUPLEX DRAW-OUT GRATE.
SHEET STEEL OVEN.
OVEN THERMOMETER.

Thoroughly first-class in every respect.

The James Stewart Mfg. Co., Limited

WOODSTOCK, ONT.

THE J. H. ASHDOWN HARDWARE CO., WINNIPEG,

Wholesale Representatives for Manitoba and Northwest Territories.

"ROYAL GOOD CHEER"

SQUARE WITH HIGH SHELF.

CORDAGE

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope	Lathyarn
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Jute Rope	Bale Rope
Russian Rope	Lariat Rope
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Clotheslines	Drilling Cables
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"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

CONSUMERS CORDAGE COMPANY, Limited

Western Ontario Representative—
WM. B. STEWART,
Tel 94. 27 Front St. West, TORONTO.

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BUY THE

BEST PAINTS

AND SAVE YOUR MONEY.

It is always cheaper to buy the best. It costs as much to apply a cheap as it does a good Paint.

"BEAVER" BRAND and "T. L. & C. CO." BRAND — PURE PREPARED PAINTS

MANUFACTURED BY

THE TORONTO LEAD & COLOR CO., Limited

TORONTO

ARE THE BEST.

For interior and exterior use. Most economical, because they cover the greatest surface. Cheapest, because they wear longest. Most satisfactory, because they look best.

EVERY TIN GUARANTEED.

As for our New Century Catalogue and Color Cards.

THE "DOMINION JEWEL" RANGE

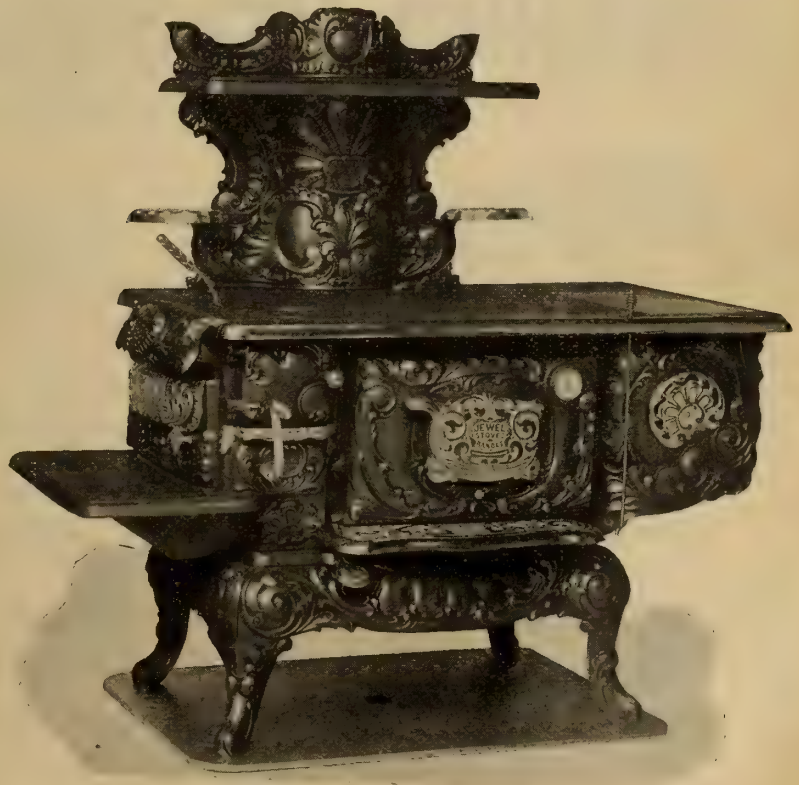
LEADS

Made in all sizes to suit all tastes.

in Style Finish Economy of Fuel and Up-to-Date Selling Features.

Prices in keeping with actual value.

The "Dominion Jewel" Range.



Manufactured by

The Burrow, Stewart & Milne Company, Limited

HAMILTON, CANADA.

HENRY ROGERS, SONS & CO., SHEFFIELD, ENGLAND.

H R S & C°

WIRE OF ALL DESCRIPTIONS
FOR IMPORT.

BARB & PLAIN GAL'D WIRE
IN STOCK.

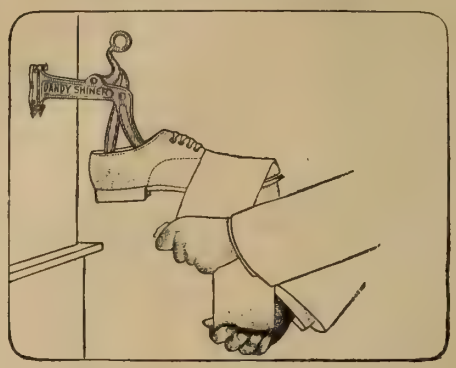
BARS, SHEETS and HOOPS.

Canadian Office:
6 ST. SACRAMENT ST., MONTREAL
F. A. YORK, Manager.

STANDARD TIN WORKS
MANUFACTURERS OF
TINWARE AND TIN CANS
Fruit Cans, Meat Cans, Jacketed Oil Cans, Baking Powder Cans, Lard Pails, Etc.

JAS. A. McGOLPIN
156-162 Duke Street, TORONTO.

THE DANDY SHINER
(nickel plated)
A HOUSEHOLD NECESSITY



Holds shoe rigid. Fits any shoe. 3 lasts (men's, women's, child's) go with each shiner.

Write for wholesale price to

L. H. Packard & Co., Montreal.

Some Good Reasons Why we claim your trade

FIRST—The brass we make is the standard by which all other brass is judged.

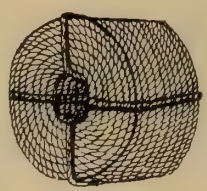
SECOND—It was good enough for good people 40 years ago, and now that we are making a better brass, it ought to be good enough for the younger generation.

THIRD—WE ARE ON THE SPOT with a full and complete stock for shipment same day order is received. This alone is worth a good many dollars in these rush times.

FOURTH—We have issued a comprehensive catalogue classifying over a Million Pounds. It's here for the asking.

WATERBURY BRASS CO.
122-130 Centre St., NEW YORK.

THE INDEPENDENT CORDAGE CO., Limited,
TORONTO.



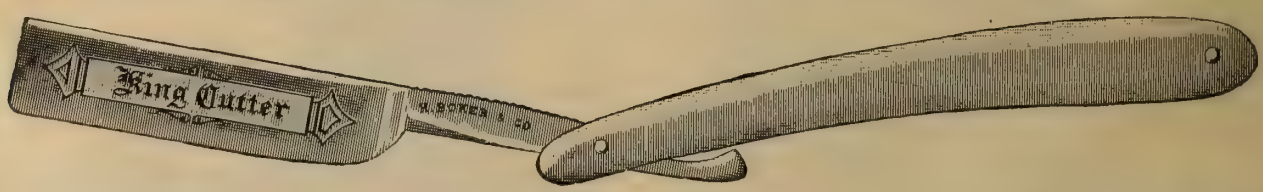
Highest Award Pan-American Exposition.

MANUFACTURERS OF ALL KINDS OF

SISAL MANILA ROPE, Lath Yarn, Shingle Yarn, Hide Cord, Pulp Cord, Clothes Lines **BINDER TWINE**

Transmission Rope a Specialty.

"Imitation the Sincerest Flattery."



H. Boker & Co. "KING CUTTER" brand Razors were duly registered at Ottawa by the undersigned, and any parties offering for sale or having imitations in their possession will be prosecuted.

There are no "KING CUTTERS" which do not bear the name of H. Boker & Co. and Tree, and parties having imitations will do well to return them and notify us about the matter.

Montreal, 140 McGill St.

Dorken Bros. & Co.

The phenomenal success of **THE UNITED STATES WIRE MATS AND MATTING** for the past 11 years has demonstrated that it is the matting the public has demanded since the beginning of the industry. It has gone into the hands of the dealers with most satisfactory results and unquestionably the most popular. They are the only practical, cleanly and hygienic mats for doorways and vestibules, hotels, theatres, kitchens, laundries, banks, schools, public buildings, bars, soda fountains, elevators, street and railway cars and station buildings, steamships, churches, etc., etc.

Write for our Booklet, "Modern Mats."

UNITED STATES WIRE MAT CO., DECATUR, ILL., U.S.A.

THE "**GLOBE**" POLISH HAS COME TO **STAY** AND ALL **DEALERS** CAN STOCK IT WITHOUT HESITATION.

TRY "GLOBE" AND YOU WILL USE NO OTHER. IT IS THE BEST.

"GLOBE" METAL POLISH

Write for a supply of Show cards and Advertising Novelties.

——WE SHALL BE PLEASED TO ANSWER ALL ENQUIRIES.——

RAIMES & CO., 164 DUANE ST., NEW YORK CITY.

Dark Days Light Stores

LUXFER PRISMS DO IT

LUXFER PRISM CO., LIMITED

100 King St. W., TORONTO.

It's **half** the battle to get the people in.

Do not lose the other **half** by not being able to show your goods in the right light.

We make a study of lighting dark premises.

Information cheerfully given.

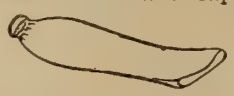
OUR TRADE A MARK

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

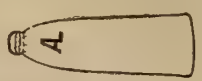
OUR TRADE A MARK

The Value of Annealing.

Annealing is the most costly step of mantle making—consequently a cheap mantle cannot be properly annealed—That is the reason a cheap mantle caves in like this if you lay it on its side, after burning off the coating—Try one—They injure your trade.



Mantles branded A are thoroughly annealed over pressure gas—They fit the burner—They don't shrink—They stand up this way—They are reliable—They help your trade.



—We are the sole manufacturers of A mantles.
—Write us if you are interested.

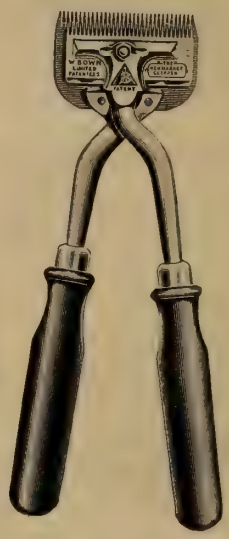
Lowest prices on Mantles, Shades, Chimneys, Globes and Sundries.

AUER LIGHT CO., MONTREAL.

BOWN'S "NEWMARKET" Clipper.

PATENTED 1874.

The King of Centre-Adjustment Clippers still remains unsurpassed after a run of nearly THIRTY YEARS



The Improved B. PATTERN "NEWMARKET" may now be obtained from all jobbers.

Detachable Plates.
Improved Cap with Long Bearing.
Rigidity and Easy Running.
Accurately Machined and Perfectly Fitted.

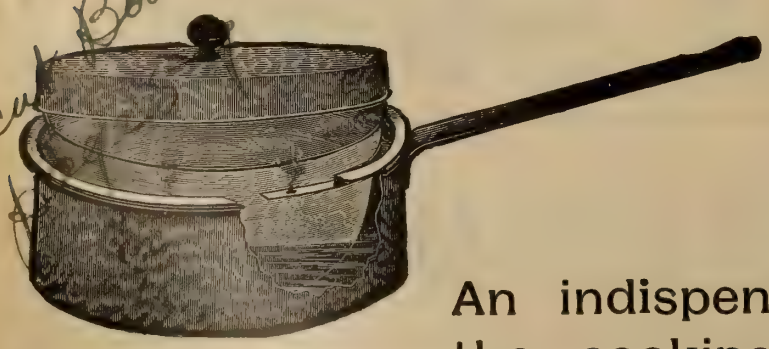
All Parts Interchangeable.

MANUFACTURED SOLELY BY

BURMAN & SONS, LIMITED

BIRMINGHAM, ENGLAND.

Kemp's Patent Steam Cereal Cookers



Made in Diamond, Pearl and Granite Steel Enameled Ware. Inside dish always supplied in White Ware.

An indispensable kitchen utensil for the cooking of Oat Meal, Cracked Wheat, and all cereal foods, preparing of sauces, gravies, custards, etc.

Only Manufactured by

KEMP MANUFACTURING CO., Toronto, Canada.

HARDWARE AND METAL

VOL. XIV. MONTREAL AND TORONTO, NOVEMBER 1, 1902 NO. 44.

President,
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Company, Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island, Northwest Territories, and Newfoundland.

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Published every Saturday.

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MONTREAL AND TORONTO, NOVEMBER 1, 1902.

AGAINST UNFAIR COMPETITION.

BETWEEN the honest and the out-and-out dishonest conducting of a business a good deal of pretty questionable work is carried on. The quality of goods is oftentimes said to be better than it really is, trade marks are unlawfully appropriated, opponents' businesses are disparaged, and in a thousand little ways unfair advantages are taken. In this country and in most countries none of these acts are criminally liable. Only in a few cases is a criminal procedure made possible by special law. The only protection afforded to the trade is through a civil action, and the inconvenience and expense of bringing such actions makes recourse to them unusual. The evil is winked at and allowed to continue.

In Germany, the most progressive nation on the face of the earth, so far as the handling of commercial problems is concerned, the difficulty is being faced in no uncertain manner. The criminal law has been called into operation by legislation of July 1, 1896. It strikes in the main at five evils:

1. Fraudulent advertising, i.e., false declarations concerning methods of production; make-up or prices of wares; source of supply; reason for selling; possession or ownership of trade marks. In the above cases, every business man or group of business men has the right to bring suit against the offending party, calling for the suppression of the above practices, also for damages. A fine not exceeding 1,500 marks ($357) can be imposed; repitition of such an offence is punishable with imprisonment not exceeding six months.

2. Detraction of a competitor, i.e., spreading false reports concerning the trade of another, his person, the manager of his business, or his wares. Offences of this nature are punishable with a fine not exceeding 1,500 marks ($357), or imprisonment not exceeding one year.

3. Misusing another's name in such a way that an unfair advantage is gained. Offending parties must pay damages, and are compelled to discontinue such practices.

4. Disclosing business secrets during time of employment. A fine not exceeding 3,000 marks ($714) or imprisonment not exceeding one year can be imposed, and, in addition, judgment of damages sustained. Any competitor using information gained in this way, as well as any third person disclosing such information to him, is liable to a similar punishment.

5. Deception as to the quality of goods. The Federal Diet has been empowered to prescribe that certain articles are to be sold at retail only in certain quantities, lengths, according to certain numbers, etc., etc., or with declarations as to number, weight, etc. The punishment for every infringement shall not exceed 150 marks ($35.70).

ADVANCE IN STOVES AND RANGES.

An advance of 5 per cent. was made on Thursday in the price of stoves and ranges.

For some months the demand for stoves and ranges has been unusually heavy, and some of the largest manufacturers realize that they will be unable to fill many of their orders.

The stove manufacturers in the United States advanced their prices some weeks ago.

The prices of hollowware have also been put up 5 per cent.

COMPETITION OF CITY STORES.

A renewed effort to capture the trade of the towns and country is said to be on foot by the departmental stores. These businesses have grown both in the cities and in the country, but they have extended more proportionately in the cities. The reason for this has been due to the increased vigor shown by the suburban stores which has enabled them to successfully oppose the departmental stores. To reach this country population the city businesses are calling on the services of the press and requiring the city dailies to extend their circulations throughout the country. By this means they hope to build up a huge mail-order business. It remains to be seen how the country merchants are going to meet the difficulty.

AN ADVOCATE OF COMMERCIAL RETALIATION.

ANDREW CARNEGIE, the multi-millionaire, has a penchant for saying things which attract world-wide attention. None of his contemporaries possibly has it to a higher degree. Like a few other men whose words are eagerly gathered up and scattered broadcast by the daily press, Mr. Carnegie, no doubt, essays to pose as an authority on subjects upon which he is less qualified to speak or write than a good many others who, however, would attract no attention did they give public expression to them. Money, we are told, talks. At any rate, he who possesses great wealth will certainly be listened to when he talks. And this is the explanation of the readiness with which nearly everything Mr. Carnegie says, no matter upon what subject, is flashed from one continent to another.

But whatever subjects upon which he may not be qualified to speak, it is certain that he is entitled to attention when he gives publicity to his views on business matters.

A good many may question the methods by which he has accumulated his millions, but the fact that the measure of his commercial success transcends that of most men in any age stamps him as a great business man. On business matters he is therefore an authority. And when he dwells upon them, it is better that we should turn a listening and not a deaf ear towards him.

A few days ago, when delivering his installation address as Chancellor of St. Andrew's University, he startled the political as well as the commercial world by calling upon the Emperor of Germany to undertake the formation of an United States of Europe in order to meet the competition of the United States of America. He meant, of course, a commercial and not a political union.

It is not the first time such an union has been proposed in recent years, but it is the first time that the head of a great State has been, publicly at any rate, requested to take up the burden. And certainly not by anyone who is to all intents and purposes a citizen of the American Union. A couple of years ago Count Goluchowski, the Austro-Hungarian Minister of Foreign Affairs, pleaded for such an union. Whether or not the appeal of Mr. Carnegie will be more successful than that of the Austro-Hungarian Minister remains to be seen. But one thing is certain, it will give added interest to a subject which already has a good many advocates in Europe.

It is quite possible that the consummation of an United States of Europe, within the confines of which low tariffs or free trade toward each other may rule, and high tariffs against the United States of America dominate, will never be realized; but at the same time its realiztion is not impossible. Whether or not, therefore, Mr. Carnegie's remarks stir up the countries of Europe to take common action against the United States of America, they should further open the eyes of the latter to the fact that their present policy of industrial exclusiveness threatens to array their European customers against them. And it is, of course, to Europe that the United States exports the greater part of their surplus products.

To the European continental countries to which Mr. Carnegie made his appeal, the United States export more than $500,000,000 worth of products, while their export trade with Europe, taking into account what they send to Great Britain, aggregates over $1,000,000,000. What is termed the favorable balance of trade is nearly $250,000,000 with continental Europe, and nearly $500,000,000 including Great Britain in the valuation.

It is a well-known economic law that "when the produce of any particular branch of industry exceeds what the demand of the country requires, the surplus must be sent abroad and exchanged o r something for which there is a demand at home."

The United States ignore this law. The more they develop industrially the more they need foreign markets for their surplus. They recognize this, but they do not want to buy anything in return. And they frame their tariff with that end in view. The consequence is that on the continent of Europe, in Great Britain and in Canada a spirit of retaliation is developing. And now Mr. Carnegie, who has profited as much as anyone by the policy of exclusiveness, is giving the nations lessons in the art of retaliation and industrial exclusiveness.

A NEEDED POSTAL REMEDY.

AMERICANS visiting Canada on business or pleasure frequently inadvertently use postage stamps of their own country instead of those issued by the postal authorities of the Dominion. Canadians visiting the United States frequently make the same mistake when mailing letters to their homes. Letters thus improperly stamped are sent to the dead letter offices of their respective countries. That a great deal of inconvenience and loss, particularly to business men, is caused thereby is evident.

The methods of dead letter offices have lost a great deal of the crudeness that characterized them a few years ago; but there is still room for further improvement. And one of them is in regard to international mail matter.

Mistakes of all kinds we usually have to pay for, but it is unreasonable that letters, no matter how important they may be, should be consigned to the dead letter office because of a mistake which anyone in an absent-minded moment is liable to make.

It seems to us that the proper thing to do would be to forward to destination the letter that bears the stamp of the country to which it is sent instead of that of the country in which it is mailed, and there collect from the receiver, say, double postage. It ought not to give the postal authorities any more trouble, while it would, at the same time, be a much more business-like method.

Sir William Mulock, the Canadian Postmaster-General, has always shown a readiness to adopt newer and more modern methods in the administration of his Department. And here is another opportunity for him to exercise this faculty by entering into negotiations with the postal authorities in the United States for the purpose of remedying the present unsatisfactory and inconvenient state of affairs.

BAR IRON SITUATION.

The market for bar iron is very strong at present, and prices are likely to go considerably higher. The quotations have been advanced to a $2.05 basis in Toronto, and some handlers have even asked $2.25 per 100 lb. The demand for this article is heavy and has been so all summer. Shipments from the furnaces have been slow, and the manufacturers of bolts, nuts, etc., in Canada have been much hampered in their operations in consequence.

Raw material, in the shape of coke and scrap metal, at present is scarce, and this is what is giving the market its bullish turn. Many jobbers are expecting a decided advance in the prices of this product before long.

INDUSTRIAL GOSSIP.

A FURNITURE factory, with a capital of $75,000, and to employ 75 mechanics, is offering to locate in Berlin, Ont. The company asks for a free site and exemption from taxes for ten years.

Ross, McRae & Battle have been awarded tenders for the construction of the Temiscaming Railway from North Bay to Lake Temiscaming, a distance of 110 miles.

The sub-contract for the first 30 miles of the Temiscaming and Northern Ontario Railway has been given out, M. Doughney & Donovan taking the first six miles. A gang of 20 men are now at work and others are arriving daily.

The Pratt-Letchworth Co., of Brantford, contemplate building an addition to their foundry which will double their capacity. When their new buildings are completed they will employ 600 hands. They are now giving work to 300 persons.

It is hinted that the Mississaga Lumber Co. intend to build a large sawmill in Algoma, if only a suitable site can be found. A shingle mill is also spoken of. This is a big industry there, and the present shingle company are working overtime.

The Booth Copper Co., Limited, Toronto, have had an exceptionally busy season. They have just completed installing two 12-ft. vacuum pans in the Dresden sugar factory. There are over 90 tons of iron and copper in these two pans.

The Silicate Brick Co., of Sydney, C.B., are only awaiting the arrival of machinery to commence operations. The output of the company will be 20,000 bricks per day, and they are expected to take the place of imported pressed bricks in the local market.

Another blast furnace will be constructed by The Nova Scotia Steel and Coal Co. at Sydney, C.B., as soon as the one now on the way is finished, which will be in a short time as the work is being pushed rapidly. The output of the new furnaces will be about 300 tons each per day.

An asbestos deposit has been discovered on the shore of Lake Temiscaming by Wellington Mackenzie, of Toronto. This is said to be the only known deposit of asbestos in Ontario, and will be developed at an early date. Samples of the article show the fibre to be unusually long and clean.

A project is mooted to erect a marine railway capable of taking vessels up to 4,000 tons at North Sydney. Both Cape Breton and outside capitalists are interested, and the cost is to be about $500,000, and concessions will be applied for. The shipping at the port of North Sydney is increasing rapidly as it is open all the year round.

The Dominion Peat Co. at Newington, near Ottawa, are about ready to commence work, and on November 1 the Ottawa public will be able to purchase this Canadian fuel. The fuel will take the form of bricks, and the company claim that the price laid down in Ottawa will be much less than coal.

The Kemp Manufacturing Co. offer to purchase from the Toronto City Council land to the east of their factory on Bell street and some other small parcels in the same neighborhood, as they wish to extend their factory and also to establish direct communication by siding, with the railways.

Mayor Hendrie, of Hamilton, is looking out for another new industry for that city, and is quite hopeful of success. A large concern that has its headquarters in Detroit and manufactures heavy machinery has for some time been contemplating a Canadian branch, and they apparently have a preference for Hamilton.

The Great Northwest Mining Co., with an authorized capital of $3,000,000, has been incorporated under the laws of Ontario to develop mines in New Ontario, principally in the Rainy River District. The Canadian head office will be in Toronto, and the United States headquarters will be in New Jersey. The capital is said to come from the United States.

W. W. Harper has erected a new woodworking factory at Charlottetown, P.E.I., in the place of his old one that was burned down a short time ago. The new building is 26 x 48, has a conerete floor, iron doors, and a boiler house at the rear end, and is bricked on four sides. A new engine has been installed, and also a band saw, moulder, sandpaperer, power-mortising machine, and a combination cutting off and ripping saw table.

A capitalist of London, Eng., Victor Blagden, is reported to have been in Sydney, C.B., recently considering the advisability of establishing a plant there for the manufacture of the products of coal tar. Amongst the products of this tar which would be turned out by this company of Mr. Blagden's are crude naptha and carbolic acid. Mr. Blagden was accompanied by E. R. Gabbitt, of London, and John Craven, of Manchester.

A Parry Sound correspondent says that the grading of the tracks and switches of the James Bay line to Dufferin street station will soon be completed. The station building is a neat and commodious one. The engineers are busy completing the survey from French River back to Cedar Rapids, and will make still another survey from Canal Rapids to French River by way of Wilson and McConkey. When a thorough survey determines the best location for the main line, the contract for the construction of the section of the railway from Parry Sound to French River will be let.

For the purpose of manufauturing refrigerators, screen doors and windows, pails, buckets, etc., Brantford capitalists have organized the Harold-Sanderson Co., Limited, capitalized at $40,000. The company will operate in Paris in the factory formerly occupied by the Adams' Wagon Works, and will employ at the start 30 men, increasing this number to 100 within a year. The Paris Council has promised exemption from taxation and fire protection for ten years. Machinery to the value of $7,000 will be installed at once, and work will be commenced as soon as possible. Mr. John Harold, Brantford, will be the manager of the new concern.

TRYING TO MAKE STEEL.

The Baldwin Iron Works, Ottawa, are making a series of experiments with a view to determining whether they could turn out at their works steel suitable for cutlery and fine hardware. If a good quality of steel can be produced the making of hardware will be proceeded with immediately. During the past year the company have erected two foundries and a machine shop, which they have equipped well with machinery. For the year their business has been very prosperous. The following are the directors of the concern for the year ensuing: Geo. G. Roe, J. H. Gervan, Dr. D. C. McLaren, Geo. M. McLaren and R. C. Roe.

NEW IRON WORKS AT LONDONDERRY.

A large iron-working plant is being erected at Londonderry, N.S., by the Londonderry Iron Works, a company, the controlling interests of which are in the hands of T. J. & J. J. Drummond, Geo. Beatty, and J. C. Clark, of Montreal. The cost of the works will be about $75,000, and several new buildings will be erected and old ones utilized. The blast furnaces are to have a capacity of 40,000 tons of pig iron a year, and the iron foundry and pipe shops will turn out, when in operation, castings at the rate of 80,000 tons a year. The company will mine all its own ore on its Londonderry properties and operate the foundries, blast furnaces and pipe shops at their full capacity. The works are likely to be in running order early in the new year.

THE C.I.F. TERMS.

THE number of additional communications in regard to the C. I. F. question shows that a lively interest is still being taken in it. A feature of the communications which are published below is the fact that one of them is from a Manchester, England, firm, showing that the subject is beginning to excite some interest there.

Editor HARDWARE AND METAL,—The complications in the business expression C.I.F. seem to be innumerable. This discussion, however, is centred upon the expression "insurance." Apparently the purchaser provided for "insurance" upon his goods when contracting his purchase. When he agreed that "insurance" should be included in his purchase money, he took it for granted that "insurance" of the generally accepted meaning would be effected, and I claim that the word "insurance" in that phrase C.I.F. means insurance against all risk. If there be a difference of opinion as to its meaning, then the seller has a loophole through which to escape, otherwise he has to deliver his goods in perfect order at the destination agreed upon at time of purchase.

H. B.

Editor HARDWARE AND METAL,—We have watched with much interest the discussion going on in your columns lately in regard to the C. I. F. question, and can only say that we had a case ourselves about a year ago, in which about 100 tons of galvanized wire were involved, which fortunately turned out all right, but which brought the question of the seller's liability up, and they acknowledged that they were liable until the goods were delivered in good order in Montreal. This view coincided with that of some of the oldest men in the trade here, whom we consulted on the subject. We would have refused to accept delivery of the goods if they had not been in good order.

JAMES HUTTON & Co.

Montreal, Oct. 28.

Editor HARDWARE AND METAL,—As exporters in a large way we have been interested in the letters in your valuable paper respecting the terms of a C. I. F. sale, and notice a remark in Mr. St. Arnaud's letter of October 4, which we do not think is correct. He says that the buyer "has nothing to do with freight and insurance." What we find to be the generally accepted reading of a C.I.F. sale is that the seller merely pays freight and assurance for and on behalf of the buyer. In support of this, the buyer frequently demands insurance policy, to which, if the insurance did not concern him, he would have no right; further, in case say of a steamer being lost, it is a general custom with Canadian importers to claim the value of their goods together with a percentage (10 per cent. generally) for loss of sale. If the insurance were covered by the seller for his own account, all he could be expected to do in case of such a loss would be to send out another shipment to replace the lost one, and the buyer could not claim any damage, as the seller would be covered by the "force majeure" clause, which is now invariably inserted in contracts. This all goes to show that importers, as a general rule, accept the insurance as being covered for their account. Accordingly it rests with the importer alone to say whether the goods shall be insured against total loss alone, or whether a higher premium shall be paid to insure against all risks. Unless the importers in the present case gave the sellers instructions to cover the insurance against rust, then the whole occurrence is through an omission on their part, for which they alone are responsible. As exporters, this is the position we should take.

"MANCUNIAN."

Manchester, October 14.

Editor HARDWARE AND METAL,—I have noted with a great deal of interest the controversy in your columns re the matter C.I.F., and I think that the letter in your recent issue (October 25), signed "Importer and Wholesale Grocer," is the most forcible I have yet read on the matter. It puts the case in a "nutshell."

I certainly contend with him, and with others who have already written you, that when goods are sold C.I.F. the party selling the goods is responsible for their safe delivery in good order, and it is therefore his duty to protect himself by whatever insurance best suited, if F.P.A. or A A.R.

Why should the buyer have to concern himself about what class of insurance is placed on the goods he is buying? Nine cases out of ten the buyer does not go into the question of what class of insurance the goods are to be placed under, and it is only later on when a loss is made that he is told —"Oh! the insurance we had your goods under does not cover your loss."

This is not right and it is a subterfuge to tell a merchant that the goods are going to be insured when, in reality, it is only a part insurance

We had exactly a similar case to this some time ago in which we received a quantity of wrought iron pipe from England and which was damaged in transit. We refused to pay full value for the pipe, claiming that, as the goods were sold C.I.F. Quebec and therefore insured, the insurance company should cover the loss. Our shippers told us that the insurance did not cover loss of this kind and if we did not pay up they would sue us for the amount. After consulting several leading hardware merchants they told us to let them sue. However, we eventually compromised and agreed to allow half the amount of damage.

In order that a definite conclusion might be reached on this question I would advise that the matter be brought to the notice of the various associations in Canada, viz., Canadian Manufacturers' Association, the Canadian Wholesale Hardware Association, the Wholesale Grocers' Association and any others you, Mr. Editor, may deem necessary. I would hardly think that after a careful decision had been reached by these gentlemen that the law would upset the rendering they would give to the term C.I.F.

MECHANICS SUPPLY CO.,
Per W. H. Wiggs.

Quebec, October 27, 1902.

THE TRENT CANAL LIFT LOCK.

Chas. G. Knott, of The Canada Screw Co., Toronto, has returned from a trip to Peterboro' and while there inspected the new "lift lock" in the Trent Canal, which, it is claimed, is the only one of its kind in America. The lock has already cost the Canadian Government $400,000 and has been building for several years. By means of hydraulic power vessels are lifted or lowered, as desired, a height of 65 feet. The lock is made of a mass of concrete and two wells have been drilled in the solid rock, nearly 100 feet deep, to supply the hydraulic power to lift the vessels which pass through the canal. The work is a wonderful device, and when the canal is completed a wonderful saving in distance will be effected in carrying grain from the Northwest.

CATALOGUES, BOOKLETS, ETC.

CHRISTMAS GOODS CATALOGUE.

The new Nerlich catalogue contains many lines of interest to the dealers who handle Christmas specialties. In addition to a very large showing in fancy goods, toys and dolls, a special fancy china department has been added, where is listed a big variety of fancy cups and saucers, plate sets, bread and butter plates, cake plates, berry sets., etc.

A post card to Nerlich & Co., Toronto, will bring any dealer a copy of this catalogue.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

CANADA AT FOREIGN FAIRS.

THE following exhibitions in which Canada is expected to take part will be of great interest to our readers. There are to be two in South Africa, one at Cape Town a year hence, and one at Johannesburg during the latter part of 1904. Canada has not yet decided, as a Government, in participating, but communication is being held with Lord Strathcona regarding the scope and importance of these two exhibitions. And action must be delayed until these communications are received.

The Government will be represented at the Osaka, Japan, Exhibition in 1903, and will occupy its own building. The Government will make a large display of agricultural and food products and in fruits and forestry, and the rest of the space, which is small, will be devoted to manufactured articles. It is somewhat difficult to determine what articles to exhibit to promote trade between two countries, but articles selected by the Government and commission will have freight charges paid, and an agreement made as to value so that in case of loss the matter could be adjusted without difficulty.

The Government has a collective exhibit or St. Louis in 1904 of our four great natural resources, namely, agriculture, horticulture, forestry and minerals. The rules and regulations preclude a collective exhibition of manufactures, as all articles have to be shown under their respective groups. Space will be supplied free to manufacturers who apply through the commission, and any information can be obtained at the Department of Agriculture, Ottawa. Mr. Hutchison, Exhibition Commissioner, will be in Toronto this week to confer with intending exhibitors.

SHIPPING FACILITIES AT HAMILTON.

The Grand Trunk Railway improvements at Hamilton for handling freight will be very complete when finished. The company has purchased the property on Ferguson avenue, extending from Robert to Barton streets, and intend erecting buildings to meet the demand of the "Ambitious City's" steady increase as a distributing centre. This will save a long haul to and from wholesale houses, and will allow loading and unloading to be done promptly.

CANADIAN GOODS FOR CURACOA.

Jacob Jesurun, the agent of the Canadian Manufacturers' Association at Curacoa, is visiting this country with the object in view of promoting trade between the Dominion and the West Indies and South America. He intends establishing an exhibition of Canadian products in Curacoa, and believes there is an excellent opening for establishing a trade. The prices should be low and the quality good to establish a trade, as prices can be advanced after, if quality is right.

Attention should be paid to light weight in packing as Customs duties can be greatly reduced thereby. Drugs, perfumes, soaps, etc., should be tastefully packed.

Mr. Jesurun desires to secure agencies and representatives for Curacoa, Venezuela, Columbia, Hayti and St. Domingo.

He has with him a number of samples of South-American products.

A Bit of History.

We began making paints over thirty-five years ago. We started with a small, one-story building; to-day we operate four large factories, in Cleveland, Chicago, Newark, and Montreal, and have offices and warehouses in seven other cities. We are the largest paint and varnish makers in the entire world.

High quality products, persistent, intelligent advertising, straightforward, honest dealings, and a dollar's worth for a dollar every time are the principles upon which we have built up our business.

The same principles applied to any business anywhere will bring like results. They are the principles that have made our agencies all over the United States and Canada pre-eminently successful.

No matter how much business you may be doing now, THE SHERWIN-WILLIAMS PAINTS and THE SHERWIN-WILLIAMS METHODS will help you do more.

Our booklet "B-13" tells why this is so. Write for a copy to-day.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CLEVELAND.

CHICAGO, NEW YORK, NEWARK, MONTREAL, BOSTON, TORONTO, SAN FRANCISCO. KANSAS CITY.

A CHEAP WAY.

A Missouri dealer took three new silver coins—a dime, a quarter and half-dollar—and stamped his initials on each one. He then put these in circulation through separate channels. After a week he took liberal space in his daily paper and advertised to give ten dollars in gold for the return of each one of the coins. The consequence was that he had everybody for miles around examining their money. He claimed that every time a man, woman or child in his territory came into possession of coins of this denomination they at once looked for the initials, and while doing so unconsciously thought of his store. The rather strange part of it is that, although this offer has been made for nearly a year, not one of the coins has been returned.—St. Louis Grocer

RETAIL MERCHANTS' CONCERT.

The Toronto Branch of the Retail Merchants' Association of Canada will celebrate the King's birthday by holding a concert in Massey Hall, Toronto, on the evening of November 10, at which several talented and popular entertainers will render selections.

"NOVO."

William Abbott, agent and importer of iron, steel, etc., is now keeping a stock of steel in Montreal of the high-grade quality known as "Novo" air hardening, especially adapted to the high speed obtained by the most modern machinery. It is also most suitable for dies, milling tools, etc., being easily annealed and worked into any shape or size.

HARDWAREMAN MARRIES.

On Thursday, October 23, a pretty wedding ceremony took place at Ste. Rose, Que., when J. G. Manseau, of the office staff of The Canada Hardware Co., was married to Miss Anna Nantel, of Ste. Rose. After the ceremony the young couple went on a trip to the west. Mr. Manseau is a popular member of The Canada Hardware Co.'s staff, and the felicitations he has been receiving have been many and hearty.

Walter Mitchell, general merchant, Port Stanley, Ont., has sold out to Hawkins & Dales.

QUEBEC IRON MOULDERS STRIKE.

The twenty-three employes of Terrault & Racine, ironfounders, of Quebec city, are out on strike. The wage question is the trouble. At present the moulders are paid $1.50 per day, and they want $2.25 as a minimum wage.

The strike is not likely to spread to the other foundries of Quebec, as those are members of the Founders' Association, in which the hours of labor and rate of wages have been fixed for the year.

As the cost of living has increased in Quebec, and wages are low as compared with those in other places of Canada and the United States, where they range from $2.40 to $4.00 per day, the moulders think their strike is justified, and also that it will hardly be possible to fill their places with skilled workmen at the wages now being paid. Meanwhile, the foundry of Terrault & Racine is closed down.

THESE WILL SELL.

The National Cutlery Co.'s ladies' shears have been much appreciated by the fair sex for their neatness and quality. They have no soft spots, no saw edges. The patent process of tempering insures a perfect edge, which, together with a steel ride, makes them the ladies' ideal. They are full nickel plated or enamelled, put up in separate pockets. Made in all sizes—3 in. up to 7 in. See the cut. Ask for catalogue.

THE SECOND STEAMER FOR AFRICA

The Elder-Dempster steamer Melville, which sails from Montreal for South Africa on November 18, is filling up rapidly with freight. So far, she will carry 2,000 tons of flour, 4,000 cases of butter, 3,000 barrels of apples and 2,000 cases of ham, in addition to cottons and woollens and agricultural machinery. The prospects are that she will go out as well filled up as did the Ontarian. Inquiries are already being received by Jas. Thom, manager of The Furness-Withy Company, for tonnage in their steamer sailing from St. John in December.

NEW HARDWARE PREMISES.

The Toronto Hardware Manufacturing Co., who have been in business for the past 21 years on Queen street west, Toronto, are erecting new premises on Dufferin street. Business has increased so rapidly during the past few years that they were forced to take this step. The new building will be 300 ft. long and 70 ft. wide and will be built of brick and iron. The corner-stone was laid on Saturday last by Mr. Wm. Ince, sr., in the presence of the members of the firm and a large number of friends.

They expect to be located in their new premises about the first of next year. The proprietors of the firm, Patterson & Gouinlock, are looking forward to a heavy winter's work.

Reputation - Builders.

A single Gun that will do for twenty years what is expected of it by thousands of users will build for itself a reputation that

Price Competition Does Not Effect.

A source of great satisfaction and profit to the

Maker, Dealer and User of

Iver Johnson Single Guns.

The trade prefer them ; the public demand them.

Semi-Hammerless, Trigger Action or Top Snap. Automatic Ejector or Non-Ejector. 12-16 gauge ; 28 to 34-in. barrels. Advanced and unexcelled features.

Send for lately published catalogue.

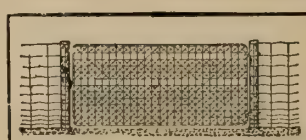
IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Salesroom : 99 Chambers St. FITCHBURG, MASS.

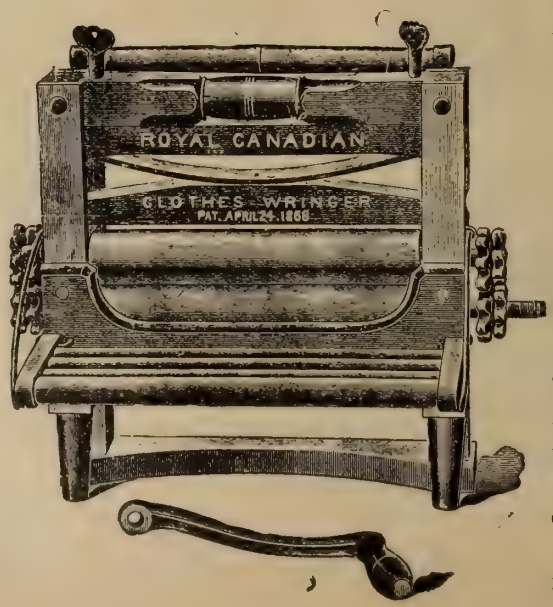
MANTELS, GRATES and TILE.

Are any of your customers building a new house? If so, why not try and sell them a mantel as well as hardware? They will want one, and it will pay you. Write us for catalogue and price.

THE BATTY STOVE & HARDWARE CO.
76 York St., TORONTO.



PAGE METAL GATES are so low in price no one can afford to use wooden ones. Light, and yet strong enough to support a heavy man on the end while he swings around the circle without causing them to sag. They are neat in appearance, will last a lifetime. Will not sag nor get rickety. They are supplied with latches which allow them to be opened either way and are self acting. The only good metal gate that is low enough in price for General farm purposes. We also make Farm and Ornamental Fence, Poultry Netting, Nails and Staples. The Page Wire Fence Co., Limited, Walkerville, Ont.



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"Royal Canadian"

Clothes Wringer

And 14 other different varieties.

All our wringer rolls are guaranteed, and vulcanized to the shafts. Our new price list and catalogue is just issued. We can save you money in this line.

J. H. Connor and Son, Limited

OTTAWA, ONT.

Delorme Bros., 15 Delresoles St., Montreal, agents for Montreal and East.

H. S. HOWLAND, SONS & CO., LIMITED.

WHOLESALE ONLY

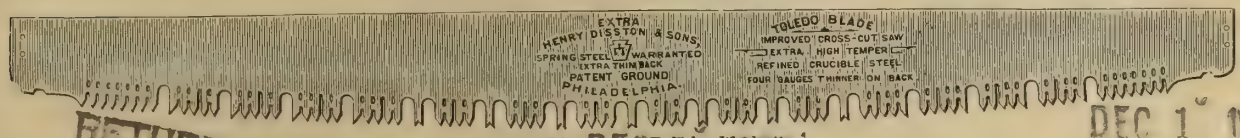
37-39 West Front Street, **Toronto.**

ONLY WHOLESALE

RETURNED DEC 1 1902

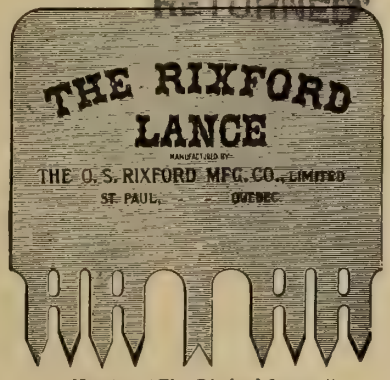
Cross Cut Saws.

"Triumph," Henry Disston's Champion Tooth, Narrow Blade (as cut). "Racer," No. 0, Shurly & Dietrich Lance Tooth.



Henry Disston's "Toledo Blade."

No. 15—"American Keen Cutter."



No. 12—"The Rixford Lance."

No. 10—"The Rixford King."

No. 3—"Lance Tooth."

No. 1—"The Lance."

No. 0—"The Racer."

LUMBERMEN'S SUPPLIES.

Cant Hooks, Peaveys, Pike Poles, Boot Calks, Saws, Axes, Rope, Chains, Bolts and Files, etc.

SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

ORDERS SOLICITED

Graham Nails are the Best.

Factory: Dufferin Street, Toronto.

OUR PRICES ARE RIGHT

MACHINERY AND ELECTRICAL SUPPLY DEPARTMENT

INCREASED USE OF OIL FUEL.

By E. P. WATSON.

THE discovery of new sources for the supply of fuel oil has reawakened the possibility of using it in Atlantic liners and other high-speed vessels. The objections hitherto have been uncertainty as to the continuance of the present oil fields, the slight margin of saving in comparison with coal in many localities, and want of success in obtaining good results through inexperience in the management of oil fuel, but these disappear, in great part, with the apparently unlimited production of the Texas and other new oil wells, and new types or systems of burners which are an improvement upon their predecessors. Many of the naval powers are now fitting out war vessels to use oil fuel, and others are experimenting with a view to its adoption later on. The German Admiralty have used oil on their China station for auxiliary purposes for months in lieu of coal. The Hamburg-American Company has four ships using liquid fuel wholly, and the North German Lloyd two, while the Dutch mail and cargo boats in the Far East employ oil solely as fuel. There are over 30 depots or stations now where oil can be procured regularly by vessels, and more are being laid down as rapidly as possible.

Oil fit for fuel purposes has the following chemical composition: Carbon, 88 per cent.; hydrogen, 10.75 per cent.; oxygen, 1.25 per cent. The other two impurities present in the mass are water and sulphur. The action of water is obvious, while the sulphur, if free, not in chemical combination, attacks both iron and steel, and mechanical means to separate the water, if oil is used on shipboard, are necessary. Recent experiments show that two tons of oil are equivalent to three tons of coal, while by volume 36 cubic feet of oil are equal to 67 cubic feet of coal as ordinarily stowed in bunkers. This increases the radius of action of a war vessel 50 per cent. upon the bunker weight allotted and nearly 90 per cent. upon the bunker space, without any alteration of the ship. It is also urged in favor of oil that it is easily supplied in mid-ocean—from transports—while coal presents great difficulties under the same conditions. In commercial work the gains predicted for oil vs. coal are surprising. In high-speed ships the weight and space occupied by the propelling machinery leave no room of any account for freight. The change from coal to oil would add nearly 2,000 tons to the carrying capacity of a given ship, while, as oil fires never have to be cleaned, the speed would be constantly maintained. With these and many other advantages in favor of liquid fuel it is not unreasonable to look for its general adoption in the near future, both on land and sea. Many locomotives are now using it, and others are being built for oil service, both in this country and abroad.

A HUGE BOILER.

John Inglis & Son, Toronto, are placing a huge boiler in the Gas Works. It weighs 50 tons. While being conveyed from the foundry to the gas works it broke through the pavement on King street in several places. It was drawn by 16 horses.

ELECTRICAL NOTES.

The United Electric Company have secured the contract for the lighting of the town of East Toronto.

The Board of Control, Toronto, has awarded the contract of lighting the City Hall to The Canada General Electric Co.

ELECTRICAL PLATE HARDENING.

A new method of the face hardening of steel plates invented by an officer of the American navy, is reported as being a success. The process is based on directing heavy currents of electricity upon the armour plate while in a heated condition, the action of the current through the carbon and into the plate carrying bodily into the mass of metal, a portion of the carbon. Plans are on hand for a continuance of practical experiments to further demonstrate its efficiency. It is claimed that by this process the time required by the Harvey and Krupp process will be reduced from three weeks to about five hours. There will also be a considerable reduction in weight of from 20 to 50 per cent. below that of a Krupp plate possessing equal power of resistance. In the matter of cost, it is claimed that by the electrical process the face hardening of armor will be as low and probably less that that of the present plan, and that for hard-face plate for commercial requirements it will be possible to reduce cost away below the present basis.

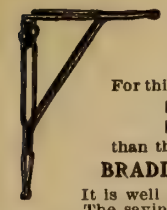
A NEW INCANDESCENT ELECTRIC LAMP.

OSMIUM has the highest melting-point of any metal, viz., about 2,600 deg. C., and it can therefore be used at a higher temperature than carbon in an incandescent lamp, making the efficiency correspondingly higher. The lamp was the invention of Dr. Auer von Welsbach, and The Auer Company, who are making it, will shortly be letting out lamps on hire. Owing to the rarity of osmium, it is found worth while to employ the metal remaining in the filaments after they have burned out. The chief difficulty appears to be the low resistivity of osmium. Owing to this, up to the present, lamps of 25, 35 and 50 volts only have been produced, and the smallest candlepower of a 35-volt lamp has so far been 40. The lecturer described experiments made with a 20-volt lamp at different pressures. At 25.5 volts the lamp gave 22 candle-power, and required 1.48 watts per candle. At 25 volts, the efficiency rose to 0.99 watts per candle and the candle-power to 46. At 30 volts the figures were 0.654 watts per candle and 99 candle-power; at 35 volts, 0.487 watts per candle and 171 candle-power; at 40 volts, 0.38 watts per candle and 275 candle-power; and at 50 volts, 0.32 watts per candle and 460 candle-power. At this pressure the lamp burned out. A life-test was made on another lamp at its normal pressure. This lamp required 1.5 watts per candle at the commencement, dropped gradually to 1.36 and 1.32 watts per candle, and finished at 1.4 watts per candle after 1,100 hours. During this time the candle-power, which started at 14.7, rose gradually to 16.8 after 250 hours, and then dropped to 15 candle-power after 1,000 hours' use.—Scientific American.

NEW ELECTRIC POWER HOUSE.

The new power-plant erected by H. A. Connall at the mouth of the Meduxnekeagt, Woodstock, was started on October 16. This plant was only 12 weeks in the course of construction.

The water-wheel is one of James Leffell's "Samson" turbine wheels, 56 inches in diameter, and is rated as giving 297 horse-power. The dynamos are of 250 k.w., each compound wound, and are capable of running 2,000 16 candle-power lights.



Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be
NOTHING BETTER
NOTHING CHEAPER
than the . . . .
BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong** and **Light.** The saving in freight is a good profit, aside from the **lower price** at which the goods are sold.

☞ Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

Bargains in Woodworking Machinery.

PLANERS.

12 inch, A. Doig Pony Planer.
20 " Jackson, Cochrane & Co. Pony Planer—NEW.
24 " C. B. Rogers Pony Planer.
24 No. 1½ McGregor, Gourlay Double Surfacer.
24 inch, L. Mitchell & Co. Surface Planer.
24 " No. 6 Goldie & McCulloch Single Surfacer.

PLANERS, MATCHERS AND MOULDERS.

13 inch, Nicholls & Co. 2 4½ x 14 inch Feed Rolls.
14 " G. R. Tompkins' Planer, Matcher, Moulder & Beader.

WOOD MOULDERS OR STICKERS.

8 inch, Cant, Gourlay & Co. Three-Side Moulder.
7 " " " " "

WOOD SHAPERS.

No. 1 Jackson, Cochrane Double Spindle—NEW.

TENONING MACHINES.

7 inch, Tenoner Machine Co., Double Heads and Copes.
Single Cope, McKechnie & Bertram Tenoner.

SAND-PAPERING MACHINES.

No. 1, London Make, Single Drum—NEW.
Interchangeable, A. C. Briggs Three Drum—NEW.

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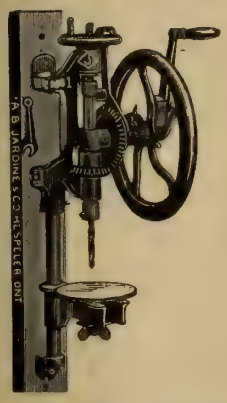
H. W. PETRIE

131-3-5-7-9-141-43-45 Front St. West and
8-10-12-14-16-18-20-22 Station St., TORONTO.

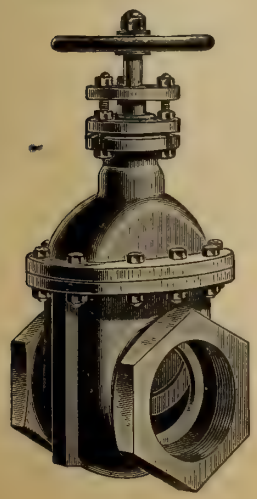


TRADE MARK J REGISTERED.

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.



We Make Good

VALVES

Write for Catalogue. It tells all about them.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.

DIAMOND EXTENSION STOVE BACK

They are easily adjusted and fitted to a stove by any one.

Please your customers by supplying them immediately with what they want.

Patented, July 11th, 1893. Canadian Patent, June 14th, 1894.

EXTENDED.

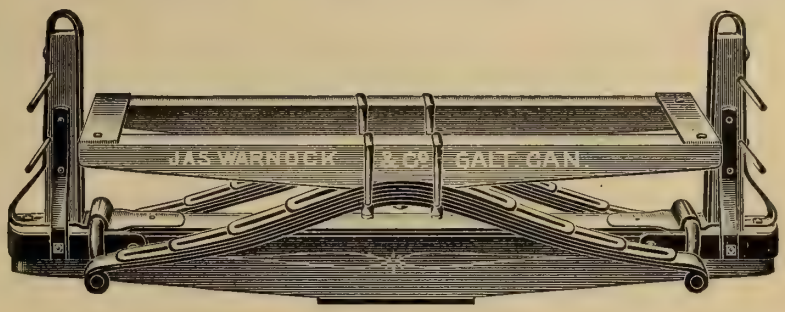
Sold by Jobbers of . . .

Hardware Tinware and Stoves.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
" " **A. R. WOODYATT & CO., Guelph, Ontario.**

"The Peerless"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices



James Warnock & Co. = Galt, Ont.

G. A. Crosby & Co. of Ontario, LIMITED

SARNIA, ONT.

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

Made in Two Sizes—6 and 7-inch Pipe.

E. T. WRIGHT & CO.,
Manufacturers, - - HAMILTON.

IDEAL QUICK ADJUSTING BOOT & SHOE HOLDER

PAT. JULY 1ST, 1902.

ALL METAL

Strong *Neat* *Durable*

The Canada Hardware Co.,
Wholesale Merchants Limited
MONTREAL

MACHINERY NOTES.

THE Mica Boiler Company of Montreal have received a large order for boiler coverings for steel plants from The De Beers Mining Company, of Kimberley, South Africa; they are also supplying their coverings for the boilers and steam pipes of a new British warship, now being constructed.

There are over 2,000 tons of steel rafters used in the new King Edward Hotel, Toronto.

Thayer & Vanslyke, dealers in machinery, buggies, etc., Aylmer, Ont., have dissolved.

The Polson Iron Works are putting a boiler in the new addition to The W. A. Murray premises on King street east.

H. W. Petrie, Toronto, has sold J. A. Knox & Co., 48 Wellington street, Toronto, an 11 inch x 5 ft. Barnes lathe.

The marine engineers are busily employed at packing the machinery of the boats that have laid up for the winter.

The McCormick Harvesting Machine Company, Montreal have dissolved and ceased doing business in the Province of Quebec.

A semi-portable boiler has been delivered to Chas. Turp, corner of Bloor and Dundas streets, Toronto, by H. W. Petrie, Toronto.

A fine tool in the shape of a 14-inch x 6 foot Porter lathe was delivered to J. J. Zock & Co., Adelaide street west, by H. W. Petrie, Toronto.

A No. 6 "Jewel" automatic engine and a 40 horse-power boiler have been shipped by H. W. Petrie, Toronto, to Oelschlager Bros., of Baden, Ont.

Shaw & Dunbar, Guelph, Ont., are installing two new 75 horse-power boilers in Bell's brick shop, Guelph, from which they have removed the old boilers.

The Polson Iron Works, Toronto, have closed a contract for the construction of two large lightships for the St. Lawrence River. They will cost $250,000.

B. F. Sturtevant, Boston, Mass., have placed three large power fans in the King Edward Hotel, Toronto. These fans are to be used to carry away all foul odors from the premises.

The Sylvester Manufacturing Company of Lindsay, Ontario, have been awarded the highest honor, a bronze medal, for their stationary gasoline engines and launches at the Toronto Exhibition, and are justly proud of their success.

Webb Bros. have the contract for the big addition to the sub-station of The Cataract Power Co., on North Victoria ave., Hamilton. They have about completed the brickwork on The Otis Elevator Works, but a chimney 75 feet high has to be erected before they will hand the buildings over to the company.

JUBILANT ORILLIA.

The tawnspeople of Orillia, Ont., are jubiliant these days as they are independent of coal and wood in running their light and water plants, and their manufacturers can look with condecending pity on those of other places who have a difficulty in procuring fuel. The present is a good time for impressing outside manufacturers with the advantages Orillia offers in the matter of cheap, convenient and reliable power.

CONTRACT FOR ELECTRIC LIGHT AWARDED.

The Toronto Junction Council held a meeting on October 19 and awarded the contract for the new electric light system to The Canadian General Electric Company for $3,580. The Western Electric Company, of Chicago, also tendered for the job, and their tender was $150 lower than The Canadian General Electric Company's, but the council chose the latter on the priociple of Canada for Canadians.

NEW WINDMILL CO.

A new company is being formed at Woodbridge, Ont., to be known as The Canadian Centrifugal Windmill and Manufacturing Co., to acquire the rights to the letters patent for Canada from T. M. Minnier, of Kansas City, maker of centrifugal windmills there. A good deal of the stock has already been subscribed for, not only in Woodbridge and vicinity, but also in Toronto, Weston, and other places, and a by-law is to be submitted for the purpose of granting a bonus to the company and exemption from taxes.

SOME SHOP TALK.

It was midnight in the machine shop, and all was silent until the rasping voice of the file was heard to say:

"I have rubbed up against lots of hard things in my life, but this Harveyized steel job has completely worn me out."

"Well, said the lathe, sympathetically, "I have done many a hard turn myself."

"Life is a great bore," supplemented the gimlet.

"A continual grind," put in the emery wheel roughly.

"With many a broken thread," added the steam pipe in hollow accents.

"Calm yourselves," advised the damaged fly-wheel "there may be a revolution soon."

"Don't mind him," said the soldering fluid acidly. "Every one knows he is cracked."

And in the confusion that followed the gas escaped.—Judge.

A NEW BRICK-MAKING MACHINE.

A Toronto firm has just acquired the American rights from Wm. Owen, C.E., London, Eng., on a brick-making machine calculated to produce daily 150,000 bricks as hard as granite. This is fifteen times the capacity of the machines now in use. The materials of the new bricks are lime and sand pressed and put through a hardening process involving chemical reaction.

A PRACTICAL DEMONSTRATION.

A practical demonstration in the use of the thermit invented by Dr. Goldsmidt, of Rouen, was given in the presence of a number of prominent railway officials at the works of Ballantyne & Co., 159 St. Antoine street, Montreal, and consisted of the welding of iron tubes, showing how it could be applied to flawed castings, and the welding of steel rails. The test was carried out by burning a hole through a half-inch steel plate in 30 seconds, and the welding of a heavy two-inch tube in 52 seconds.

THE TAYLOR-FORBES CO., LIMITED.

The Taylor-Forbes Company, Limited, whose advertisement appears for the first time in this journal, have just taken over the plants of Woodyatt & Co., manufacturers of general hardware, and The Guelph Malleable Iron Works in Guelph city. They purpose to enlarge their plants in the various departments, and, in fact, have since the first of April last increased their number of employes nearly 40 per cent., and they have building plans ready for further extensions just as soon as the weather will permit commencing operations. This firm have adopted the policy of the old Woodyatt Company of catering only to the jobbers to whom they will leave the distribution of their goods.

The experience of the members of the new firm in the foundry business is too well known to the general hardware trade of Canada to require any notice here. Suffice it to say that there is no one of the younger manufacturers of the day who have had anything like the experience of the head officers of The Taylor-Forbes Company, Limited. We may expect from this onward to hear a good deal of the new firm and its doings.

The officers of the new company are:

Jno. M. Taylor, president and general manager.
Geo. D. Forbes, vice-president.
Adam Taylor, secretary treasurer.
Joseph A. Hewett, assistant secretary.
Harry F. Moulden, general sales agent.

NAILS

Right Prices
Quick Shipments
Quality Guaranteed
Also
STAPLES

Write, Telegraph or Telephone
Page Wire Fence Co.
Limited
Walkerville, Ontario

RICHARD JOHNSON, CLAPHAM & MORRIS, Ld., Manchester AND LIVERPOOL, ENG.

CABLE ADDRESS—"Metallicus," Manchester.
CODES USED—ABC, AI, Liebers and Private Code.

Manufacturers and Metal Merchants

WAREHOUSE LEVER STREET

GALV'D SHEETS
GALV'D CANADAS
BLACK SHEET IRON
BLACK CANADAS
Range & Furnace SHEETS

TINPLATES, TERNES
TINNED SHEETS
PIG TIN, PIG LEAD
WIRE NETTING
GALV'D BARB WIRE

MONTREAL OFFICE:
Messrs. Copland & Co., Imperial Buildings.

HALIFAX OFFICE:
Messrs. Grant, Oxley & Co., 68 Bedford Row.

Beauty is Not Everything,

still it is a pleasing attribute and nowhere is it displayed to greater advantage than in **Gas** and **Electric Fixtures.**

Neat, attractive, and beautiful fixtures cost but a trifle more than the coarser ones, yet they add everything to the room.

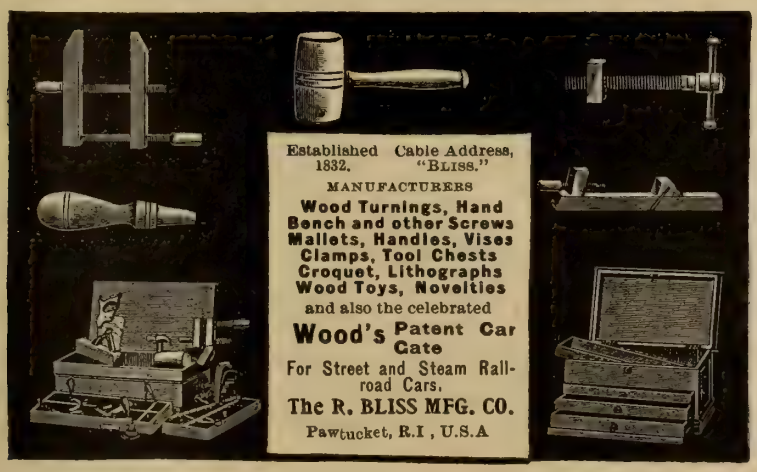
Our line is one of the most complete in the Dominion.

It is an artistic line, yet durability, quality and usefulness are not sacrificed to attain beauty.

Dealers carrying a line of electric or gas fixtures would do well to communicate with us.

The James Morrison Brass Mfg. Co., Limited
Steam, Plumbing and Brass Specialties. TORONTO

FREE INSURANCE AGAINST FIRE
JAMES CUNNINGHAM, SON & CO.
PLASBESTER
AGENTS WANTED IN EVERY TOWN.
the BEST ASBESTOS WALL PLASTER
Fire Proof
Frost "
Sound "
Will not crack.



Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.
75 YEARS. *ESTABLISHED 1825.* *75 YEARS*

Surprises IN
HORSE BLANKETS, JUTE and **DUTCH KERSEY HORSE BLANKETS,** Jute and Cotton **SURCINGLES.** Lowest prices. Descriptive list and prices sent on application.
H. F. FALKINER, - TORONTO.

Clerks wanting to buy
a business should watch the want colums of HARDWARE AND METAL. Better still, insert an ad stating your requirements. Cost is two cents a word each insertion, PAYABLE IN ADVANCE. When replies come in our care, five cents additional must be added for use of box and remailing.
HARDWADE AND METAL
MONTREAL. TORONTO.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Drill Hall, London," will be received at this office until Friday, 7th November, 1902, inclusive, for the construction of a Drill Hall, London, Ont.

Plans and specifications can be seen and form of tender obtained at this Department, and at the office of Messrs. Moore & Henry, Architects, London.

Persons tendering are notified that tenders will not be considered unless made on the form supplied, and signed with their actual signatures.

Each tender must be accompanied by an accepted cheque on a chartered bank, made payable to the order of the Honorable the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of the tender, which will be forfeited if the party tendering decline to enter into a contract when called upon to do so, or if he fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order.

FRED GELINAS, Secretary.

Department of Public Works,
Ottawa, 17th October, 1902.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.
(43—2)

PAINT, OIL AND BRUSH TRADES

Methods of Cleaning Paint—The Markets.

METHODS OF CLEANING PAINT.

AN exchange gives several methods for cleaning painted surfaces. With a piece of clean flannel dipped in warm water and then squeezed nearly dry take up as much whiting of the best quality as will adhere. Apply this, rubbing the paint work moderately, and afterward wash the surface with clean water and rub it dry with a chamois leather. This method is better than the use of soap. It requires but half the time and labor and leaves the surface clean and as good as new.

Another way is to dissolve half an ounce of glue and a bit of soap the size of a walnut in about three pints of warm water and with a well-worn whitewash brush well scrub the work, but not sufficiently to take off the paint, and rinse with plenty of cold clean water, using a wash leather. Let it dry itself. Work done in this manner will often look equal to new

Again, first take off all the dust with a soft brush and a pair of bellows. Scour with a mixture of soft soap and fuller's earth and use lukewarm water. If there are any spots which are extra dirty, remove these by rubbing with a sponge dipped in soap and water. Commence the scouring at the top of the door or wainscot and proceed downward and dry with a soft linen cloth. When cleaning paint, it is always better to employ two persons, one to scour and the other to rub dry.

Still another. The best and easiest way to clean all paint work, either varnished or even the most delicate paint, is to use a soft flannel dipped in paraffin oil. Rub on all dirty finger marks or even all over doors and wainscoting. Then rinse with clean cold water, and you will be delighted with the result; can also be used for cleaning furniture with the best results.

PAINT AND VARNISH EASILY REMOVED.

The practical difficulties that confront the painter when he finds it necessary to remove old varnish or paint are all resolved into easy work by the use of Adel-ite, the liquid and semi-paste varnish and paint remover made by Adams and Elting Company of Chicago. The manufacturers guarantee this solvent to be absolutely free from water, alkali or acids and objectionable odor and that it will not injure the hands. Yet it works like magic when applied to a painted or varnished surface. One coat brushed on and allowed to stand for a few minutes will so soften the varnish or paint that it can be readily removed with a piece of cloth or cotton waste saturated with benzine. It is invaluable for removing paint from glass, metal signs or window panes, or for cleaning brushes that have been thoroughly clogged with paint, and is a staple article for painters' use.

A SUCCESSFUL SUMMER.

The painting trade has had about as much work as it could handle during the past summer. There has not been what is called a slack week since the season opened last spring. Painters have been scarce at all times and work was much delayed on that account. Of course, the season is about at an end, but the majority of painters can see lots of work for the winter. They expect to have enough work all winter to keep the bulk of the men employed.

TURPENTINE OPERATORS PLEASED.

The past year is regarded as having been very good for the turpentine operators of Mississippi, as both turpentine and rosin have maintained uniformly good prices—turpentine averaging 33c. per gallon and rosin $1.75 per barrel of 280 pounds.

On the line of the Mobile, Jackson and Kansas City Railway, from Mobile to the present terminus at Wingate, there are 26 stills, each producing an average of 16 barrels of turpentine and 48 of rosin per day. The 26 distilleries make 416 barrels of turpentine a day, or 12,480 per month, a grand total of 99,840 barrels for the season. There is an average of 50 gallons to the barrel, so the grand total for the 26 stills will this year easily foot up to 4,992,000 gallons. Turpentine has been steady at an average of 33c. per gallon for all this season, so the cash consideration for this important product of the pine forests nets $1,647,360, or probably about $63,360 to each distiller.

There is a persistent story, as old as the distilling of turuentine, that the recipts from rosin pay the entire expenses of the naval stores manufactory. If this be true, the gentlemen engaged in that business have enjoyed a profitable season; and if it be not the fact, they have made a profit entitling them to congratulations.—Paint, Oil and Drug Review.

LACQUER FOR BRASS AND COPPER.

ACCORDING to Dr. Theodore Koller, the best method to lacquer brass and copper is with the so-called celluloid lacquer.

To prepare this it is necessary to dissolve the plain celluloid in a mixture of strong alcohol (methylated spirit) and ether, which must then be well shaken and left to settle down for six or eight hours. Subsequently the undissolved residue sinks to the bottom, and the clear fluid is ready to be drawn off.

This clear celluloid lacquer is then ready for use, giving a splendid brilliant polish, or it may be colored by the addition of aniline dyes.

There is another and cheaper method of making celluloid lacquer, which, however, has not the lasting qualities of the above mentioned process, and cannot be recommended.

A good celluloid lacquer may be applied to the thickness of a quarter of an inch, and it will always form an even, hard and durable surface. To dye celluloid lacquer it is necessary to dissolve the aniline dyes in strong spirits of wine, which is then added to the lacquer and well shaken.

To cover the articles with this lacquer is, however, rather difficult. The process is as follows: The articles must be free from all grease and dampness as if being prepared for electro-plating. They must be immersed in the lacquer in order to get an even surface. The immersion is accomplished by the aid of a thin wire, which is attached to the articles to be lacquered. They must be immediately withdrawn, drained and dried in a room heated to about 55 deg. Fahr. All articles must remain in the drying-room until free from any smell and thoroughly dry.

A LARGE PAINTING CONTRACT.

The contract price for the painting and decorating of the King Edward Hotel amounts to $85,000. The contract was let to American firms, but nearly all Toronto mechanics are employed on the work. The decorating is magnificent and shows to good advantage both for the contractors and men engaged on the job. This work will not be completed for several months yet. There are at least 200 painters and decorators at work on the job at the present time. The walls are all covered with linen first and then painted.

PAINT FOR STRUCTURAL WORK.

"Diamond" graphite paint is used universally among all foreign machinery and structural iron manufacturers. It is the only pigment known that can be used successfully on iron and stand the tests of atmospheric action on iron. Roofs and bridges painted 12 years ago are still in good state of preservation. No other paint known to-day, it is claimed, would stand such tests.

One gallon of this paint thinned out with linseed oil to the consistency of thin cream will weigh less than 12 lb.

John Bowman

HARDWARE & COAL CO.

LONDON, ONT.

WINDOW GLASS
WINDOW GLASS

We have just received by Steamer "Mexican" a **large consignment of Window Glass.**

Can ship all sizes promptly. Prices right.

COLD WATER PAINT.

MAKE YOUR CUSTOMERS SMILE.

Give them the new Cold Water Paint—easy to mix, no smell, no dirt. He buys dry powder, and pumps cold water for nothing. It is washable, weather-proof, fire-proof, sanitary—just the thing for factories, breweries, fences, barns, shafts, alleyways, etc.

Agents

A. RAMSAY & SON, - - - - MONTREAL
THE J. H. ASHDOWN HARDWARE CO., Limited, - WINNIPEG
McLENNAN, McFEELY & CO., - - - VANCOUVER

Manufacturers

THE MURALO COMPANY, New Brighton, Borough of Richmond, New York.

FENCES and GATES

IN WIRE AND IRON.

We can furnish anything required, from a plain wire fence for the farm to an ornate iron fence for residence or public building. Special prices to hardware trade. **Send for catalogues.**

The Dennis Wire and Iron Co.,
LONDON, ONT.

THE OAKVILLE BASKET CO.,

Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE BASKET CO.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $1.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Buy the Best.

HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

If you're interested

in

Machine Tools

you should send for our

List No. 26,

containing over eight hundred

New and Second Hand Machine Tools

in stock for immediate delivery. Write to-day.

THE GARVIN MACHINE CO.

Spring and Yarick Sts.,
(43-3) New York, N.Y., U.S.A.

and will cover 1,000 square feet of iron work.

Manufacturers in machinery and structural work, who are not yet acquainted with the lasting and economical properties of "Diamond" graphite paints, which is supplied to the home and foreign markets in the dry paste and liquid forms, likewise in paste form for iron filling should write for further information The Canada Paint Company, who are the only miners and grinders of the "Diamond" graphite paints in Canada.

SOFT PUTTY.

Soft putty is made of whiting and boiled linseed oil with white lead in the proportion of one-tenth of the whiting. A small quantity of salad oil is then to be added in order to prevent the white lead from hardening and cracking off, as common putty often does in certain situations.

GILDING IN OIL.

The method is to cover the wood upon which the gilding is to be laid with a coat of gold size, made of drying linseed oil mixed with yellow ochre. When this is nearly dry the gold leaf is laid on with great care and pressed down with cotton wool. When entirely dry the ragged edges are rubbed off with cotton.

PETROLEUM NOTES.

The Queen City Oil Company, Toronto, report business good this fall.

The O. K. Crude Oil Company, of Newport, R.I., have increased their capital stock from $1,000,000 to $1,400,000.

The Carroll Oil Well and Drilling Company, of Beaumont, Texas, declared a dividend of 150 per cent. on the August and September business.

PAINT AND OIL MARKETS.

MONTREAL.

BOTH turpentine and linseed oils have remained unchanged in price during the week. The latter is still somewhat easy. The demand for ordinary paints and painters' materials has kept up well and prices have been well maintained all round. This satisfactory condition of things is likely to keep up until the winter freight rates have been put into force. The inquiry for japan colors, for carriage work, is still of the best, the fall business being quite up to the mark of former years. There is not much doing in liquid paints, which are now moving out only for sorting purposes. We quote :

GROUND WHITE LEAD.—Best brands, Government standard, $5.15 to $5.25 ; No. 1, $4.77½ to $4.87½ ; No. 2, $4.40 to $4.50 ; No. 3, $4.02½ to $4.12½ ; No. 4, $3.65 to $3.75, all f.o.b. Montreal. Terms, 4 months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5.25 in casks : kegs, $5.50.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote : Bulk, in bbls., $1.90 per 100 lb.; bulk, in less quantity, $2.05 ; bladders, in bbls., $2.25 ; bladders, in 100 or 200-lb. kegs or boxes, $2.40 ; in tins, $2.55 to $2.65 ; in less than 100-lb. lots, $3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50 ; in 100-lb. kegs, $4.75 ; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25 ; kegs, $4.50, and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c. ; less quantities, 5½c.; flake litharge, casks, $5.25 ; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 68c.; boiled, 71c. In 5 to 9 bbls., 1c. less. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gal. advance.

TURPENTINE.—Single barrels, 78c.; 2 to 4 barrels, 77c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45 ; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.45 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PARIS GREEN.—Petroleum, bbls., 16¾c. per lb.; arsenic kegs, 17c.; 50 and 100-lb. drums, 17½c.; 25-lb. drums, 18c.; 1-lb. packages, 18½c.; ½-lb. packages, 20½c.; 1-lb. tins, 19½c.; ½-lb. tins, 21½c. f.o.b. Montreal. Terms : 3 per cent. 30 days, or four months from date of delivery.

TORONTO.

The market is quite active at present. Varnishes are firm, especially those of the better quality, while linseed oil is easing off a little. Turpentine has seen a slight decrease during the past week, although the prices, locally, remain about the same. We quote :

WHITE LEAD.—Ex-Toronto, pure white lead, $5 to $5.25 ; No. 1, $4.62½ to $4.87½ : No. 2, $4.25 to $4.50 ; No. 3, $3.87½ to $4.12½.; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards ; ½c. per lb. extra will be charged for 12½-lb. pkgs.; genuine dry white lead in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $5 to $5.12½ ; ditto, in kegs of 100 lb., $5.50 ; No. 1, in casks of 560 lb., $4 ; ditto, kegs of 100 lb., $4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6 to $6.25 ; Lehigh, in cgsks, $6.00.

SHINGLE STAIN.—In 5-gallon lots, 60 to 75c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb. ; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 40c.; in less than cases, 42c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35 ; white, $2.35 to $2.45 per gal. ; in less quantities, 10c. extra.

PUTTY.—Bladders, in barrels, $2.25 ; bladders, in 100-lb. kegs, $2.40 ; bulk in bbls., $1.90 ; bulk, less than bbls. and up to 100 lb., $2.05 ; bladders, bulk or tins, less than 100 lb., $2.90.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c per lb. in less quantity ; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon ; No. 1, $1 10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 9 to 9½c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 barrels, 70c.; boiled, 73c.; 3 to 5 barrels, raw, 69c.; boiled, 72c.; 6 to 9 barrels, raw, 67c.; boiled, 70c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 79c.; 2 to 4 bbls., 78c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

GASOLINE AND BENZINE.—We quote: Benzine, 18¾c. and gasoline, ordinary, 21¼c. and engine, 22¼c. f.o.b. Toronto.

NOTES.

Prepared paints are having a large sale at present.

Varnishes, especially the better grades, are firm and in good demand.

WINDOW GLASS.

MONTREAL.

The market for glass is not active. A number of small orders are being received, but on the whole, the volume of business is small. Our quotations are now as follows : First break, 50 feet, $2.10 ; second, $2.20 for 50 feet ; first break, 100 feet, $4 ; second break, $4.20 ; third break, $4.70 ; fourth break, $4.95.

TORONTO.

The local market continues to be brisk at about the same prices as last week. Indications point to a change very shortly. We quote: Under 26 in., $4.25 ; 26 to 40 in., $4.65 ; 41 to 50 in., $5.10 ; 51 to 60 in., $5.35 ; 61 to 70 in., $5.75 ; 71 to 80 in., $6.25 ; 81 to 85 in., $7 ; 86 to 90 in., $7.75. Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days. Discount, 15 per cent.

PITTSBURG FLAX MARKET.

A recent fire in the warerooms of The Pittsburg Plate Glass Co., Chicago, resulted in the complete gutting of the building and the destruction of most of the stock, with a total loss of over $250,000. The insurance was $200,000.

DULUTH'S FLAX MARKET.

Chicago never in its history did the amount of business that is now being done at Duluth in the flax trade. The receipts for one week at the head of the lakes were 2,083,000 bushels, which surpasses any previous record anywhere. Sales run from 1,000,000 to 2,000,000 bushels per day and immense quantities are being taken for shipment east to domestic and European crushers. The position of Duluth as the chief flax market of the United States is stronger now than ever.

Taylor=Forbes Co.,
LIMITED.

OPERATING PLANTS OF

A. R. Woodyatt Company and Guelph Malleable Works, Guelph.

Manufacturers of

Fine Hardware in Gray Iron, Brass and Malleable.
Fine Hardware in Iron and Brass.
Lawn Mowers in 12 styles, 10 sizes.
Architectural Ironwork, to order only.
Light Machinery.
Woodenware.
General Castings in Iron and Brass.
Adams Company Specialties, consisting of Vises, Stove Backs, Fronts and Dampers, Drilling Attachments and Reels.

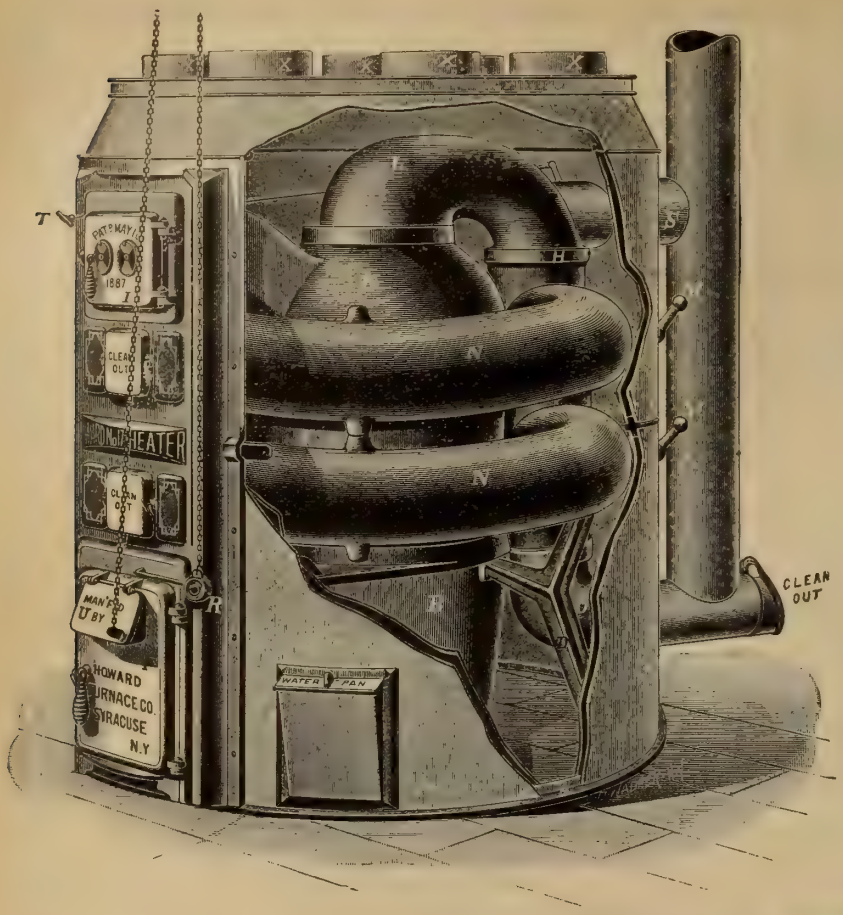
Our combined plants are the largest in the Dominion, carrying upwards of 290,000 square feet of floor space, on land of nine acres.

We are creating new lines and propose to develop the Hardware specialties to their limits.

NEW CATALOGUES IN COURSE OF PREPARATION.

Taylor-Forbes Company,
LIMITED

"We stay by those who stand by us."



The Improved Celebrated

Howard

Warm Air and Combination Heaters.

Noted for long fire travel and perfect combustion.

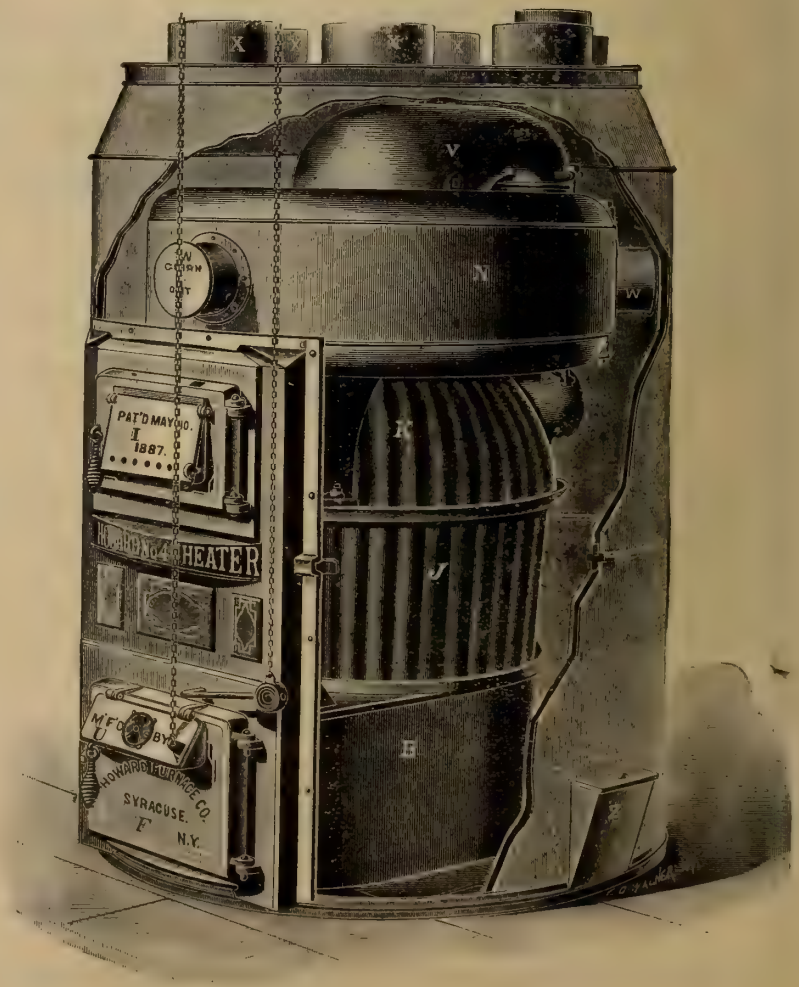
Will give more heat with a given amount of coal than any heater on the market.

Handle the best and save trouble.

Manufactured by

I.E. Shantz & Co.

BERLIN.



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SPECIAL DISCOUNT TO THE TRADE.

Cold Pressed Nuts.

Square and Hexagon.

Finished Semi-Finished.

Polished, Case-Hardened, Blued Cap Screws, Set Screws, Machine Screws, Coupling Bolts, Thumb Screws, and Special Milled Work.

DISTRICT OFFICES:

Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Victoria, Rossland.

Wire

Copper Wire

— FOR —

Telegraph, Telephone, Trolley and Transmission Lines.

Round, Square and Rectangular for Electrical Machines.

Brass Wire

of all kinds and for all purposes.

Plain Wire

Annealed,
Annealed and Oiled,
Tinned, Coppered,
Wire Nails, Bright Goods,
Wood Screws, Jack Chain,
"Crescent" Hat and Coat Hooks, Poultry Netting,
Barrel, Blind and Bed Staples.

Galvanized Wire

Barb Wire, Plain Twist,
Galv'd Fence Staples.

Manufactured by

The Dominion Wire Manufacturing Co., Limited

MONTREAL AND TORONTO.

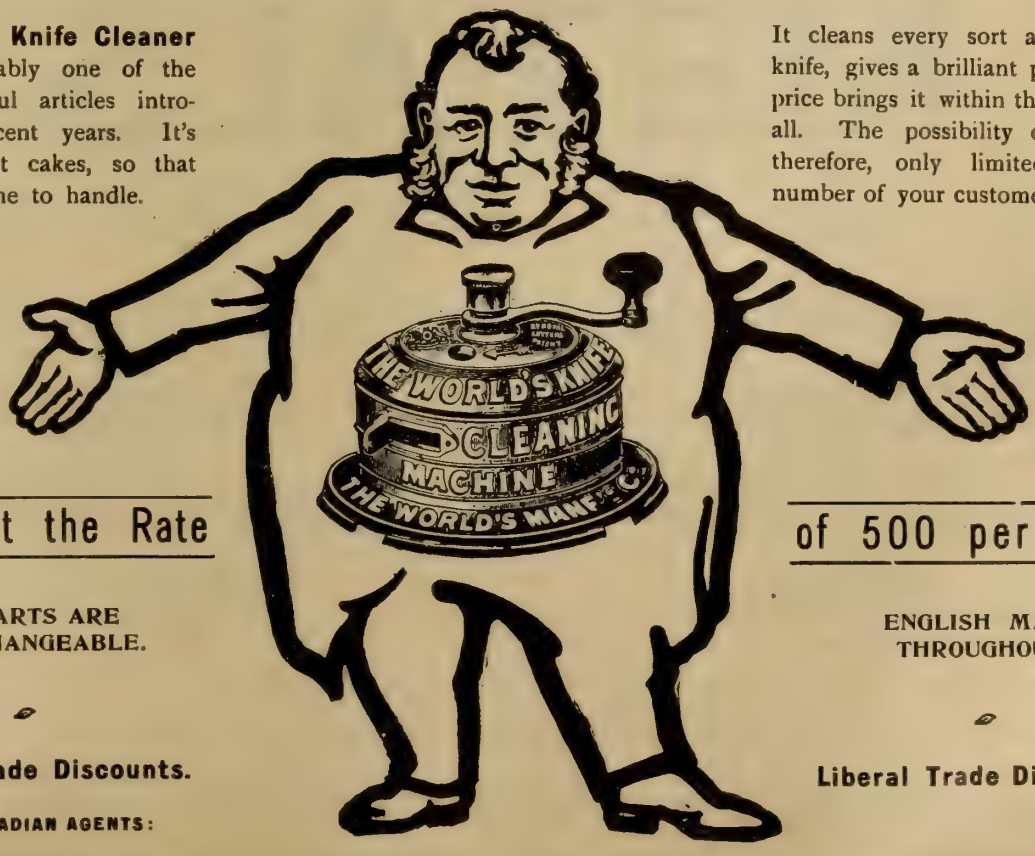
HEAD OFFICE New Coristine Building, St. Nicholas Street, **MONTREAL.**

Long Distance Phones to all Departments.

THE WORLD'S MANUFACTURING COMPANY, 66 AND 68 VICTORIA ST., LONDON, S.W.

The **World's Knife Cleaner** is unquestionably one of the most successful articles introduced in recent years. It's going like hot cakes, so that now is the time to handle.

It cleans every sort and size of knife, gives a brilliant polish. Its price brings it within the reach of all. The possibility of sale is, therefore, only limited by the number of your customers.



Simplicity Itself.

Makes no dust

Cleans at the Rate

of 500 per hour.

ITS PARTS ARE INTERCHANGEABLE.

ENGLISH MAKE THROUGHOUT.

Liberal Trade Discounts.

Liberal Trade Discounts.

SOLE CANADIAN AGENTS:

DECATUR, BULL & CO., 30 Hospital Street, **MONTREAL.**

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, Ortober 31, 1902.

HARDWARE.

AS usual at this season of the year the demand for hardware for immediate delivery is very active, and jobbers are exceedingly busy making shipments to various parts in the Province and country. There have been but few changes in prices during the week. Some houses have advanced the price of standard screwdrivers about 5 per cent., but the market value remains unchanged. The new "Holdfast" screwdriver, lately put on the market, has been well received by the trade.

BARB WIRE.—Business in this line remains dull and the market is entirely without feature. The price quoted is $2.90 per 100-lb. keg f.o.b. Montreal and $2.55 f.o.b. Cleveland.

GALVANIZED WIRE.—There is not much demand for galvanized wire at the present time. No quotable change has been made. We quote: Nos. 6, 7 and 8 gauge, $3.20; No. 9, $2.55; No. 10, $3.30; No. 11, $3.40; No. 12, $2.70; No. 13, $2.80; No. 14, $3.80; No. 15, $4.30; No. 16, $4.55; No. 17, $4.95; No. 18, $5.20.

SMOOTH STEEL WIRE.—There is but a light demand. Nothing of importance has occurred on the market, and the prices are unchanged. Our quotations are as follows: Bright and annealed, $2.60 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras, per 100 lb., are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—The market continues quiet and prices show no change, the discount being still 25 per cent., with net extras as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—There is no change to note. Both wires are discounted at 62½ per cent.

FENCE STAPLES.—Not much business has transpired on this market, and trade continues quiet at unchanged prices. Galvanized staples now sell at $3.25 and bright at $2.90 per 100-lb. keg with an extra of 25c. for 25 and 50-lb. packages.

WIRE NAILS.—Business in wire nails is of moderate proportions. The market has developed no new phase and prices remain unchanged at $2.55 per keg, in small lots and $2.50 in carlots. f. o. b. Montreal, London, Hamilton, Toronto, Gananoque, Brantford, Windsor, Ont., St. John and Halifax.

CUT NAILS.—There is a fair trade doing in cut nails, business being done on a basis of $2.45 in small lots and at $2.40 in carlots.

HORSE NAILS.—The market is active but there is no special feature to note. Prices are unchanged. Quotations are: "C" brand, 40, 10 and 7½ per cent. off; on "M" brand, "Oval," 57½ per cent.; "New City," 57½ per cent.; "New Countersunk," 66 2-3 per cent.; "Monarch," 65 per cent.

HORSESHOES.—Business in horseshoes continues brisk. No change has been made in prices. Our quotations are as follows: Iron shoes, light and medium, pattern, No. 2 and larger, $3.35; No. 1 and smaller, $3.60; snow pattern, No. 2 and larger, $3.60; No. 1 and smaller, $3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; feather-weight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra. F.o.b. Montreal only.

RIVETS AND BURRS.—The demand for rivets and burrs is light, as usual at this time, and the market is somewhat quiet. No change in the discounts is reported this week. We quote as follows: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers'

METALS.

Heavy stocks in every gauge and size always on hand.

Galvanized Sheets—Flat and corrugated. **Tinned Sheets.**

Black Sheets. **Terne Plates.**

Canada Plates. **Copper Sheets.**

Tin Plates. **Ingot Tin.**

We issue a Metal Stock List every month.

If you do not receive a copy advise us, and we will be pleased to put your name on our list.

The McClary Manufacturing Co.,

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

"Everything for the Tinshop."

ENGLISH
GERMAN
BELGIAN
CANADIAN
AMERICAN
} PORTLAND CEMENTS.

FIRE
BUILDING
ENAMELLED
SILICA
MAGNESIA
} BRICKS.

DRAIN
CULVERT
} PIPES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents

Drummond, McCall & Co.
or to MONTREAL, QUE.
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS.—Not much business has been done this week. We quote the discounts: Norway carriage bolts, 55 per cent.; common, 50 per cent; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼c. per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

SCREWS.—Trade continues quiet and prices are steady and unchanged from last week. Quotations are as follows: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—There is no change. The demand is light and the market is still quiet. Prices are as follows: Manila, 15c.; British manila, 13c.; sisal, 12½c. and lathyarn, 11½c.

BUILDING PAPER.—A number of good orders have been booked during the past week or so. We quote as follows: Tarred felt, $1.70 per 100 lb.; 2-ply, ready roofing, 85c. per roll; 3-ply, $1.10 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O K and I X L, 65c. per roll; heavy straw sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—There is nothing doing in this market. The price remains at $1.37½ per 100 square feet.

POULTRY NETTING.—A few orders continue to be received for netting for delivery in 1903. The discounts on these for Canadian and English netting are: 60 per cent. off on 2 x 2 mesh, 19 wire, and 50 per cent. off on 2 x 2 mesh, for heavier.

HARVEST TOOLS.—This market is reported quiet. For 1903 delivery the discount is 60 and 10 per cent. off.

FIREBRICKS.—The demand continues light and no change in prices is reported. We quote: English, $16 to $22 and Scotch, $17 to $22 per 1,000.

CEMENT.—There is a fairly good movement in cement at steady prices. We now quote: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per barrel ex-wharf, and American, $2.10 to $2.20 ex-cars.

SPORTING GOODS.—The market is active and prices are steady. The discounts on shells are as follows: Empty: Canadian, 25 per cent.; American, 10 per cent. advance on list. Loaded "Trap," 30 per cent.; American, 30 per cent.; "Leader" and "Ideal," smokeless brands, 37½ per cent. Brass shot shells, Dominion, 55 per cent.; American, 40 per cent. Primers, Dominion, 30 per cent.; American, $1.60 per 1,000.

SKATES.—There is an active demand for skates at present. Quotations are as follows: Halifax pattern, 36c. per pair; nickel-plated, 65c.; ladies' nickel-plated,

Tin Plates
Canada Plates
Tin Taggers
Black Taggers

Close prices from stock or for import to wholesale buyers.

A. C. LESLIE & CO.

509-512 Merchants Bank Building,
MONTREAL.

Money, Brains and Energy

have been employed without stint in making the McDougall Standard Pumps the very best.

All the latest improvements are found in our pumps.

Each pump is carefully tested before leaving the factory.

The various parts are interchangeable and are made exactly alike each time, so that duplicates can always be supplied in case of repair or breakage without change or delay.

The R. McDOUGALL CO., Limited,
GALT, ONT.

Manufacturers of all kinds of pumps for all services. "Quality the best. Prices right." Write to-day for catalogue.

Pig Tin.

"Boustead & Co's" Penang
"Straits"
"Lamb and Flag"

Copper —"Lake"
—"MA"
Galvanized Sheets.

ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN
OPEN HEARTH STEEL.

Suits Everybody.

THIS IS WHAT

Elastilite Varnish

DOES.

It suits the dealer, because it always satisfies the customer, and, being a Registered Brand, it does not come into competition with ordinary makes of Varnish, thus protecting your profit.

In tins only from ½-pint to 1 gallon.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED

Toronto, Ontario, Canada.

Canadian Agents for Buehne's "Red, White and Blue" Brand Steel Wool.

THE BEST EVIDENCE

of the merits of the celebrated

"Ark Brand" Paints

is the testimonials of our customers who have handled and used them for years. We produce one of many which we are constantly receiving:

From a Practical Painter at Grand Forks, B.C.:

"I can without hesitation recommend your 'Ark Brand' "Paints. I have used them for years as a house painter and "have found them exactly as represented. I painted houses "five years ago with them that I defy Lead and Oil Paint "mixed by a painter to equal. I consider them the cheapest, "because ***the best paints on the market to-day.***

(Signed). "A. F. MICHNER."

You can capture the painters' trade by stocking "Ark Brand" Paint, as it is the only prepared paint they will use and guarantee. This will mean an enormous increase in your sales.

Write to-day for particulars and our advertising proposition.

Manufactured by

THE FRANCIS-FROST Co. Limited

TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler.

60c.; ladies' concave nickel-plated, $1.35 · plain hockey, 27c. to $1.35 ; nickel-plated hockey, 60c. to $2.50 ; double-end hockey, $1.50 to $3. Skate straps, 35c. to $1.35.

HOCKEY STICKS.—These are moving out rapidly. We quote : Best second-growth, goal keepers', $4.20 per dozen ; ash, $2.90 ; elm, $2.25 ; boys' elm, $1.10 ; common, 90c. Regulation pucks, $1.50 per dozen.

SNOW SHOVELS.—There is an excellent movement. We quote : "Habitant," $2.25 to $2.40 ; "Victor," 30 per cent. off ; steel railroad shovels, 48 and 5 per cent. off.

FIRE SHOVELS.—No change is reported. Business is brisk at steady prices. Our quotations are now as follows : No. 70, $38\frac{1}{2}$ to 40c. per dozen ; No. 55, 55 to 60c.; No. 57, $82\frac{1}{2}$ to 90c.; No. 60, $82\frac{1}{2}$ to 90c.; No. 65, $\$1.37\frac{1}{2}$ to $1.45 ; No. 80, 50 to 55c.; "Duplex," No. 7, $1.21 ; No. 9, $1.52 ; No. 11, $1.82.

LANTERNS.—The demand for lanterns is heavy at present and the market is steady. Our quotations are as follows : Tilt, lift or hinge, No. 0, $4 per dozen ; Cold Blast, $7 per dozen ; dashboard, No. 0, $5.75 per dozen ; cold-blast dashboard, $9 per dozen. Extras are as follows : Japanning, 50c. per dozen ; copper-plating cold blast, $2 per dozen. The prices quoted are f.o.b. London, Hamilton, Toronto, Belleville, Kingston and Montreal.

METALS.

There is a good demand for most metals. Some lines, like iron pipe, are scarce. Straits tin is quoted lower this week, but otherwise there has been no actual change in prices. The feeling, in general, is firm. In structural material the deliveries are increasing and the outlook is somewhat brighter.

BAR IRON.—Wholesalers are booking quite a few orders this week and the market is active. We quote : Merchants' bar, $1.95 ; horseshoe, $2.20 ; extra refined, $2.35.

BLACK SHEETS.—There is a fair trade doing in black sheets. No quotable change is reported and prices remain as follows : 28 gauge, $2.65 ; 26 gauge, $2.60 ; 20 to 24 gauge, $2.50 and 8 to 20 gauge, $2.50.

GALVANIZED IRON.—There is only a moderate demand for galvanized iron at present, and no quotable change has been made. We quote: No. 28, Queen's Head, $4.40 ; Apollo, $10\frac{3}{4}$-oz., $4.40 ; Fleur de Lis, $4.15 ; Comet, $4.25 ; and "Bell" brand, $4.30. For less than case lots, 10c. extra is charged.

SOIL PIPE AND FITTINGS.—There is only a fair demand. We quote : Light soil pipe, 3 to 6 inch, 50 per cent.; medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8-inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.; extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—Canadian pig iron is difficult to obtain. Some dealers have refused to take any more orders. Summerlee is now quoted at $22.50 to $23.50, on wharf, exclusive of handling.

INGOT COPPER.—There is some business doing, but the market rules quiet at 13c.

INGOT TIN.—Straits tin is quoted at 28 to 29c. this week. The demand is not heavy.

PIG LEAD.—A few good orders were received during the past week. In carlots pig lead is quoted at $2.90 and in smaller lots at $3.25.

LEAD PIPE.—There has been no change in the price. Trade is fair. Composition and waste sell at 8c. and ordinary, 7c. The discount is $37\frac{1}{2}$ per cent.

IRON PIPE.—Some scarcity is reported. Some mills cannot deliver in large quantities before December, being well booked ahead. Prices are unchanged. Quotations are as follows : Standard pipe, per 100 feet, in lengths under 19 feet : Black, $\frac{1}{4}$, $2.40 ; $\frac{3}{8}$, $2.65 ; $\frac{1}{2}$, $2.85 ; $\frac{3}{4}$, $3.65 ; 1-in., $5.20; $1\frac{1}{4}$, $7.35; $1\frac{1}{2}$, $8.95; 2-in., $12.55. Galvanized, $\frac{1}{4}$, $3.20 ; $\frac{3}{8}$, $3.45 ; $\frac{1}{2}$, $3.85 ; $\frac{3}{4}$, $5 ; 1-in., $7.20 ; $1\frac{1}{4}$, $10.05 ; $1\frac{1}{2}$, $12.20 ; 2-in., $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows : Black, $\frac{1}{2}$, $4.20 ; $\frac{3}{4}$, $5.25 ; 1-in., $7.55 ; $1\frac{1}{4}$, $10.55 ; $1\frac{1}{2}$, $12.75 ; 2-in., $17.60. Galvanized, $\frac{1}{2}$, $5.20 ; $\frac{3}{4}$, $6.65 ; 1-in., $9.55 ; $1\frac{1}{4}$, $13.25 ; $1\frac{1}{2}$, $16 ; 2-in., $21.90. For threads and couplings 5 per cent. is added.

TINPLATES.—There is no change here. The English market continues weak. We quote : Charcoals, $4.75 to $5.25 and cokes, $4.25.

STEEL.—No quotable change has occurred. There is a fair demand and the prices are as follows : Sleighshoe, $2.05 ; tire, $2.20 ; bar, $2.05 ; spring, $2.85 ; reeled machinery, $2.75 ; toecalk, $2.70.

SHEET STEEL.—The market is quiet and featureless. We quote : Nos. 10 to 20, $2.50 ; 3-16, $2.50 ; $\frac{1}{4}$, 5-16 and $\frac{3}{8}$, $2.40.

TOOL STEEL.—There is a fair trade doing at unchanged prices this week. We quote : Black Diamond, 8c.; Sander-

son's, 8 to 12c., according to grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 8 to 15c.; "Air Hardening," 45 to 60c.

CANADA PLATES.—The market is steady under a fair demand. We quote as follows: 52's, $2.70 to $2.80; 60's, $2.85 to $2.90; 75's, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized, 60's, $4.45 to $4.55.

TERNE PLATES.—There is no change. Business is quiet. We quote $7.50.

COIL CHAIN.—There is some demand, but nothing special is doing. We quote: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼-in., 7¼c. per lb.; 5-16, $5; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4.05; ½, $3.95; 9-16, $3.85; ⅝, $3.55; ¾, $3.50; ⅞, $3.45; 1-in., $3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC.—There is not much doing. The price is $5.85 to $6.25.

ANTIMONY.—The market is without feature. No change in the price has been made. We quote 10c.

ZINC SPELTER.—This sells at 5c. and the market is quiet.

SOLDER.—The movement is solder continues fairly good. Bar solder is quoted at 20c. and wire solder, 18c.

SCRAP METALS.

There has been no further change in prices. The market is quiet. We now quote: Heavy copper and wire, 10c. per lb.; light copper, 8c.; heavy red brass, 10c.; heavy yellow, 8¾c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½c.; iron, No. 1, wrought, $15; No. 2, $7 per ton; machinery scrap, $16; stove plate, $12; malleable and steel, $5; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6½ to 6¾c. per lb.

HIDES.

The market has shown no new feature. Prices are steady and unchanged. Quotations are as follows: No. 1 hides, 9c.; No. 2 8c.; No. 3, 7c. Calfskins, 8 to 10c.; lambskins, 60c.

MONTREAL NOTES.

Straits tin is 1c. lower.

Iron pipe is reported scarce for the present.

The price of "Standard" screwdrivers has been advanced 5 per cent. by some jobbers.

ARTISTIC, SANITARY, DURABLE

What More Could be Said of an Interior Finish?

Our Metallic Ceilings and Walls give the acme of lasting satisfaction for all classes of buildings.

Such a multiplicity of decorative designs—and such a perfection of best workmanship in every detail—they sell readily everywhere.

You'll do bigger business with these goods than without them, wherever you are.

INTERESTING DETAILS, AT YOUR SERVICE, IN OUR CATALOGUE,

Metallic Roofing Co., Limited

TORONTO. MONTREAL. WINNIPEG.

ONTARIO MARKETS.

Toronto, October 31, 1902.

HARDWARE.

ALL lines of hardware are moving out actively and there is still a big rush to push forward orders which have to be got to their destination before the close of navigation. The demand for Marlin and Winchester rifles and ammunition has been enormous owing to the large number of sportsmen who are hunting this fall. The prices of barb wire, from stock, Toronto, have been reduced 10c., and the base price of Nos. 6 to 9, galvanized wire, from Cleveland, has been reduced 25c. per 100 lb. The local prices of galvanized wire have been reduced 30 to 65c. per 100 lb.

BARB WIRE.—Trade in this line is still quiet. The Toronto price has been reduced 10c. per 100 lb. We quote as follows: $2.67½ from Cleveland in less than carlots; carlots, 12½c. less. From Toronto the price is $2.90.

GALVANIZED WIRE.—The base price of this wire has been reduced 25c. and the Toronto price, 30 to 65c. per 100 lb. all through the list. We quote: Nos. 6, 7 and 8, $3.20 per 100 lb., according to the quantity; No. 9, $2.55; No. 10, $3.30; No. 11, $3.40; No. 12, $2.70; No. 13, $2.80; No. 14, $3.80; No. 15, $4.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots and 12½c. less for carlots of 15 tons.

FINE STEEL WIRE.—Trade in fine steel wire is on the quiet side. The discount is 25 per cent.

SMOOTH STEEL WIRE.—There is very little demand for smooth steel wire. We now quote the base price at $2.60 per 100 lb. Oiling, 10c.; coppering, 60c. and tinning, $2 per 100 lb. extra. Shipping points Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS.—Trade in wire nails is keeping up well. Quotations are as follows: $2.50 in carlots and $2.55 for less quantities. The shipping points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—Business in these is fair. We quote $2.50 per keg and 10c. less for carlots.

HORSE NAILS.—These are fairly active and the prices are unchanged. The discounts are as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "M" brand, 50, 10 and 5 per cent.; "Monarch," 60 2-3 per cent.; "Countersunk" head, 60 per cent.

HORSESHOES.—There continues to be a fair trade in horseshoes. We quote: Iron shoes, No. 2 and larger, light, medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—These are in very active demand and hardly any supplies can be obtained from the manufacturers. Discounts are: Flat head bright, 87½ and 10 per cent. discount; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent. and flat head bronze, 70 per cent.

RIVETS AND BURRS.—These are much wanted but are very hard to procure as the manufacturers are still hampered by the scarcity of raw material. The discounts are: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—The scarcity of bar iron is still acutely felt by the manufacturers of bolts and nuts. They are away behind in their deliveries and are unable to catch up. The prices are firm and unchanged. Our quotations are as follows: Carriage bolts, common, ($1.00 list), 50 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3.00 list), 55 and 10 per cent.; machine bolts, all sizes, 50 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—An active business is doing in both spades and shovels. The discount is 40 and 5 per cent.

ROPE.—A fair demand is reported for rope with a scarcity of supplies. We quote: Pure manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, single, 11½c.; double, 12c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per dozen.

HARVEST TOOLS.—These are selling well at the following discount, viz.: 60 and 10 per cent.

EAVETROUGH, ETC.—Quite a few orders are still coming forward for eavetroughing. We quote: Eavetrough, 10-in.,

per 100 ft., $3.10 ; conductor pipe, 2-inch, per 100 feet, $3 ; 3-inch, $4 ; 4-inch, $5.25; 5-inch, $6.75 and 6-inch, $9.

BUILDING PAPER.—Very active is the market for building paper. The prices are unchanged. Our quotations are as follows : Dry sheathing, grey or straw, 35c. per roll ; tar sheathing, grey or straw, 45c. per roll ; dry fibre, 50c .per roll ; tarred fibre, 60c. per roll.

ASH SIFTERS.—These are very active and scarce. The price is $13.20 per gross.

TINWARE AND ENAMELLED WARE.—A good business is still being done in these lines.

STOVES AND RANGES.—The demand for these is much greater than the supply and the manufacturers are working to their fullest capacity. A good many stoves and heaters are being sent to the West and Northwest this year.

SCREEN DOORS, ETC.—These have been active during the week for future delivery. We quote: Screen doors, common, 2 or 3 panel, walnut stained, 3-in. style, $6.60 ; stained, yellow or green, $6.80 ; in natural colors, oil finish, $8.15 ; 4-in. style, 20c. per dozen extra.

CEMENT.—The market for cement continues strong and active. Manufacturers are hastening to complete their orders if possible before the cold weather sets in. This year has been about the best in the history of the country for the cement trade. Our quotations are now as follows : Canadian Portland cem n , $2.80 to $3.20 and hydraulic, $1.35 up. At the works the prices are $2.50 to $2.70 per barrel.

METALS.

There is a large quantity of metals now being shipped forward to their destination, owing to the nearness of the close of navigation. Values in these lines are firmly held. The demand, otherwise, is not very strong. The bar iron market has been gathering strength these last few weeks and prices now are firmly held at $2.05 per 100 lb. The outside tin market is more active and stronger, but copper continues featureless. The iron and steel markets of Pittsburg are dead outside of small sales of pig iron for early delivery at constantly advancing prices.

PIG IRON.—The market is strong and scarce. We quote prices at the Canadian furnaces as follows : $23 for No. 1 and $22.50 for No. 2. On track, Toronto, No. 2 Summerlee iron is quoted at $23.

STEEL BOILER PLATES.—The mills have sold their output of steel boiler plates up till April. These are still quoted at $1.80 per 100 lb. in carlots.

STEEL RAILS.—Prices are unchanged at $30 per ton for steam railways and $36 per ton for electric railways.

TOOL STEEL.—There is an active demand for tool steel, especially for rock drill steel, and prices have an upward trend. It is expected in some quarters that prices will be advanced about January 1. Our quotations are as follows : "B C" and "Black Diamond," 10 to 11c. ; Jessop's, Morton's and Firth's, 14c. ; Jonas & Colver's, 8 to 15c.; ditto, "Air Hardening," 30 to 50c.; Chas. Leonards', 8 to 9c. ; Park's "Silver," 12 to 14c.; Park's Special, 15 to 20c.

MILD STEELf—There is an active trade doing in mild steel, as the demand more than equals the supply. We quote $2.50 to $3 f.o.b. Toronto per 100 lb.

BOILER TUBES.—These are active and unchanged.

SPRING STEEL.—The demand for this steel is well maintained. We quote $3 to $3.50 on track, Toronto.

BAR IRON.—The market is very active and the demand is greater than the supply. The prices have been advanced to $2.05 base. Our quotations are now : $2.05 up base. Extras cut to length while rolling : 2 ft. and over, 10c. per 100 lb., 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS.—A fair amount of trade keeps doing in black sheets. We quote : Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—These are in active demand and the prices are firm. We quote : All dull,, $2.90 to $3 ; half polished, $2.85 to $3.10 ; all bright, $3.75 to $3.85.

GALVANIZED SHEETS.—There is nothing new to report in this line and business continues good. Our quotations are as follows : Queen's Head, $4.50 for 28 gauge ; American, $4.40 for 29 gauge ; Bell brand, $4.30 for 28 gauge ; Gordon Crown, $4.50 for 28 gauge.

TIN.—There is á fair amount of business being done in tin. We quote $31 to $32 per 100 lb.

TINPLATES.—These have been in better demand. We quote : Charcoal, $4.75 to $5 and cokes, $4.25 per box.

COPPER.—There is a moderate demand for ingot copper. We quote : Ingot copper, $13 per 100 lb. and sheet copper, $22 to $23.

BRASS.—Trade is about the same as it was last week. The discount is 15 per cent.

LEAD.—This metal is moving out freely. We quote : Pig lead, $3.50 and bar lead, $3.75 per 100 lb.

IRON PIPE.—There is a big demand for iron pipe with a scarcity of supplies. The manufacturers in Montreal keep behind in their deliveries. Quotations are : Per 100 feet : $\frac{1}{4}$-inch, $2.40 ; $\frac{3}{8}$-inch, $2.65 ; $\frac{1}{2}$-inch, $2.85 ; $\frac{3}{4}$-inch, $3.65 ; 1-inch, $5.20 ; $1\frac{1}{4}$-in., $7.35 ; $1\frac{1}{2}$-in., $8.95 ; 2-in., $12.55 ; galvanized, 1-inch, $7.20. Trade discount is 4 per cent. for carlots.

ZINC SPELTER.—This commodity is in fair demand. We quote 5 to 6c. per lb.

ZINC SHEETS.—These are unchanged. We quote : Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER.—There is a steady demand for solder.

ANTIMONY.—This metal is still active. The prices are unchanged at $9 per 100 pounds.

OLD MATERIAL.

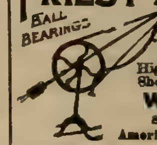
There is no change to note in the prices of old material. Quotations are as follows : Heavy copper and wire, 10c. per lb. ; light copper, 8 to $8\frac{1}{2}$c. ; heavy red brass, $9\frac{1}{2}$c.; heavy yellow brass, 8 to $8\frac{1}{2}$c.; light brass, 5 to $5\frac{1}{2}$c.; lead, 2 to $2\frac{1}{4}$c.; scrap zinc, 3c.; iron, No. 1 wrought, $13.00 per net ton ; No. 2 wrought, $1.50 ; machinery cast scrap, $11 to $15 ; stove plate, $10 ; malleable and steel, $6 to $6.50 ; old rubbers, $6\frac{1}{2}$c. per lb. and country mixed rags, 50c. per 100 lb.

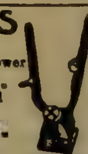
HIDES SKINS AND WOOL.

HIDES.—There is a steady demand for these and the prices are unchanged. We quote : No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, $8\frac{1}{2}$c.; No. 2 green, steers, $7\frac{1}{2}$c.; cured, $8\frac{1}{2}$ to 9c.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL

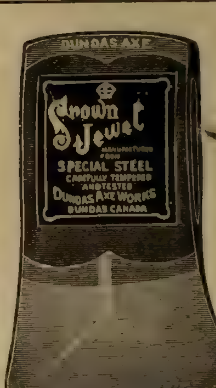
COVERT MFG. CO.
West Troy, N.Y
Steel Carriage and Wagon Jacks,
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS


Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA


NEWMAN'S PATENT
INVINCIBLE FLOOR SPRINGS
Combine all the qualities desirable in a Door Closer They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies
MADE SOLELY BY
W. NEWMAN & SONS, Birmingham.

Oneida Community Goods
HALTERS, COW TIES SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT.

..A..
STANDARD.
The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.


Dundas Axe Works, Dundas, Ont.
W.L. Haldimand, Jr., Eastern Agent, Montreal.

SKINS.—Calfskins sell readily and sheepskins have advanced 5 to 10c. We quote: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do, 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings and lambskins, 50 to 55c.

WOOL.—There is little or nothing doing in Canadian fleece wools. Foreign and pulled wools are in fair demand. Quotations are as follows: Fleece, 13½c. and unwashed, 7½c. per lb.

TALLOW.—Prices of tallow are still weak at 6¼ to 7c. per lb.

SEEDS.

The good export demand for alsike is still a feature. Prices are unchanged. We quote: Alsike, $6.25 to $7.25 for choice seed; red clover, $5.50 to $6 and timothy, $1.40 to $1.60 aboard at outside points.

PETROLEUM.

The market is steady and a good business is doing. We quote as follows: Lily White, Canadian, 15 to 15½c. in bbls.; Silver Light, Canadian, 16 to 16½c. in bbls.; Crystal Spray, water white, American 18 to 18½c. in bbls.; Pennoline, best American, imported, 19 to 19½c. in bbls. In bulk, 2c. per gallon less.

COAL.

A cargo of about 1,200 tons of hard coal arrived in the city on Thursday, but as it was all ordered last summer, it still leaves the market without any. The price at the international bridges is $7 per ton for soft coal.

MARKET NOTES

Bar iron has been advanced to a $2.05 basis.

Soft coal has decreased $1 per ton during the past week.

The Toronto price of barb wire has been reduced 10c. per 100 lb.

The Cleveland price of galvanized wire has been reduced 25c. per 100 lb. and the Toronto price 30c. upwards per 100 lb.

THE MAKING OF THE BOTTLE.

The origin of glass bottle making is a legend-shrouded mystery, but for some 1,000 years it has written its own fragile story, and has left a different shaped bottle for each chapter thereof.

On the walls of ancient Egypt was pictured glassblowing in many phases, and bottles of various shapes and for divers uses were among the objects shown. The manner of blowing bottles has not altered at all, nor have the original ingredients of the glass composing them been greatly changed, and little change has been made in the melting furnaces until in very recent years. In modern bottle making the sand and its accompanying elements are melted in a long-continued heat of extreme intensity.

As a rule, the furnaces are at the base of a lofty chimney of tremendous draught, and around them are grouped the pots of fire clay in which the melting is done. The plants of newer equipment employ furnaces heating large tanks of stone and clay, since the expense of heating is somewhat less than where the pots are used.

Nicholson File Co.

Manufacturers of high-grade

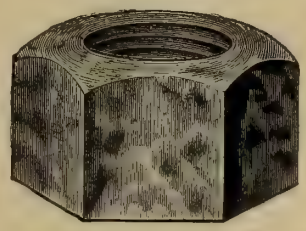
FILES AND RASPS

All cuts and shapes, all sizes. For all purposes. Warranted.

American Factories Located at:
Providence, R.I.
Paterson, N.J.
Anderson, Ind.
Beaver Falls, Pa.
Kent, Ohio.

Agencies in all prominent cities throughout the globe.
Prices consistent with quality.

Dominion Works,
Port Hope, Canada



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

THE CELEBRATED

NATIONAL CUTLERY CO. SHEARS

Acknowledged the best and fully warranted.

Not connected with any Shear Combination.

Tailors' Shears, Trimmers, Ladies' Scissors, Barbers' Shears, Tinners' Snips.

DECATUR, BULL & CO., Sales Agents, MONTREAL

FOR SALE.

FOUNDRY FOR SALE—LOT 110 x 200—CAPACITY 10 tons per day; 146 148, 150 Niagara street; complete with boiler, engine cupola shafting and belting; a bargain. Toronto Foundry Co, Limited, Jefferson avenue. (44)

FOR SALE IN BUFFALO—A BRICK FACTORY building with power; forty thousand feet of floor. Address JOHN KINGSTON, 5 Henry street, Buffalo, N. Y. (44)

AN OPENING. BEST AND MOST SUCCESSful hardware business in first-class Western Ontario town, 2 500 population. Agricultural district equal to any in Canada. Good live stock, value over $4,000. Proprietor going into manufacturing. Splendid opportunity, must sell quick. Address "Hardware," care London Fence Machine Company, London, Ontario. (tf)

BUSINESS WANTED.

MANUFACTURING BUSINESS FOR VICTOR and Richard Forster. Address B. FORSTER. (44-3) Elora, Ont.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

PAINTS We manufacture these brands:—"LION," "PEERLESS," "OWL," "RAVEN" also Ready-mixed House and Floor Paints, Roof, Barn, Bridge and Brick Paints, Coach Colors, Varnishes, Japans, etc. Our prices will interest you. Write us,

The Ottawa Piant Works, Ottawa, Ont.

THE LONDON SCALE WORKS

GEORGE M. FOX

(Successor to John Fox.)

Manufacturer of Railroad, Hay and Platform Scales.

91 York Street, LONDON, ONT.

THE ADVERTISING ARENA.

IF somebody with lots of time on his hands would take the trouble to make out a statement, showing the number of hardware advertisements that appeared on a certain date in Canadian newspapers, a rather astonishing state of affairs would undoubtedly be disclosed. It would be found that, speaking roughly, scarcely one hardware merchant in ten uses space in the press of the country. Take up paper after paper, and not a single hardware advertisement is to be seen in them. This is the more extraordinary, because some of these papers are published in towns where there are hardware businesses, perfectly capable of paying for space.

* * *

Advertising, like fishing, requires patience. As well expect to hook a big fish at the first cast, as to draw in a big trade with the first insertion of an advertisement. The good fisherman always has an eye on conditions, and he selects his ground and his bait accordingly. Just so, the skilful advertiser keeps his hand on the pulse of the public and uses the mediums and the matter that suit the taste of the public. There is a great deal in being timely with advertising. An advertisement that is just the thing for July is very probably entirely out of place in October, and vice-versa.

* * *

If you knew how many people there were right in your town who know practically nothing about your store, your goods or your methods, it would fill you with astonishment and alarm, says H. B. Wilber, in The American Advertiser. You are close to your business and your store seems so importaot to you that you forget that a great many people are minding their own business so closely that they never paid any attention to you. In order to get the facts in relation to yourself and your business into the minds of the people you should keep telling them over and over again.

* * *

The practice in large cities, now very general, of lighting up windows after closing hours is unquestionably good; and might with advantage be adopted by dealers located in small communities, says The New York Trade Review. Large numbers of prospective purchasers have absolutely no time until after working hours to "look in windows," and the advertising value of a well dressed and lighted window is worth considerably more than the cost of illumination.

* * *

While the business of the departmental stores in Canadian cities has grown remarkably of recent years, both in the cities themselves and throughout the country, the latter side of the business has not developed so much proportionately as the former. There are several reasons for this. The merchants in the smaller cities, towns and villages have improved their businesses remarkably. The local papers, in which they advertise, have gained a stronger hold in their respective localities than the city papers, while it is only in the city itself that the improved departmental stores are beginning to realize that, if growth is to be continued, they must stretch out and draw in more country trade. They have accordingly urged on the city press the necessity for extending their circulations in the smaller cities, towns and country. The press, it seems, has responded by raising advertising rates so that this purpose may be accomplished. Besides this, special offers are being made to country subscribers, by which, in one instance, a Toronto daily can be secured for from 80 cents to $1.00 per annum. Local merchants and the local press will, therefore, have to face two problems so related to each other that they become as one to every community. The merchants will have to meet the increased competition of the departmental stores, and the press the greater artivity of the city papers.

* * *

It becomes accordingly a necessity for merchants and publishers to get together and help each other. Publishers will have to improve their papers and build up their circulations so that local advertising will become more effective, and merchants, if they are to keep business, will have to go in for more extensive advertising. This is the most straightforward way for them to fight down the competition of the cities.

It is a poor policy to take chances upon disappointing customers. Nine out of every ten intelligent persons know just what they want when asking for certain brands. But give them something else than what is asked for, and there is an entering wedge to the loss of the customer's trade. The merchant had better keep in stock the articles which are extensively advertised, for they are the ones that are sure to be called for.—Progressive Advertiser.

A medium may bring a lot of replies and still be unprofitable.

Hot Weather Goods

REFRIGERATORS,
LAWN MOWERS,
SCREEN DOORS,
WIRE NETTING,
ICE CREAM FREEZERS,
GAS and GASOLINE STOVES,
Etc., Etc.

R. P. BUTCHART & BRO.
HARDWARE MERCHANTS.

GOOD FOR JULY BUT NOT FOR OCTOBER.

This ad. appeared in The Owen Sound Times, October 24. Surely it hasn't been in since July!

Jet Black Enamel

FOR STOVE PIPES, ELBOWS, GRATES, REGISTERS, ETC.
One application makes them look like new. Free from odor.

FOR SALE BY

W. G. Rogers,
HARDWARE MERCHANT,
477 Dundas Street.

A Woodstock ad.

CROSS-CUT SAWS
Record Breaker,
Runner and Racer.
AXES
Jubilee, Shanty King,
Eagle and Black Diamond.
SOUVENIR STOVES
H. R. MANDERS & CO.

Reduced from an Owen Sound paper. Rather a waste of space.

WILLIAM ABBOTT

Representing Jonas & Colver's Celebrated "Novo" Air Hardening Steel. Especially adapted for high speed. Easily annealed, and shaped into Milling Cutters, Dies and other tools. Oil and Water Hardening Steel for all classes of tools and work. Stock on hand for immediate orders.

SAMPLE ROOM, 13 ST. JOHN STREET,

MONTREAL.

Steward & Romaine Mfg. Co

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement,

124 North Sixth St., Philadelphia, Pa.

Great Light Producers:

"Banner" Cold Blast Lanterns,
"Climax" Safety "
"Banner Junior" Brass "
"Banner" Lamp Burners,
Also "Radiant Shelby" Incandescent Lamps.

MANUFACTURED BY

THE ONTARIO LANTERN CO.

HAMILTON.

The Grey and Bruce Portland Cement Company of Shallow Lake, Limited,

Manufacturers of

"HERCULES" BRAND OF

Portland Cement

Unsurpassed for Sidewalks, Floors, and all work requiring the Highest Grade of Portland Cement.

HEAD OFFICE: OWEN SOUND.

E. B. SALYERDS

Manufacturer of

Hockey Sticks

PRESTON,

Ontario, - Canada.

The Best Stick.
Made of Rock Elm.
Wholesale Trade Only Supplied.
Ask your Wholesale House for the Preston make of Stick.
Write for Prices.

FALL LEADERS FOR FARMERS.

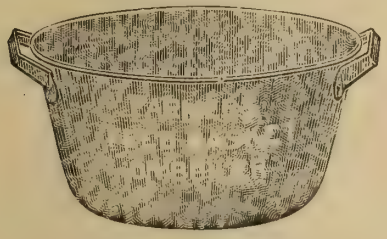
MADE OF HEAVY SHEET STEEL.

FEED PAN.

IN ONE GALLONS.

JUST THE THING FOR

HARVESTING ROOT CROPS.

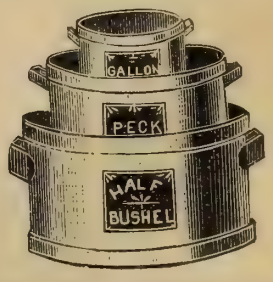


OF HEAVY GALVANIZED IRON WITH WIRED EDGES.

—Made in—

JAPANNED STEEL OR WOOD.

STAMPED.



Shallow Pattern. STRONGLY BANDED

We make everything imaginable in Sheet Steel and Galvanized Iron Ware, and guarantee prompt delivery.

Write Us for Catalogue and Prices.

THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL, P.Q.

HEATING AND PLUMBING

BUILDING PERMITS ISSUED.

TORONTO.

THE following building permits were issued by the City Commissioner during the past week: E. A. Drummer, four detached brick-veneered dwellings, two-storeys, Campbell avenue, $6,000; T. J. Madell, two-storey and attic brick dwelling, Summerhill avenue, for $2,300; R. D. Malcolm, two-storey and attic brick dwelling, South Drive, $4,500; Geo. Farhall, 2½-storey brick and roughcast dwelling at 95 Fuller street, for $600; H. M. Death, two-storey and attic detached brick dwelling, Concord avenue, $1,000; F. Sanderson, two-storey and attic brick dwelling, Crescent Road, for $8,000; R. Taylor, two-storey brick addition to store, Bathurst street, $600; The O'Keefe Brewery Co., three-storey addition to building, corner of Elizabeth and Queen streets, $5,500; Wickett & Craig two-storey brick and stone addition to tannery, Front street, $1,200; Y. Baunhard, pair of semi-detached two-storey and attic brick dwellings, Dundas street, $4,000; Chas. Parker, pair semi-detached stone and brick dwellings, Boswell ave., $4,000; J. R. Carter, pair semi-detached two-storey and attic brick and stone dwellings, Walker ave., $5,000; H. M. Asling, 1½-storey brick and stone stable, Isabella street, $1,300; Richard G. Kirby, two-storey brick addition to dwelling, Davenport avenue, $700; W. J. Jaffray, two-storey and attic brick and stone dwelling, Grenville street, $9,000; The Toronto Brass Manufacturing Co., five-storey stone and brick factory, Lombard street, $30,000; Thos. Moor, two-storey and attic stone and brick dwelling, on Walmer Road, $4,000; Walter Burnell, pair semi-detached two-storey brick and roughcast dwellings, Victor ave., $2,400; American Abell Engine Co., one-storey brick addition to foundry, Abell street, $11,000; C. R. Rundle, two-storey and attic brick dwelling, Elm ave., $4,500; York County Loan and Saving Co., pair three-storey brick and stone dwellings, Roncesvalles ave., $18,000; E. A. Drummer, pair semi-detached two-storey and attic brick dwellings, Spadina ave., $7,000; W. J. Hewitt, pair semi-detached two-storey and attic brick dwellings, Victor avenue, $4,000; John E. Hoare, two-storey and half, pair semi-detached brick dwellings, Albany avenue, $7,000; Wm. Pudifin, six detached two-storey brick dwellings, on Dufferin street, $7,200; G. H. Muntz, pair two-storey brick attached house, Bellwoods avenue, $2,200; S. J. Graydon, pair two-storey and attic brick and stone dwellings, Howland ave., $5,000; Thomas Wright, two-storey and attic detached brick dwellings, Chicora ave., $2,800; F. Robbin Smith, two-storey and attic detached brick dwelling, Madison avenue, $3,800; G. T. Smith, interior alterations to dwelling, Sherbourne street, $1,200 Kenneth Cross & Co., three two-storey and attic attached brick dwellings, on Euclid avenue, $6,000; J. and T. Dempster, two-storey brick shed, Argyle street, $1,200.

SYDNEY, C B.

The mayor of Sydney, C.B., draws attention to the large number of building permits issued for the year. The number of permits for October is likely to exceed any previous month, and the amount invested in buildings in this town will amount to a total of three-quarters of a million dollars within the year.

OTTAWA'S PLUMBING BY-LAW.

The Ottawa Board of Health has put through the provisions of the plumbing by-law, and they will be sent on to the council. One by-law is to license and regulate plumbers, and the other to regulate the character and class of plumbing done in the city.

C.P.R.'S NEW WORKS AT FORT WILLIAM

The Canadian Pacific Railway is erecting several extensive buildings at Fort William, Ont. The largest of these is a machine shop, occupying a rectangle near the new round house, which is also in course of erection, and will be capable of accommodating quite a number of locomotives. A car-repair shop is to be built next year and a new flour shed will be at once commenced. The machine shop will be equipped with suitable machinery to enable repairs of any kind to be made at Fort William, to the cars or locomotives of the company.

NEW SEWAGE SYSTEM FOR TORONTO

The ratepayers of Toronto will be asked in January next to vote $2,385,000 for a new sewage system. The council has two different systems in view—the trunk system, at $1,750,000, and septic tanks and filtration on a sewage farm, $2,385,000—and have decided to ask the citizens to vote on the amount needed for the more expensive one, the council then to decide on which to put in operation.

PLUMBING AND HEATING CONTRACTS.

J. E. GRAY, Queen street east, Toronto, has the contract for the hot-water heating in G. H. Howland's residence on Roxborough ave.

The plumbing for C. Boeckh, Toronto, Junction, is being done by Fiddes & Hogarth, Toronto.

Guest & Co., Church street, Toronto, have a contract for the plumbing for J. H. Mullin, Jarvis street.

The John Ritchie Co., Limited, are installing the hot-water heating for Hugh Munro, South Drive, Rosedale.

Mashinter & Co., Toronto, are putting a new plumbing and heating system in E. Sullivan's hotel, King street.

The hot-water heating in Singer's new apartment house, John street, Toronto, is being put in by The Toronto Furnace Company.

Purdy & Mansell, Toronto, have the contract for the plumbing and hot-water heating for Mr. McTaggart's residence on Dovercourt Road.

Fiddes & Hogarth, Toronto, have the contract for the plumbing and heating for a pair of houses for R. D. Malcolm, South Drive, Rosedale.

W. J. McGuire & Co., King street west, Toronto, have the contract for the heating and plumbing for Mr. Johnston's house on Langdon Crescent.

The plumbing and hot-water heating in Mrs. Millichamp's two houses on Barton avenue, Toronto, is being put in by Fred Armstrong, Queen street west.

The Bennett & Wright Co., Limited, Toronto, are putting in hot-water heating in Geo. Watson's house on St. George street. There are 35 radiators to be used in this house.

HANDSOME SHOWROOMS.

The James Morrison Brass Manufacturing Company, Limited, Toronto, plumbers and engineers' supplies, have now handsome showrooms. They have recently fitted up and enlarged their rooms and have so arranged their large assortment of electric fixtures and lamps that light may be readily turned on them, producing a brilliant effect and showing off the place to advantage.

A representative of "Hardware and Metal" had the pleasure recently of viewing these rooms and admiring the large and varied stock af porcelain, enamel and

WINDOW GLASS.

Splendid stocks of all sizes now arriving in Star, Diamond and Double. Send us your specification; also, ...

21-oz. Billetts,
24-oz. "
26-oz. "
32-oz. "

Fancy Enamelled, Rolled Cathedral, Muffled, and Figured rolled, as well as 1/8, 3/16 and 1/4 rolled.

A. RAMSAY & SON

.. Montreal ..

The Auer Gas Lamp.

"TURNS NIGHT-TIME INTO DAY-TIME."

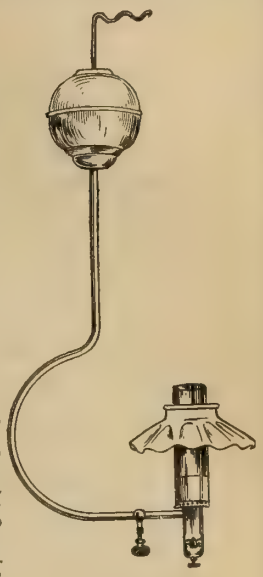
New Styles. Lower Prices.

Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?



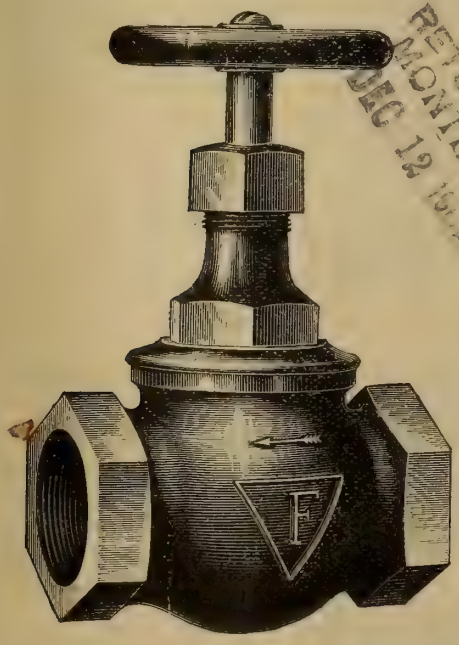
No. 28
100 Candle Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

FAIRBANKS VALVES



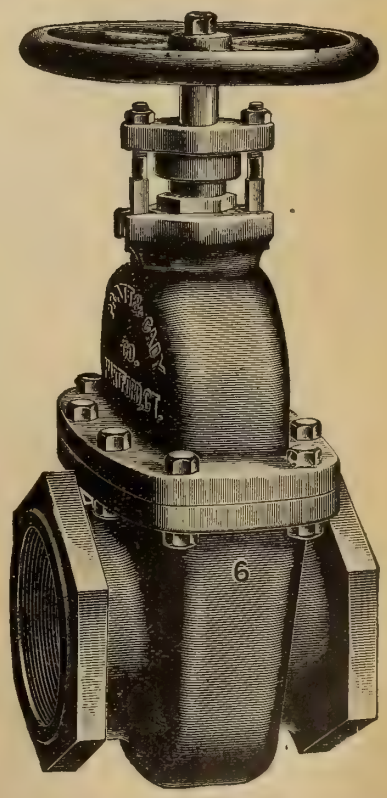
RENEWABLE ASBESTOS DISC GLOBE VALVE.

The Highest Grade Valve
——on the market.

Strongly recommended by the leading Engineers and Steamfitters through out the country.

These goods are having a strong call for the better class of Office Buildings now being erected in our larger cities. Our prices are right.

Send for Catalogue and Discount Sheets.



RENEWABLE SEAT RING GATE VALVE.

MONTREAL—THE FAIRBANKS COMPANY—VANCOUVER

steel-clad baths, nickel-plated shower baths, lavatories of Tennessee and Italian marble, and porcelain enamel. They have on hand a big assortment of steam specialties, including steam gauges, water gauges, lubricators, valves, gongs and inspirators.

AN OLD-ESTABLISHED FIRM.

Fiddes & Hogarth, King street east, Toronto, are one of the oldest established plumbing houses in that city, having been in business for the past 25 years. They say that the past year was one of the best they have ever had, and their only difficulty is in securing competent men to do their work. That seems to be a general complaint among the plumbing trade.

A NEW FOUNDRY IN HAMILTON.

A. Hammond, of Indiana, manufacturer of all kinds of iron pipes for the plumbing trade, was in Hamilton this week looking for a site to build a new foundry. He was bought out by the trust in the United States and is now looking around for a suitable place to start business in Canada. It looks bright for Hamilton, as an architect is preparing an estimate of the cost of a foundry building for him.

PLUMBING NOTES.

Studdard, Sons & Co., of Winnipeg, are about to build a new warehouse. The new building will have a frontage of 91 feet on McDermot street and 135 feet on King street. The estimated cost is $26,000.

The Huntsville Lumber Company, of Huntsville, Ont., are about to erect a number of houses for the accommodation of their men employed at the former Brennen mill. The company are stocking both their mills very heavily and will find the dwellings a great accommodation.

BUILDING NOTES.

The building trade is just as busy now as it was at any time during the summer.

The Bennett & Wright Co., Limited, are making a great rush on their work at the King Edward Hotel.

A. E. Ames will erect a 15-storey building at the corner of King and Jordan streets, extending through to Melinda street.

The Toronto Brass Manufacturing Company are about to erect a five-storey factory on Lombard street, which will cost $30,000.

The Consumers' Gas Company, Toronto, has purchased the western wing of the old Court House on Adelaide street, for $11,000.

THE ANGLO-FRENCH CHINAMAN.

W. H. Evans, in Montreal Star.

Entering a laundry in Westmount a few days ago I noticed the "celestial" deeply interested in a "classic." I said:

"Gum Choo, what are you reading?"

"Learnee Flenchee."

"Learning French?"

"Yep."

"Who is teaching you?" I exclaimed.

"The San Fliscan Flyer."

"The St. Franciscan Friar?"

"Yes, the Fliscan Flyer at the biggee Jossee housee on Dolchester street, no bootee, lopee beltee (rope belt)."

"Well, Gum, how are you progressing?"

"Fline, pallee likee Loctor Dlummond's Labitant (Habitant). Avee vooee checkee po' la washee, chin chin, savee?"

"You are doing well. How do you amuse yourself?"

"Playee plingee plongee with Yow Yow in backee roomee. Comme ca?"

GLAD TO MEET HIM.

A welcome visitor to the Montreal office of HARDWARE AND METAL on Wednesday was Mr. W. C. Webster, of W. C. Webster & Son, hardware and crockery dealers, Coaticook, Que. Business conditions in that part of the Province have been of the best, says Mr. Webster, for the past year. In his own line trade has been and is now exceptionally lively.

As to Coaticook, it is progressing rapidly. Last spring Webster & Son erected three dwellings, which were occupied as soon as they were ready. Next spring they may build others. Their plumbing, painting, etc., was done from their own stock, a line of plumbers' supplies being a feature of the store.

The weekly visit of HARDWARE AND METAL to the store of W. C. Webster & Son is much appreciated by the employers and staff, said Mr. Webster. They have been readers of its pages for some time, and look forward every week to its arrival with a great deal of pleasure.

PERSONAL MENTION.

Mr. J. G. Lewis, of Lewis Bros., Montreal, was in Toronto last Saturday.

Mr. C. M. Robertson, of The James Robertson Co., Limited, Toronto, and Mr. A. McMichael, general manager of the company, have left for a trip through England, Ireland and Scotland. They sail direct to Glasgow, and will be away about eight weeks.

The many friends of Mr. Charles Donald will regret to learn of his death, which occurred at his home, Sylvania, Ohio. Deceased was a brother of Mr. Alexander Donald, of The B. Greening Wire Co., Hamilton, and at one time represented The Ontario Lead and Wire Co., of Toronto.

An important change has been made in The Hudson's Bay Co. Mr. George E. Sharpe, manager of the Calgary branch, has been appointed assistant general-manager, and Mr. J. G. Edgar, for some time bookkeeper at this branch, has been appointed manager of the Calgary branch. The employes of The Hudson's Bay Co. waited upon the retiring manager at Calgary recently and presented him with an address and a beautiful fur coat. The presentation was made by Mr. T. T. Bowes, the oldest employe in the store.

TRADE MARK

FLOOR PAINTS

"Anchor" Liquid Floor Paints will dry hard over night with a smooth glossy surface. They are made of permanent colors, mixed with pure Linseed Oil and Dryer; and are the most durable on the market.

HENDERSON & POTTS

Established 1874

HALIFAX and MONTREAL.

Send us a post card and let us tell you all about them. . . .

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, Ottawa, Ont.

Barb Wire,
Hay Wire,
Cut Nails,
Wire Nails,
Cordage,
Glass,
Etc.

The Only Exclusive Wholesale Hardware Firm Between Montreal and Toronto.

Tarred and Dry Sheathing,
Tarred Felt,
Rosin, Pitch,
Chopping Axes,
Broad Axes,
Cross Cut Saws,
Etc.

A complete stock of Lumbermen's and Builders' Hardware always on hand. **A Trial Solicited.**

PRICES RIGHT. ASK FOR PRICES.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.

For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold Street, New York.

Syracuse Smelting Works

ATKINS

HIGH-GRADE, SILVER STEEL SAWS

Are the FINEST that Money, Experience and Skill can Produce.

No dealer's Stock is complete without them. They are easy to sell. Every saw warranted.

Write for Catalogue and Prices.

E. C. ATKINS & CO.

Factories and Home Office: INDIANAPOLIS, IND.

American Steel & Wire Co.

New York: Empire Building.
Montreal: New York Life Building.
Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

1,750,000,000

Taking the number of boxes of "C" brand Horse Nails we have sold since we commenced their manufacture in 1865 or thirty-seven years ago: we calculate that the total number of Nails we have made (taking the average size No. 8) to be one billion, seven hundred and fifty millions.

Now that output constitutes a pretty fair experience in the manufacture of Horse Nails. The buyer of the "C" brand gets the benefit of our experience in purchasing from us. He has the assurance that the Nail which has maintained its hold upon the Canadian market for thirty-seven years must have merit to back it up. And it is simply because of their superior merits that they are more largely sold than any other brand of Horse Nails made or sold in Canada, or for that matter as many as any other two Makers in Canada.

All our competitors claim their Nails are "just as good" of course. But:—there's the supreme test. Why can they not sell their productions on even terms with ours? Why do they have to undersell in the open market? The truth must be told. They don't value their goods as being equal to our "C" brand and so have to sell them for what they are worth, and that is for less money than ours. We put the best material known or used in the world for making a Horse Nail into our "C" brand. Money cannot purchase in Sweden anything better. We forge our nails from the solid rod while at a white heat, and complete the finishing process by machinery used nowhere else on this continent. All our Nails are finally subjected to a careful hand sorting and we warrant our "C" brand, as the result, to be absolutely free from imperfections, and shall replace any found otherwise, without cost to the purchaser.

Remember that to effect a saving of one cent on the 32 nails required for a full set of shoes, you would have to purchase Horse Nails at seventy-five cents a box less than the price for our "C" brand. You will find them to prove the most economical in the long run and to retain your farrier trade.

We will appreciate your preference in ordering, to state that you want the "C" brand made by the

CANADA HORSE NAIL COMPANY,
MONTREAL.

HOW SCHWAB ROSE TO FAME AND FORTUNE.

CHARLES M. SCHWAB, who, at the age of 39, was chosen President of the United States Steel Corporation, the greatest commercial organization in the world, and who receives $250,000 a year, probably the largest salary in the world, was born in Williamsburg, Pa., February 18, 1862, and consequently is now nearly 41 years old.

When he was 10 years old his father, who had been in the woollen manufacturing business in Williamsburg, moved to Loretto, Pa., and established a livery business. Young Charles did considerable stage driving for his father, attended for three months each winter the Loretto country school, where he early displayed a great love for mathematics, and after two years went to St. Francis' College, where for four years he stood at the head of his class.

Just seven years after he entered the Carnegie concern he was sent as chief engineer to rebuild the great Homestead steel plant.

In 1887 he became superintendent of the Homestead works, and five years later, in consequence of the tragic death of his friend, W. R. Jones, he was made general superintendent of the Thomson works. He subsequently built the great steel rail mill and practically rebuilt the entire plant, receiving at this time a salary of $35,000 a year.

Several years before his advancement became a matter of course, Mr. Jones once answered the query as to who would succeed him as the head of the Edgar Thomson works by saying, "The young engineer Schwab is the only man thoroughly fitted for the place."

After his fatal accident there were 21 applications for Mr. Jones' position. Mr. Schwab did not apply, and was surprised to receive a letter from the officers of the Carnegie works appointing him superintendent, a great honor for a man so young.

During the Homestead strike, after the strikers had been out two months and there was no prospect of an early settlement, Mr. Schwab went to the Homestead works and, on account of the great fondness of the men for him, in three weeks, through his individual efforts, the strike was declared off. At that time he directed both the Edgar Thomson works and the Homestead works from Homestead.

When Mr. Carnegie sold out his interest in the Carnegie company to the United States Steel Corporation he stipulated that Mr. Schwab must be made president. He is now a multimillionaire and is very generous in his charitable work.

Seven hundred tons of steel rails per day are being turned out by the mills of the Algoma Steel Co., Sault Ste. Marie, Ont. The two blast furnaces of the company are nearing completion.

"He who fights
"And runs away
"Will live to fight
"Another day.
"But he who paints
"And paints away
"May sell his House
" 'Most any day.

The favorite paints for

HOUSE **Owners, Builders, Keepers, Painters,**

bear the well-known name of

THE CANADA PAINT COMPANY,

LIMITED.

The value of property is enhanced by the application of good paints, the kind made by

THE CANADA PAINT COMPANY,
LIMITED,
Montreal and Toronto.

FRANK MILLER'S

HARNESS PREPARATIONS.

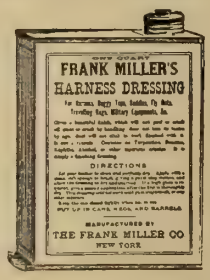
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant jet black gloss which will not peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness.

Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, hus adding life.

The highest quality of oil on the market.

LAMB FENCE HARDWARE CROSS BAR

The H. R. LAMB FENCE CO., Limited, London, Ont.

There is room for economy in wrapping papers. If you secure strong durable paper

YOU WILL SAVE TIME AND MONEY.

Ours is of Good Quality and Full Weight.

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

GALVANIZING

Our plant is modern, and capacity large. Prices O.K. Other branches:

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK ETC., ETC.

Ontario Wind Engine & Pump Co., Limited, 505 Atlantic Ave., Toronto.

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage. Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made.

HARRINGTON & RICHARDSON ARMS CO.

Also makers of H. & R. Revolvers.

Catalog on request. Worcester, Mass., U.S.A.

The P. R. Cumming Manufacturing Co., LIMITED.

NO. 22.

No. 33 (double blade) is similar in construction and finish.

Something New!

THIS is an entirely new style of mincing knife of our own design. The shank is a flat tinned steel band, drawn tightly into a groove encircling the handle, the blade being riveted between the ends. This construction does away with any hole in the handle, which consequently cannot split or come loose. The handle itself is stained and shellacked, the whole making the neatest and strongest mincing knife ever put on the market.

MADE ONLY BY

The P. R. Cumming Manufacturing Co., Limited, Toronto.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

MARTIN KLEEN, harnessmaker, of Ottawa, has assigned to C. S. Borbridge, and his creditors held a meeting on October 29.

Adrien Barrette, general merchant, St. Tite, Que., is offering to compromise.

The assignee is in possession of the premises of Barker & Co., general merchants, MacLeod, N.W.T.

J. D. Lalonde & Co., general merchants, St. Benoit, Que., have assigned to Lamarche & Benoit.

Joseph Boucher, general merchant and blacksmith, St. Adrien, Que., has assigned to Chartrand & Turgeon.

V. E. Paradis has been appointed curator to the vacant estate of J. Pineau & Co., general merchants, Bic, Que.

A consent of the assignment of Henderson & Lovelace, coal dealers, Montreal, has been filed ; John P. Kavanagh is provisional guardian.

PARTNERSHIPS FORMED AND DISSOLVED.

Aumond & Caty, sash and door factory, Montreal, have dissolved.

Govier & Campbell, blacksmiths, West Lorne, Ont., have dissalved.

Fisher & Malone, general merchants, Cochrane, N.W.T., have dissolved.

McKim & Duxbury, agricultural implement agents, Elkhorn, Man., have dissolved.

Robinson & Baker, blacksmiths and implement agents, Dresden, Ont., are about dissolving.

Caswell & Murphy, hardware merchants, Straffordsville, Ont., have dissolved ; Caswell continues.

Wm. McNairnie, planing mill owner, of Wallaceburg, Ont., has admitted J. C. Shaw as a partner.

Carscallen Bros., hardware merchants, Dresden, Ont., have dissolved ; J. B. Carscallen continues.

Trapisener & Boissmeau, blacksmiths, Ruscom Station, Ont., have dissolved ; Trapisener continues.

SALES MADE AND PENDING.

John D. Renaud, blacksmith, of Perce, Ont., has sold out.

The assets of Geo. Simser, contractor, South Indian, Ont., are to be sold.

John Sharpe, hardware merchant, Elva, Man., has sold his blacksmith shop.

A. R. Lusker, blacksmith, Feversham, Ont., is advertising his business for sale.

A. B. McGregor, general merchant, Appin, Ont., is advertising his business for sale.

John Lickford, grist and saw mill, Redwing, Ont., is advertising his business for sale.

Lusty Bros., builders and lumber merchants, Rodney, Ont., are advertising their saw and planing mill for sale.

The stock of the estate of Barker & Co., general merchants, MacLeod, N.W.T., is advertised for sale by auction, on November 4.

CHANGES.

R. Forbes, blacksmith, Thornhill, Ont., has sold out to H. Harper.

John Boyd, lumber merchant, Deloraine, N.W.T., is adding furniture.

A. Brunelle & Co., sawmillers, Ste. Rosaire, Que., have registered.

B. C. Shaw, bicycle dealer, Yarmouth, N.S., is succeeded by Frank C. Robbins.

E. E. McKinistry, general merchant, Dauphin, Man., has sold out to S. Hanford.

W. H. Dignain, blacksmith, of Comber, Ont., has sold out to Sylvester Markham.

Arthur Ross, blacksmith, Nanaimo, B.C., is succeeded by Leddingham & Ross.

William Robinson, planing miller, Port Stanley, Ont., has sold out to Walter Mitchell.

Ward & White, general merchants, Northern, N.W.T., have sold out to Martin Finseth.

G. T. Montgomery, harnessmaker, Fort Saskatchewan, N.W.T., has sold out to R. J. Verch.

J. J. Duggan, agricultural implement agent, Strathcona, N.W.T., has sold out to McKenzie & Benson.

Alexander Kyles, blacksmith and implement agent, Whitewood, N.W.T., is succeeded by Kyles Bros.

W. H. Parsons & Co., hardware merchants, Edmonton, N.W.T., have sold out to John Somerville & Son.

The offer of G. Pommerleau, general merchant, Beauce Junction, Que., to compromise at 25c on the dollar has been refused.

FIRES.

The sawmill of J. & T. Jardine, lumber merchants, Rexton, N.B., was burned.

The premises of J. M. Smyth, bicycles, etc., Montreal, were damaged by fire ; insured.

Coulter & Campbell, brass and copper works, Toronto, had a fire in their copper shop ; the loss is covered by insurance.

DEATHS.

John W. Fisher, roofer, St. John, N.B., is dead.

HARDWAREMEN DISCUSS PRICES.

THE regular monthly meeting of the Hardware Section of the Retail Merchants' Association of Canada was held in their board room, Medical Building, Bay and Richmond streets, Toronto, on Thursday evening, October 23, 1902, John Caslor presiding, in the absence of the chairman, E. R. Rogers, who was unavoidably absent through an accident which occurred to him some days previous.

Over 50 communications were read from various hardware merchants throughout the counties of York, Wentworth, Halton, Waterloo, etc., all expressing their entire sympathy with the work of the Association and all unanimous that the price on certain lines of goods will have to be changed. Thirty-five new members were added to the roll, and the general secretary has been instructed to write those who have not yet sent in their replies, asking them to do so, that the Association will be able to judge and obtain a full expression of opinion from the retail trade before having a consultation with the wholesalers and manufacturers.

G. J. St. Leger, the president of the Dominion board, was present, and paid an official visit to the section, and complimented them upon the energy that they put into their section and hoped that they would accomplish much practical work for the good of the members. He referred to the coming convention in February, which will be held in Hamilton, and hoped that the hardwaremen would be well represented there.

The stction decided to make every effort to assist the general executive board to make the coming concert in Massey Hall a success, as the proceeds will be for the general good of the Association.

APOLLO BEST BLOOM
GALVANIZED IRON

Galvanized iron ought to be soft flat uniform true to gauge.

Apollo is guaranteed to be so.

American Sheet Steel Company, New York

Representatives for Canada
E. & S. H. Thompson & Company
53 Sulpice Street
Montreal

YOU NATURALLY EXPECT THAT THE GOODS **YOU** BUY WILL GIVE ENTIRE SATISFACTION TO **THOSE** WHO BUY FROM YOU. WHEN YOU PURCHASE

2 AND 3 PLY READY ROOFING,
BUILDING PAPERS,
SHEATHING AND CARPET FELT,
COAL TAR PRODUCTS,
HANGING AND PRINT PAPER,
BROWN AND MANILLA WRAPPING

from us your expectations will be realized. Our lines are all guaranteed to give entire satisfaction. Quality, the best.

ALEX. McARTHUR & CO., 82 McGill Street, MONTREAL.

PAPER MILLS: JOLIETTE, QUE. FELT FACTORY: HARBOR AND LOGAN STREETS, MONTREAL.

CURRENT MARKET QUOTATIONS

October 31, 1902.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—		
56 and 28 lb. ingots, 100 lb.	$31 00	$32 00

TINPLATES.

Charcoal Plates – Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$6 75
I.X. "	....	8 25
I.X.X. "	....	9 75
Famous, equal to Bradley—		
I.C.	....	6 75
I.X.	....	8 25
I.X.X.	....	9 75
Raven and Vulture Grades—		
I.C., usual sizes	....	5 00
I.X. "	....	6 00
I.X.X. "	....	7 00
I.X.X.X. "	....	8 00
D.C., 12½x17	....	4 50
D.X	....	5 25
D.X.X.	....	6 00

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	4 25
I.C., special sizes, base	....	4 75
20 x 28	....	9 00

Charcoal Plates – Terne.

Dean or J.G. Grade		
I.C., 20x28, 112 sheets	....	8 50
I.X., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X.X., 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	....	7 00

Tinned Sheets.

72x30 up to 24 gauge	....	8 00
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	....	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3 in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth & Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "silver" tool steel	0 12	0 14
" "special"	0 15	0 20
Jonas & Colver's tool steel	0 08	0 15
" "air hardening"	0 45	0 60
Drill steel, per lb	0 08	0 10

BOILER TUBES.

		Per foot.
1½, 1¾ and 4 inch	....	0 09
2½ in	....	0 16
3 in	....	0 13
3½ in	....	0 16
4 in	....	0 31

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅝ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	....

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

		Per 100 feet.
Black pipe—		
⅛ inch	....	2 90
¼ "	....	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	20 00
3 "	....	24 00
3½ "	....	30 00
4 "	....	37 50
4½ "	....	42 00
5 "	....	47 00
6 "	....	60 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Discount on pipe up to 2 in. 4 p.c. Larger sizes nett.

Malleable Fittings—Discount 30 p.c.

Cast Iron Fittings—

On all cast iron fitting, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis. All others—discount 60 p.c.

GALVANIZED SHEETS.

	G.C. Comet.	Bell.	Queen's Head.
16 gauge	....	....	....
18 to 24 gauge	4 05	3 75	4 00	4 05
26 "	4 25	4 00	4 15	4 25
28 "	4 50	4 25	4 35	4 50

American brands, $4.40 for 28 gauge.

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....	....
" ¼ "	7 85	8 10
" 5-16 "	5 25	5 50
" ⅜ "	4 50	4 75
" 7-16 "	4 25	4 50
" ½ "	4 20	4 50
" 9-16 "	4 05	4 50
" ⅝ "	4 00	4 50
" ¾ "	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 p.c.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.

		Per 100 lb.
English B.S., ton lots	....	13 00
Lake Superior	....	....

Bars.

Cut lengths, round, ½ to ⅞ in	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00

Sheet.

Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

Boiler and T.K. Pitts.

Plain tinned, per lb	....	0 28
Spun per lb.	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 3
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per lb	5 50	6 00
Domestic "	....	....

ZINC SHEET.

5-cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD.

Imported Pig, per 100 lb.	....	3 50
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe, 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7 50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount 50 per cent.

" " fittings, discount 50 and 10 p.c.

Med. & Extra heavy pipe fittings, dis. 60 p.c.

7 and 8-in. pipe, discount 50 per cent.

SOLDER.

	Per lb.	Per lb.
Bar half-and-half, guarant'd	....	0 20
Bar, half and-half, commer'l	....	0 19½
Refined	....	0 19
Wiping	....	0 18½

ANTIMONY.

Cookson's, per lb	....	9 00

WHITE LEAD.

	Per 100 lb.	
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White	....	5 75
Elephant and Decorators' Pure	....	5 25
Brandram's B.B. Genuine	....	7 00
" " No. 1	....	6 00
"Monarch" brand	....	6 12½
Decorator's Pure	....	5 25
Essex Genuine	....	5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt.	$4 75
Genuine, 100 lb. kegs, per cwt	5 00
No. 1, 560 lb. casks, per cwt	4 25
No. 1, 100 lb. kegs, per cwt	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 50
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 25
Second qualities, per gallon	....	1 10
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co's pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Stewart & Wood's Champion pure	....	1 20
Standard Paint Co.'s "New Era"	....	1 30
The Francis-Frost Co. "Ark Brand,"		$1.20 gal
" " " Brit. Navy Deck		1 50 "

COLORS IN OIL.

25 lb. tins, standard Quality.

Venetian red, per lb	0 04½	0 06
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "	....	0 06
Marine black	....	0 09
Chrome green	....	0 10
French imperial green	....	0 12
Signwriters' black	....	0 16
Burnt umber	....	0 11
" sienna	....	0 11
Raw umber	....	0 11
" sienna	....	0 11

COLORS, DRY.

Common ochre, bbls	1 20	1 30
Yellow ochre (J.F.L.S.), bbls.	....	2 00
Yellow ochre (La Belle)	1 15	1 25
Brussels ochre	....	2 00
Venetian red (best), bbl.	1 75	2 00
English oxides, per cwt.	3 00	3 25
American oxides, bbls.	1 25	2 00
Canadian oxides, bbls.	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb.	....	0 10
" umber, " "	....	1 10
Raw do	..	0 09
Drop black, pure	....	0 09
Chrome yellows, pure	....	0 18
Chrome greens, pure per lb.	0 09	0 10
Golden ochre	0 04	0 05
Ultramarine blue, in 28-lb. boxes, per lb.	0 06	0 18
Fire proof mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb.	....	0 07
Mortar color, per 100 lb.	1 25	1 50
Pure Indian red, No. 45, lb.	0 08	0 10
Whiting, bbl.	0 55	0 60
English vermilion in 30-lb. bags.		0 95

BLUESTONE.

Casks, for spraying, per lb.	0 07
100-lb. lots, do. per lb	0 08

PUTTY.

Bulk in bbls.	1 90
Bulk in less quantity	2 05
Bladders in bbls.	2 25
Bladders in kegs, boxes or loose	2 40
Bladders in 25-lb. tins	2 35
Bladders in 12½ lb. tins	2 65
Bladders in bulk or tins less than 100 lb	2 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	....	1 25
" No. 1	....	1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine, brown japan	1 25	1 30
" black japan	0 85	1 20
" " No. 1	0 50	0 75
Elastilite varnish, 1 gal. can, each,		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels: Size 1, $1.20; size 2, 70c.; size 3, 40c. each.

Sherwin-Williams' copal varnish, assorted case, from ½-pts. to 1 gal. $2.50.

CASTOR OIL.

East India, in cases, per lb.	0 09½	0 10
" small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 20
" neatsfoot	....	0 90

GLUE

Common	0 08	0 09
French medal	0 10	0 14
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16

HARDWARE.

Ammunition.

Cartridges.

B. B Caps Dom. 50 and 5 per cent.

Rim Fire Pistol, dis 40 p. c., Amer

Rim Fire Cartridges, Dom., 50 and 5 p. c.

Central Fire Pistol and Rifle 10 p.c. Amer.

JOSEPH RODGERS & SONS
Limited

SHEFFIELD, ENGLAND.

Each blade of our Goods bears the exact mark here represented.

REGISTERED TRADE MARK. GRANTED 1682

JAMES HUTTON & CO., MONTREAL SOLE AGENTS IN CANADA.

Central Fire Cartridges, pistol sizes Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.
Central Fire, Military and Sporting, Amer. add 5 p.c. to list. B.B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p.c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads — per lb
Best thick white felt wadding, in ¾-lb bags 1 00
Best thick brown or grey felt wads, in ½-lb. bags 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 25
Thin card wads in boxes of 1,000 each, 8 gauge ....
Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M
11 and smaller gauge 0 60
9 and 10 gauges 0 70
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Adzes.
Discount, 20 per cent.

Anvils.
Wright's, 80-lb. and over 0 10¾
Hay Budden, 80-lb. and over 0 09¼
Brook's, " " " 0 11¼

Augers.
Gilmour's discount 65 and 5 p.c. off list.

Axes.
Chopping Axes
Single bit, per doz 5 50 10 00
Double bit, " 11 00 18 00
Bench Axes, 40 p.c.
Broad Axes, 25 per cent.
Hunters' Axes 5 50 6 00
Boys' Axes 5 75 6 75
litting Axes 6 50 12 00
andled Axes 7 00 10 00

Axle Grease.
Ordinary, per gross 5 75 6 00
Best quality 13 00 15 00

Bath Tubs.
Zinc 6 00
Copper, discount 15 p.c. off revised ist

Baths.
Standard Enameled.
5½-inch rolled rim, 1st quality...... 24 00
" " " 2nd " 20 00

Babbit Metal.
Tandem" A........ per lb. 0 27
" B........ " 0 21
" C........ " 0 11½
Magnolia Anti-Friction Metal, per lb 0 25
Frictionless metal, per lb 0 23
Hercules, per lb........ 0 15

SYRACUSE SMELTING WORKS.
Aluminum, genuine........ 0 45
Government " 0 44
Tough " 0 40
Hard " 0 40
Dynamo 0 30
Special 0 25
Harmony 0 22
Car Box 0 20
Extra 0 15

THE CANADA METAL CO.
No. "O" babbit 0 06
No. 1 babbit 0 08
Star " 0 10
Hercules " 0 15
Metallic babbit 0 20
Imperial " 0 20

Bells.
Hand
Brass, 60 per cent.
Nickel, 55 per cent.
Cow.
American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.
Door.
Gongs, Sargant's........ 5 50 8 00
" Peterboro', discount 45 per cent
Farm.
American, each........ 1 25 3 00
House.
American, per lb........ 0 35 0 40

Bellows.
Hand, per doz........ 3 35 4 75
Moulders', per doz........ 7 50 10 00
Blacksmiths', discount 40 per cent.

Belting.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 p.c.

Bits.
Auger.
Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen. net list.
Car.
Gilmour's, 47½ to 50 per cent.
Expansive.
Clark's, 40 per cent
Gimlet.
Clark's, per doz........ 0 65 0 90
Damond, Shell, per doz...... 1 00 1 50
Nail and Spike, per gross.... 2 25 5 20

Blind and Bed Staples.
All sizes, per lb........ 0 07¾ 0 12

Bolts and Nuts. Per cent.
Carriage Bolts, common ($1 list)... 55 and 10
" " full square ($2.40 list) 55 and 10
" " Norway iron ($3 list) 50 and 10
Machine Bolts, all sizes .... 50 and 10
Plough Bolts .... 50 and 10
Blank Bolts .... 50 and 10
Bolt Ends .... 50 and 10
Sleigh Shoe Bolts .... 65 and 10
Coach Screws, cone point .... 66⅔ and 10
Nuts, square, all sizes, 3¾c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove rods, per lb........ 5½ to 6c.
Nuts, in 50 lb. lots ¼c. per lb extra, in less than 50 lb. lots, ½c. etxra.

Boot Calks.
Small and medium, ball, per M.... 4 25
Small heel, per M........ 4 50

Bright Wire Goods.
Discount .... 62½ per cent

Broilers.
Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ pe cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8. " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 0 00

Butchers' Cleavers.
German, per doz........ 6 00 11 00
American, per doz........ 12 00 20 00

Butcher Knives.
Bailey's, per doz........ 0 60 6 30

Building Paper, Etc.
Tarred felt, per 100 lb........ 1 70
Ready roofing, 2-ply, not under 45 lb. per rol 85
Ready roofing, 3-ply, not under 65 lb. per roll 1 10
Carpet felt, per ton........ 40 00
Dry sheathing, per roll, 400 sq. ft..... 35
Tar sheathing, " " " 45
Dry fibre " " " 50
Tarred fibre, " " " 60
O.K. & I.X.L., " " " 65
Resin-sized, " " " 40
Oiled sheathing, " 600 " 1 10
" " " 400 " 70
Roof coating, in barrels, per gal..... 17
" " small packages........ 25
Refined tar, per barrel........ 4 50
Coal tar, " 4 00
Coal tar, less than barrels, per gal... 15
Roofing pitch, per 100 lb........ 85

Bull Rings.
Copper, $2.00 for 2½ in. and $1.90 for 2 in.

Butts.
Wrought Brass net revised list.
Cast Iron.
Loose Pin, dis., 60 per cent.
Wrought Steel
Fast Joint, dis. 65, 10 and 2½ per cent.
Loose Pin, dis. 65, 10 and 2½ per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Carpet Stretchers
American, per doz........ 1 00 1 50
Bullard's, per doz........ .... 6 50

Castors.
Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.
Nos. 31 and 32, per gross...... 8 50 9 50

Chalk.
Carpenters Colored, per gross 0 45 0 75
White lump, per cwt........ 0 60 0 65
Red........ 0 05 0 06
Crayon, per gross........ 0 14 0 18

Chisels.
Socket, Framing and Firmer.
Broad's, dis. 60 and 10 per cent.
Warnock's, dis. 60 and 10 per cent.
P. S. & W. Extra 60, and 10 p.c.

Churns.
Revolving Churns, metal frames—No. 0, $8—No. 1, $8.50—No. 2, $9.00—No. 3, $10.00—No. 4, $12.00—No. 5, $16.00 each. Ditto, wood frames—20c. each less than above. Discounts: Delivered from factories, 53 p.c.; from stock in Montreal, 51 p.c. Terms, 4 months or 3 p.c. cash in 30 days.
Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2 65. Metal frames 25c. extra. Discount 15 p.c., net 30 days.

Clips.
Axle dis. 65 per cent.

Closets. Net.
Plain York or Ontario Syphon Jet. $9 60
Emb. York or Ontario Syphon Jet. 10 20
Fittings 1 00
Plain Elgin or Teu. Syphon Washout 6 00
Emb. Elgin or Teu. Syphon Washout 6 60
Fittings 1 25
Low Down Elgin or Teutonic, plain 9 60
" " " " emb. 10 20
Plain Richelieu 3 75
Emb. Richelieu 4 00
Connections 1 25
Low Down Ont. Sy. Jet, plain 11 70
" " " " " emb'd. 12 30
Closet connection 1 25
Basins P.O., 14 in........ 0 70
" oval 17 x 14 in........ 1 50
" " 19 x 15 in........ 2 25

Compasses, Dividers, Etc.
American dis. 62½ to 65 per cent.

Conductor Pipe.
Plain or Corrugated.
2-inch, per 100 feet 3 00
3 " " " 4 00
4 " " " 5 25
5 " " " 6 75
6 " " " 9 00

Cradles, Grain.
Canadian, dis. 20 to 25 per cent.

Crosscut Saw Handles.
S. & D., No. 3, per pair .... .17½
" " 5, " .... .22½
" " 6, " .... .15
Boynto pattern " .... .20

Door Springs.
Torrey's Rod, per doz......(15 p.c. 2 00
Coil, per doz........ 0 88 1 60
English, per doz........ 2 00 4 00

Draw Knives.
Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 60 and 10 per cent.

Drills.
Hand and Breast
Millar's Falls, per doz. net list.
DRILL BITS.
Morse, dis., 37½ to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.
Common, cork-lined, dis. 35 per cent.

EAVE TROUGH.
10-inch, per 100 ft........ $3 10

ELBOWS. (Stovepipe.) per doz.
5 and 6-inch, common........ 1 20
7-inch 1 35
Polished, 15c. per doz. extra.

ESCUTCHEONS.
Discount, 40 per cent.

ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.

FILES AND RASPS.
Great Western........ 70 and 10 per cent
Arcade .... 70 " 10 "
Kearney & Foot .... 70 " 10 "
Disston's .... 70 " 10 "
American .... 70 " 10 "
J. Barton Smith........ 70 " 10 "
McClellan .... 70 " 10 "
Eagle........ 70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5 "
Royal .... 80 "
Globe .... 70 to 75 "
Black Diamond, 60 and 10 to 60, 10 and 5 p.c
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS—Window—Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26......	2 20	4 25	....	6 25
26 to 40......	2 40	4 65	....	6 75
41 to 50......	....	5 10	....	7 50
51 to 60......	....	5 35	....	8 50
61 to 70......	....	5 75	....	9 75
71 to 80......	....	6 25	....	11 00
81 to 85......	....	7 00	....	12 55
6 to 90......	....	7 75	..	15 00
91 to 95......	..	....	...	17 50
96 to 100	.. .	....	. ..	20 50

GAUGES
Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's Nos. 26 to 33, each... 1 65 2 40

HALTERS.
Rope, ⅜ per gross........ ....
" ½ " 9 00
" ⅝ to ¾ 14 00
Leather, 1 in., per doz........ 3 87½ 4 00
" 1¼ in., " 5 15 5 20
Web, — per doz........ 1 87 2 45

HAMMERS.
Nail
Maydole's, dis. 5 to 10 per cent Can. dis. 25 to 27½ per cent.
Tack.
Magnetic per doz........ 1 10 1 20
Sledge.
Canadian per lb........ 0 07½ 0 08½
Ball Pean.
English and Can., per lb.... 0 22 0 25

HANDLES.
Axe, per doz. net........ 1 50 3 00
Store door, per doz........ 1 00 1 50
Fork.
C. & B., dis. 40 per cent. rev list.
Hoe.
C. & B. dis. 40 per cent. rev. list.
Saw.
American, per doz........ 1 00 1 25
Plane.
American per gross...... .. 3 15 3 75
Hammer and Hatchet.
Canadian, 40 per cent.
Cross-Cut Saws.
Canadian, per pair........ 13½

HANGERS. doz. pairs.
Steel barn door 5 85 6 00
Stearns, 4 inch 5 00
" 5 inch 6 50
Lane's covered—
No. 11, 5-ft. run 8 40
No. 11½, 10-ft. run........ .... 10 80
No. 12, 10-ft. run........ .... 12 60
No. 14, 15-ft. run........ .... 21 00
Lane's O.N.T. track, per foot. 4½

HARVEST TOOLS
Discount 60 and 10 per cent.

HATCHETS
Canadian, dis 40 to 42½ per cent.

An Important Consideration.

Most hardware merchants now realize the fact that when they order

Building Papers, Roofing Felts and Wire-Edged Ready Roofing

from us we promptly ship them reliable material that pleases their customers. This is why we have been successful in business.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

HINGES.

Blind, Parker's, dis. 1[illegible] per cent.
Heavy T and strap, 4-in., per lb.... 0 06½
" " 5-in., " 0 06¼
" 6-in., " 0 06
" 8-in., " 0 05¾
" 10-in., " 0 05½
Light T and strap, dis. 65 and 5 per cent
Screw hook and hinge—
6 to 10 in., per 100 lbs.... .... 4 50
12 in. up, per 100 lbs..... .... 3 25
Per gro. pairs
Spring..... .... 1[illegible]

HOES.

Garden, Mortar, etc., dis. 60 to 6[illegible] and 10 p.c
Planter, per doz..... 4 00 4 50

HOLLOW WARE

Discount,..... 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird Cage, per doz.....	0 50	1 10
Clothes Line, per doz.....	0 27	0 63
Harness, per doz.....	0 72	0 88
Hat and Coat, per gross.....	1 00	3 00
Chandelier, per doz.....	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 47½ per cent.

Wire.

Hat and Coat, discount 45 per cent.
Belt, per 1,000 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.

"C" brand 40, 10 and 7½ p.c. off list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk, 66⅔ and 5 per cent.
"Monarch," 65 per cent.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1. and smaller.
Light, medium and heavy. .	3 35	3 60
Snow shoes.....	3 60	3 85
Steel Shoes.		
Light.....	3 45	3 70
Featherweight (all sizes).....	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.

Toe weight steel shoes..... 6 70

JAPANNED WARE.

Discount, 45 and 5 p.c. off list, June 1899.

ICE PICKS.

Star per doz..... 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 30 0 50
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 40 to 0 and 10 p.c.
Cabinet, trunk, and padlock, Am. per gross 60

KNOBS.

Door, japanned and N.P., per doz.....	1 50	2 50
Bronze, Berlin, per doz.....	2 75	3 25
Bronze Genuine, per doz....	6 00	9 00
Shutter, porcelain, F. & L screw, per gross	1 30	4 00
White door knobs—per doz.	90	1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz.....	7 00
No. 3 "Wright's".....	8 50
Ordinary, with O burner.....	4 00
Dashboard, cold blast.....	9 00
No. 0.....	5 75

Japanning, 50c. per doz. extra

LEMON SQUEEZERS.

Porcelain lined, ...per doz.	2 20	5 60
Galvanized.....	1 87	3 85
King, wood.....	2 75	2 90
King, glass.....	4 00	4 50
All glass.....	0 50	0 90

LINES.

Fish per gross.....	1 05	2 50
Chalk "	1 90	7 40

LOCKS

Canadian, dis 40 to 40 and 10 p.c.
Russel & Erwin, per doz.... 3 00 3 25
Cabinet
Eagle, dis. 30 p.c.

Padlocks

English and Am. per doz....	50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.

Flat head discount 25 p.c.
Round Head discount 20 p.c.

MALLETS.

Tinsmiths' per doz.....	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz..	3 85	5 00
Caulking each.....	60	2 00

MATTOCKS.

Canadian, per doz..... 5 50 6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.
German, 15 per cent.
Gem, each, $1.15.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Quotations are;	Cut.	Wire.
2 d and 3d	$3 45	$3 55
3 d	3 10	3 22
4 and 5d..... ..	2 85	3 05
6 and 7d.....	2 75	2 90
8 and 9d.....	2 60	2 70
10 and 12d.....	2 55	2 65
16 and 20d..	2 50	2 60
30, 40, 50 and 60d. (base).....	2 45	2 55

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.50
Cut nails in carlots are $2.40 base.
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 75 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent

NAIL PULLERS.

German and American.....	1 85	3 50

NAIL SETS.

Square, round, and octagon per gross..... 3 38 4 00
Diamond..... 12 00 15 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60, 10 and 5 p.c.
2-in. Mesh, 18 w.g. and heavier, 50 p.c.

OAKUM. Per 100 lb

Navy 6 00
U.S. Navy..... 7 25

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal. per doz..... .... 10 00
Zinc and tin, dis. 50, 50 and 10
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAILS.

Dufferin pattern pails, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
6, 10 and 14-qt. flaring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.

Per doz..... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross...	1 35	1 50
Brass head "	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 p.c.

PINE TAR.

½ pint in tins, per gross.	7 80
1 " " "	9 60

PLANES.

Wood bench, Canadian dis. 40 per cent. American dis. 50.
Wood, fancy Canadian or American 7½ to 40 per cent.

PLANE IRONS.

English per doz..... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz..... 0 60 2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 p.c.
"J.M.T." Cushion work, dis. 50 p.c.
Fuller work, dis. 65 p.c.
6 doz. lots and over of the above extra dis 10 p.c.
Lever Handle Stops and Waste, discount 60 p.c. With, in lots of 2 doz. and over, an extra dis. of 10 p.c.
"J.M.T." Globe, Angle and Check Valves, dis 55 p.c.
Standard Globe, Angle and Check Valves, dis. 65 p.c.
"J.M.T." Radiator Valves, dis. 55 p.c.
Standard " " dis., 65 p.c.
Patent Quick Opening Valves, dis. 70 p.c.
No. 1 compression bath cock, net .. 2 00
No. 4 " " 2 00
No. 7, Fuller's 2 90
No. 4½, " 2 35
Patent Compression Cushion, basin cock, hot and cold, per doz 15 00
Patent Compression Cushion, bath cock No. 2208 ..... 2 25
Square head brass cocks, 60 p.c.
" " iron " 60 p.c.
Competition Globe, Angle and Check Valves discount, 70 p.c.
Competition Quick Opening Radiator Valves, discount, 70 p.c.

PRESSED SPIKES.

Discount 22½ per cent.

PULLEYS.

Hothouse, per doz.....	0 55	1 00
Axle.....	0 22	0 33
Screw.....	0 27	1 00
Awning.....	0 35	2 50

PUMPS.

Canadian cistern.....	1 80	3 60
Canadian pitcher spout.....	1 40	2 10

PUNCHES.

Saddlers', per doz.....	1 00	1 85
Conductors'	9 00	15 00
Tinners', solid, per set.....	0 00	0 72
" hollow per inch	0 00	1 00

RANGE BOILERS.

	Net.
Dominion, 30 gal.	5 75
Dominion, 35 "	6 75
" 40 "	7 75
Ronald's Galvanized, 30 gallons	7 40
" " 35 "	8 40
" " 40 "	9 60
Copper, 30 gallons.....	22 00
" 35 "	24 00
" 40 "	28 00

Discount off copper boilers 10 per cent.

RAKES.

Wood, per doz. net .... 1.20 up

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler & Co.'s.....	4 00	18 00
Boker's.....	7 50	11 00
" King Cutter.....	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's.....	7 00	12 00
Bailey's	6 00	12 00
Bailey's "Brantford"	10 00	11 00
Carbo Magnetic		15 00
Griffon Barbers' Favorite		10 75
Griffon No. 65.....		13 50
Griffon Safety Razors.....		13 50
" Stropping Machines.		13 50

REGISTERS.

Discount ..... 40 per cent

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c. per lb.
Copper Rivets with usual proportion burrs 45 p. c. dis. cartons, 1c. per lb. extra, net.
Copper Burrs only, 30 and 10 p.c
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent

ROPE, ETC.

Sisal	12½
Pure Manilla.....	15
"British" Manilla.....	13
Cotton, 3-16 inch and larger.....	16
" 5-32 inch....	21
" ⅛ inch	22
Russia Deep Sea.....	15
Jute	6
Lath Yarn	11½

Sisal bed cord, 48 ft.....	per doz.	65
" " 60 ft.....	"	80
" " 72 ft.....	"	95

RULES.

Boxwood, dis. 55 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

	per set.
Mrs. Potts, No. 55, polished.	70
" No. 50, nickle-plated.	75

SAND AND EMERY PAPER.

B & A. sand, 40 and 5 per cent.
Emery, 40 per cent.
Garnet (Rurton's), 5 to 10 p.c. advance on list

SAP SPOUTS.

Bronzed iron with hooks, per doz. 9 50

SAWS.

Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.

Crosscut, Disston's, per ft..	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3

Hack, complete, each	0 75	2 75
" frame only		0 75

SASH WEIGHTS.

Sectional, per 100 lbs.....	2 50	2 75
Solid, "	1 75	2 00

SASH CORD.

Per lb..... 0 23 0 30

SAW SETS.

Lincoln and Whiting, per doz. 4 75
Hand Sets, No. 1 Woodyatt (Morrill) 4 25
X-cut Sets, No. 3 Woodyatt (Morrill) 9 50

SCALES.

Burrow, Stewart & Milne—
Imperial Standard, 40 per cent.
Weigh Beams, 35 per cent.
Champion Scales, 55 per cent
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.
Warren's new Standard 40 p.c.
" " Champion 55 p.c.
" Weighbeams, 35 per cent.

SCREW DRIVERS.

Sargent's per doz..... 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 3-in. style..... per doz. 6 60
Common doors, 2 or 3 panel, yellow and green std., 3-in. style, per doz 6 80
Common doors, 2 or 3 panel, in natural colors, oil finish, per doz..... 8 15
4-in. style 20c. per doz. extra.

SCREWS.

Wood, F.H., bright and steel, 87½ and 10 p.c
Wood R. H., " dis. 82½ and 10 p.c.
" F. H., brass dis. 80 and 10 p.c.
Wood, R. H., " dis. 75 and 10 p.c.
" F.H., bronze, dis. 75 p.c.
" R.H. " 70 p.c.
Drive Screws, 87½ and 10 per cent.

Bench, wood, per doz.	3 25	4 00
" iron. "	4 25	5 00

Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.

Per doz., net..... 5 00 8 00

SCYTHE SNATHS.

Canadian, dis. 40 p.c.

SHEARS.

Bailey Cutlery Co., full nickeled, dis. 60 and 2½ p.c.
Bailey Cutlery Japan handles, 67½ p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.

SINKS.

Steel and galvanized, discount 45 per cent

SNAPS.

Harness, German, dis. 25 p.c.

Lock, Andrews'	4 50	11 50

SOLDERING IRONS.

1, 1½ lb., per lb.....	0 37
2 lb. or over, per lb.....	0 34

SQUARES.

Iron, No. 493, per doz	2 40	2 55
" Mo. 494, "	3 25	3 40

Steel, dis. 60 to 60 and 5 p.c.
Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.

Plain, dis., 75 and 12½ p.c. off revised list
Retinned, dis., 75 p.c. off revised list.

STAPLES.

Galvanized.....	3 25	3 50
Plain.....	2 90	3 15

Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

WINDOW GLASS —TO IMPORT.

Prompt Deliveries

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BEST GLASS of all kinds, our own manufacture. **Closest Prices.**

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

STOCKS AND DIES.

American dis. 25 p.c.

STONE.	Per lb.	
Washita	0 28	0 60
Hindostan	0 06	0 07
" slip,	0 09	0 09
Labrador	....	0 13
" Axe	....	0 15
Turkey	....	0 50
Arkansas	0 00	1 50
Water-of-Ayr	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. 2 in, 40 to 200 lb, per ton	....	25 00
" under 40 lb. "	....	28 00
Grind. under 2 in. thick "	....	29 00

STOVE PIPES.

5 and 6 inch Per 100 lengths	....	7 00
7 inch " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4—3 dozen in case, net cash	$4 80
No. 6—3 dozen in case, "	8 40

TACKS, BRADS, ETC.

Cheese-box tacks, blued ..... 80 & 12½
Trunk tacks, black and tinned 85
Carpet tacks, blued ..... 80 & 15
" " tinned ..... 80 & 20
" " (in kegs) 40
Cut tacks, blued, in dozens only .. 80
" ¼ weights 60
Swedes cut tacks, blued and tinned—
In bulk ..... 80 & 10
In dozens 75
Swedes, upholsterers', bulk .... 85, 12½ & 12½
" brush, blued & tinned, bulk .. 70
" gimp, blued, tinned and japanned ..... 75 & 12½
Zinc tacks 35
Leather carpet tacks 55
Copper tacks 50
Copper nails 5 1½
Trunk nails, black ..... 65 and 5
Trunk nails, tinned ..... 65 and 10
Clout nails, blued ..... 65 and 5

Chair nails	....	35
Patent brads	....	40
Fine finishing	....	40
Lining tacks, in papers	....	10
Lining tacks, in bulk	....	15
" " solid heads, in bulk	....	75
Saddle nails in papers	....	10
" " in bulk	....	15
Tufting buttons, 22 line, in dozens only		60
Tin capped trunk nails	....	25
Zinc glazier's points	....	5
Double pointed tacks, papers	90 and	10
" " " bulk	....	40
Shoe nails	....	60
Clinch and duck rivets	....	45

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel, each	0 80	8 00

TINNERS' SNIPS.

Bailey's, dis. 25 p.c.

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.

Disston's discount 10 per cent.
German, per doz 4 75 6 00
S. & D., discount 35 per cent.

TWINES.

Bag, Russian, per lb	....	0 27
Wrapping, cotton, 3-ply	....	0 19
" 4-ply	....	0 23
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12¾
Pipe Vise, Hinge, No. 1	....	3 50
" " No. 2	....	5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

WIRE.

SMOOTH STEEL WIRE.

No. 0-9 gauge	$2 60	
10 "	6c. extra.	
11 "	12c. "	
12 "	20c. "	
13 "	30c. "	
14 "	40c. "	
15 "	55c. "	
16 "	70c. "	

Add 60c. for coppering and $2 for tinning.

Extras net per 100 lb. — Oiled wire 10c. spring wire $1.25, special hay baling wire 30c. best steel wire 75c., bright soft drawn 15c. charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, dis. 25 per cent. List of extras : In 100-lb. lots : No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, 7.65—No. 24, $8—No. 25, $9—No. 26 $9.50—No. 27, $10—No. 28, $11 No. 29. $12—No. 30, $13—No. 31, $14—No. 32 $15, No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31 $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 33c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c

Brass wire, 62½ per cent. off the list.
Copper wire, 62½ per cent. net cash 30 days, f.o.b. factory.
Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, $3.20 — No. 9, $2.55 — No. 10, $3.30— No. 11, $3.40— No. 12, $2.70— No. 13, $2.80—No. 14, $3.80—No. 15, $4.30—No. 16, $4.30. Base sizes, Nos. 6 to 9 $2.27½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, regular 7 strand, No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70, No. 19, $2.35; No. 20, $2.30, f.o.b. Hamilton, Toronto Montreal

WIRE FENCING

Galvanized barb	....	2 90
Galvanized, plain twist	....	2 90

Galvanized barb, f.o.b. Cleveland, $2 67½ in less than carlots, and $2.55 in carlots.

WIRE CLOTH

Painted Screen, per 100 sq. ft., net .. 1 37½
Terms, 3 per cent. off 30 days.

WASTE COTTON.

	per lb.
Colored	6
White	8

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 60 p.c.
Coe's Genuine, dis. 20 to 25 p.c

Towers' Engineer, each	2 00	7 00
" S., per doz	5 80	6 00
G. & K.'s Pipe, per doz	....	3 40
Burrell's Pipe, each	....	3 00
Pocket, per doz	0 25	2 90

WRINGERS.

Leader per doz.	$30 00	33 00
Royal Canadian, "	....	24 00
Royal American, "	....	24 00
Sampson "	....	24 00

Terms 4 months, or 3 p.c. 30 days

WROUGHT IRON WASHERS.

Canadian make, discount, 40 per cent.

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will be Carefully Efficiently, and Promptly attended to, by

The Roberts Advertising Agency,

WINNIPEG CANADA.

"Pullman" Lawn Sprinkler

IS YOUR ORDER IN?

Send for Folder No. 14.

Pullman Sash Bal. Co.
Rochester, N.Y., U.S.A.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

Standard Paint & Varnish Works Limited
Makers of High Grade Varnishes, Japans, Paints, Colors & Enamels
Windsor, Ont.

STEVENS

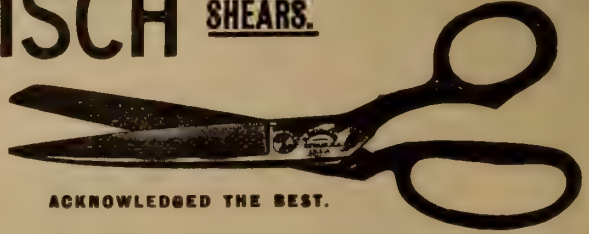
OUR NEW CATALOGUE IS READY FOR DISTRIBUTION AND IT IS FULL OF INFORMATION VALUABLE FOR THE DEALER. SHALL WE NOT MAIL YOU A COPY?

YOU CANNOT AFFORD TO BE WITHOUT OUR **ARMS.** YOUR JOBBER HAS THEM.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.

CELEBRATED **HEINISCH** SHEARS.

Tailors' Shears,
Trimmers, Scissors,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 90 Chambers St.
NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

ALEXANDER GI[illegible]

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—"Machinery," Newport. Emlyn Engineering Works, NEWPORT, MON., ENGLAND.

ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE. . . .**

Ask for our Catalogue and Quotations.

KNOX HENRY

Heavy Hardware and Metal Broker
Room 32 Canada Life Bldg., MONTREAL.

Samples sent free on application.

HORSE NAILS—"C." Brand Horse – Nails Canada Horse Nail Co.

"BRASSITE" GOODS — Gunn Castori Co. Limited, Birmingham, Eng.

INTERIN CANADA—Hamburg Ground Razors

Every One Fully Warranted.

Made in all Standard Styles, Private Shapes and Brands.
Try a few dozens and you will always buy Razors made by

Also makers of **Shears, Scissors, Butchers' Knives and other Cutlery.**

BAILEY CUTLERY CO.

BRANTFORD, CANADA. Limited

CHAS. F. CLARK, President. **JARED CHITTENDEN, Treasurer.**

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**

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The **"CROWN HURON"** Range forms a combination of both not obtained by any other manufacturer.

It stands alone.

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Can be retailed at almost the cost of other high-priced Ranges.

In quality and finish is superior.

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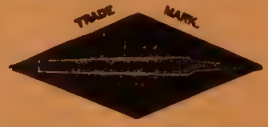

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—Wont turn white from the effects of water and sun.
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HARDWARE
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The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

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LARGEST VARIETY
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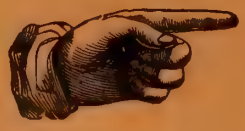
OF ALL KINDS



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Ordinary

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Best All Bright

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No Saw Edges
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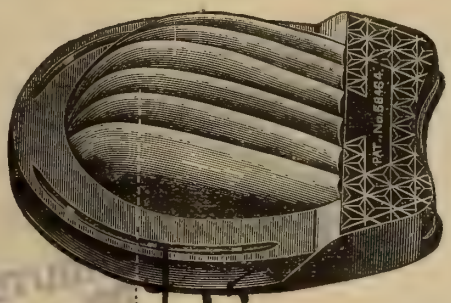
Air Cushion Rubber Horse Shoe Pads

WILL BE ASKED FOR.



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It fills with air at each step.
That's what breaks concussion.
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Independent of the fact that they are the best Pads on the market, these Pads are being advertised so as to place them prominently before horseshoers and consumers.

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Other Tools are very good Tools, but

"YANKEE TOOLS" ARE BETTER

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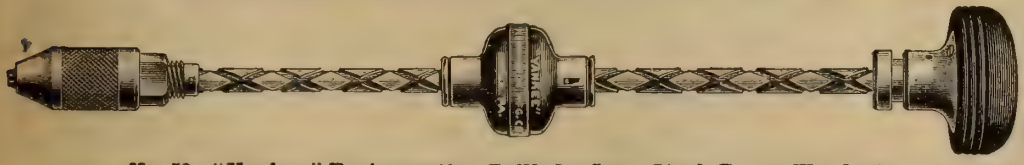
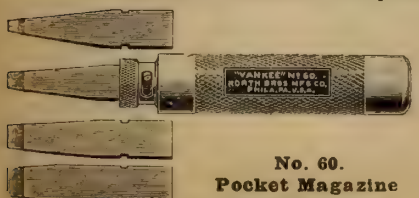


No. 50. "Yankee" Reciprocating Drill, for Iron, Steel, Brass, Wood, etc.



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Screw Driver.

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Toy Freezers, Ice Shaves and Ice Chippers.

Fluting Machines, Hand Fluters.

Sold by Leading Jobbers in Canada.

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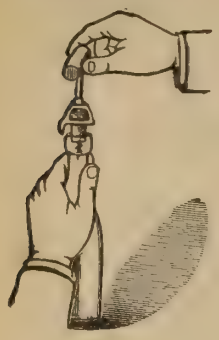

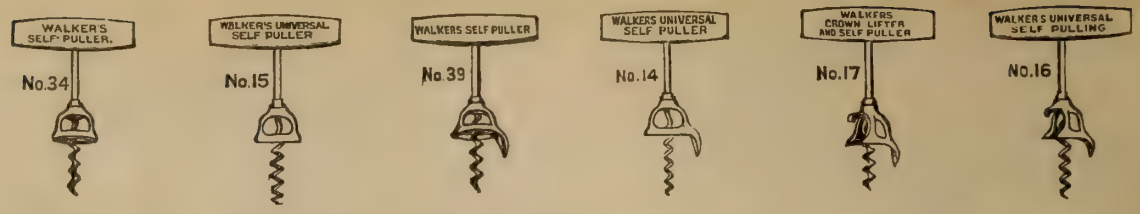

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Made of Crucible Steel, Nickel Plated, Polished Wood Handles.

EVERY ONE TESTED AND GUARANTEED. Several imitations on the market, but none as good.

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The travelling salesman found this out long ago. Others are learning the truth daily. Bear it in mind.

THE BELL TELEPHONE CO. OF CANADA.

WIRE ROPE

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All Kinds and Sizes AND FOR All Purposes.

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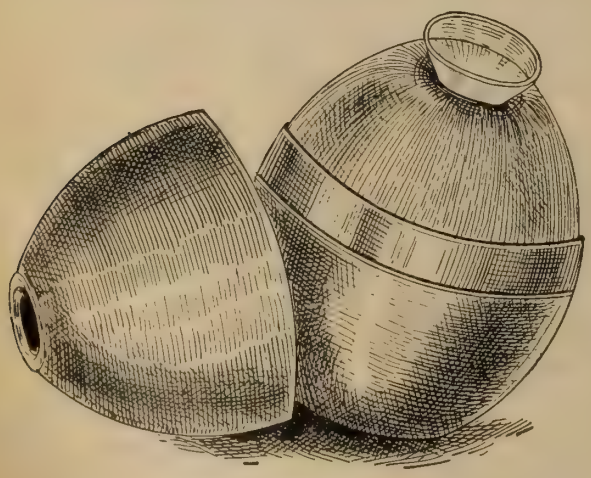

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with non-spillable features (see cut) will be mailed

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IT'S A GOOD IDEA TO HAVE YOUR CARVERS AND OTHER HOLIDAY CUTLERY ON DISPLAY A LITTLE IN ADVANCE OF THE SEASON. OUR LINES WILL FAVORABLY IMPRESS YOUR CUSTOMERS. OUR SPECIAL CATALOG OF CARVERS, ETC, WILL ENABLE YOU TO SELECT SUCH LINES AS BEST SUIT YOUR TRADE. SEND FOR IT.

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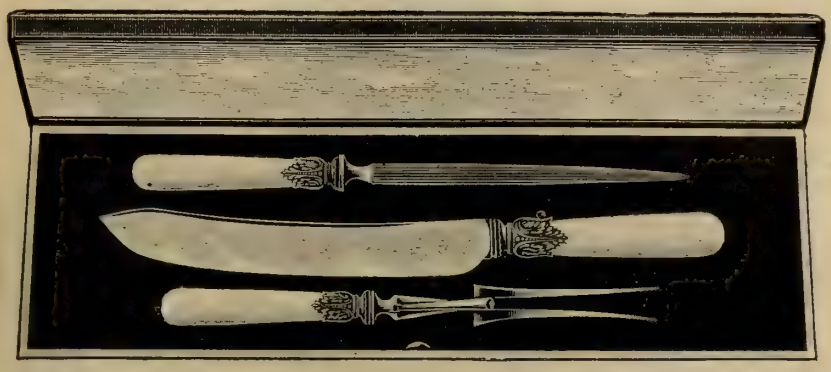

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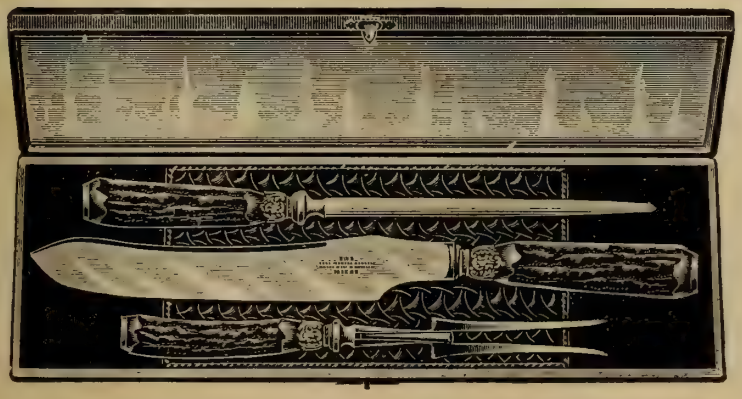
No. 946½—Carver Set. Grained celluloid handles, nickel-silver ferrules, elaborate case.

No. 3939—Fruit and Fish Set. Pearl handles.



No. 831—Carver Set. Genuine stag handles, silver-plated mountings. Plush and satin-lined case.

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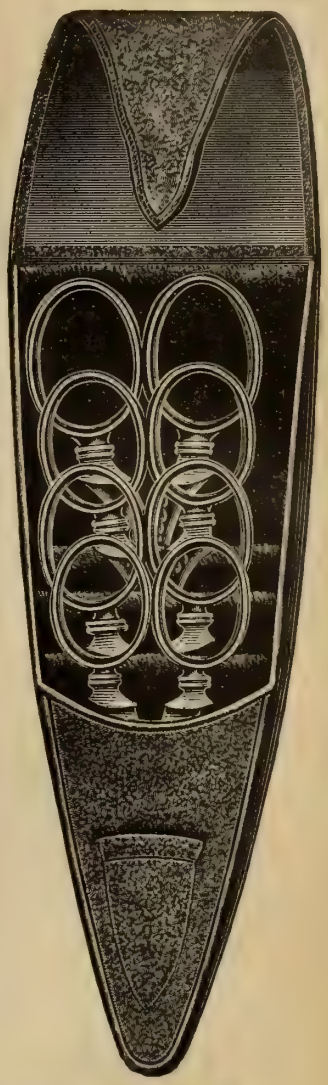
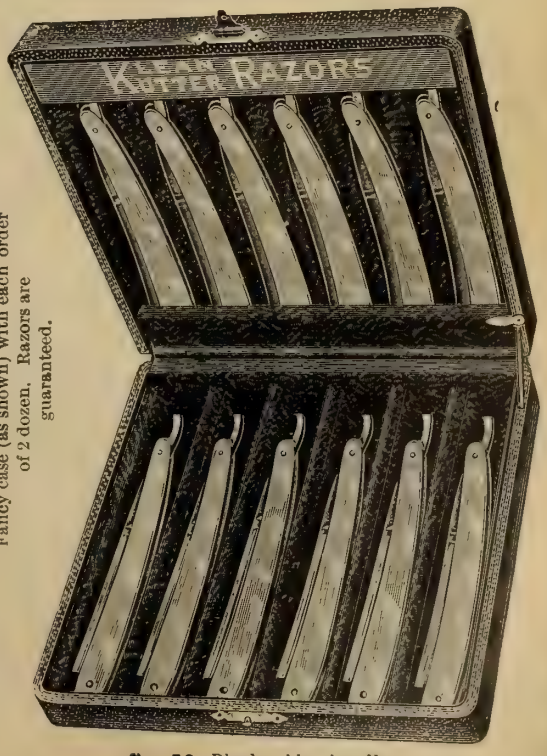


No. 1402—Scissors, in case. Nickel and gold-plated, 3½, 4, 5, and 6 inch. Leather, plush-lined case.



Fancy case (as shown) with each order of 2 dozen. Razors are guaranteed.

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No. 66—White celluloid handles.

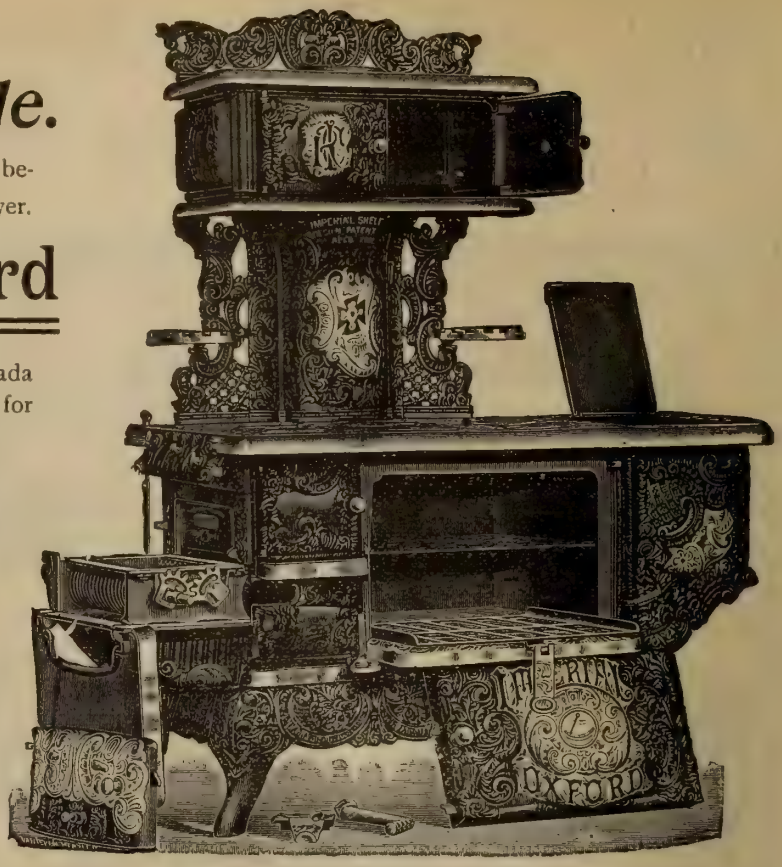
The Best Selling Range Ever Made.

Popular with dealers in every part of the country because it is so enthusiastically praised by every buyer.

Our Imperial Oxford

has won its laurels—it is the favorite range of Canada—widely advertised and everywhere appreciated for its practical superiority.

Are you familiar with its
Diffusive Flue Construction
Front Draw-Out Grate
Draw-Out Oven Rack
and other talking points



If there's any range business in your locality you'll get it by handling the Imperial Oxford. Fullest details if you write

THE GURNEY FOUNDRY CO., Limited
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THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

"Good-Cheer" Ranges ARE GOOD WORKERS.

AND THE **ROYAL "GOOD CHEER"**

Fully sustains the reputation of this celebrated line of Stoves.

ALL CAST LININGS.
DUPLEX DRAW-OUT GRATE.
SHEET STEEL OVEN.
OVEN THERMOMETER.

Thoroughly first-class in every respect.

The James Stewart Mfg. Co., Limited
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Wholesale presentatives for Manitoba and Northwest Territories.

"ROYAL GOOD CHEER"
SQUARE WITH HIGH SHELF.

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ALL KINDS AND FOR ALL PURPOSES.

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"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

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The Auer Gas Lamp

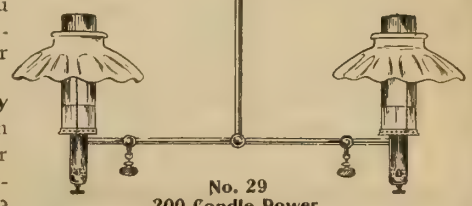
"Turns night-time into day-time."

New Models. Lower Prices.

Would you buy a lamp which doesn't smell or smoke?

Would you buy a lamp which will save you half your expense for coal oil?

Would you buy a lamp which shows your goods in daylight colors?



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200 Candle Power.

Would you buy a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

THE "DOMINION JEWEL" RANGE

LEADS

Made in all sizes to suit all tastes.

in Style Finish Economy of Fuel and Up-to-Date Selling Features.

Prices in keeping with actual value.

The "Dominion Jewel" Range.

Manufactured by

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MANUFACTURERS OF

TINWARE AND TIN CANS

Fruit Cans, Meat Cans, Jacketed Oil Cans, Baking Powder Cans, Lard Pails, Etc.

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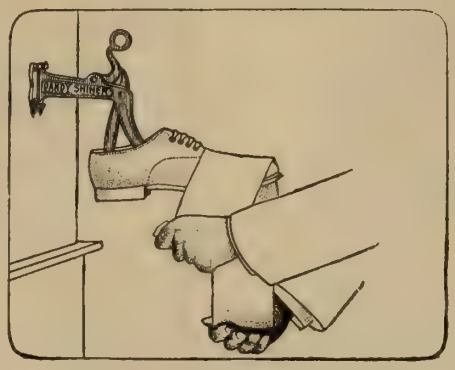
THE DANDY SHINER

(nickel plated)

A HOUSEHOLD NECESSITY



Holds shoe rigid. Fits any shoe. 3 lasts (men's, women's, child's) go with each shiner.

Write for wholesale price to

L. H. Packard & Co., Montreal.

Some Good Reasons Why we claim your trade

FIRST—The brass we make is the standard by which all other brass is judged.

SECOND—It was good enough for good people 40 years ago, and now that we are making a better brass, it ought to be good enough for the younger generation.

THIRD—WE ARE ON THE SPOT with a full and complete stock for shipment same day order is received. This alone is worth a good many dollars in these rush times.

FOURTH—We have issued a comprehensive catalogue classifying over a Million Pounds. It's here for the asking.

WATERBURY BRASS CO.

122-130 Centre St., NEW YORK.

THE INDEPENDENT CORDAGE CO., Limited,

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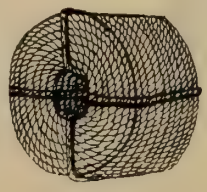

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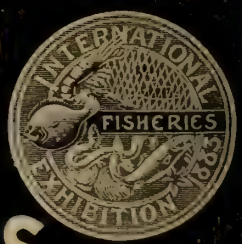
Transmission Rope a Specialty.

ESTABLISHED 1750

THE EDINBURGH ROPERIE & SAILCLOTH Co Ld

(TELEGRAPHIC ADDRESS ROPERIE) **LEITH** SCOTLAND



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SAILCLOTH
STEAMER CLOTHS
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BUYERS OWN SAMPLES MATCHED AT LOWEST TRADE TERMS

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GOODELL Automatic DRILLS.

Work Easiest.

Sell Best.

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Eight Styles.

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OUR TRADE MARK
AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST
OUR TRADE MARK

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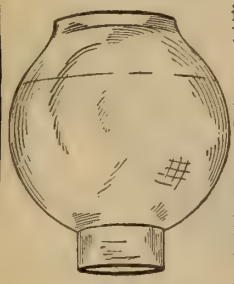

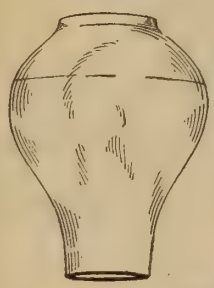

is making mantles that last the longest and give the most light. A is indelibly branded on the best mantles made.

Our factory is equipped with up-to-date appliances; our output is the largest; our goods the most reliable—We use nickel steel wire supports.

We handle other goods, in such quantities that we can quote you lower prices than you can import them for. No charge for cases or packing.

Write for our quotations on:

HIGH GALLERIES } Best
LOW " } Quality
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LOW " } Quality
STRAIGHT CHIMNEYS
BARREL "
MICA "
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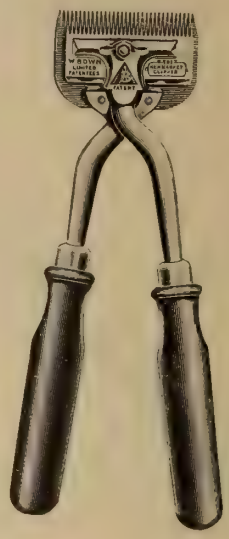
OPAL SHADES PEAR GLOBES
APPLE GLOBES SUNDRIES

AUER LIGHT CO., - MONTREAL.

BOWN'S "NEWMARKET" Clipper.

PATENTED 1874.

The King of Centre-Adjustment Clippers still remains unsurpassed after a run of nearly THIRTY YEARS



The Improved B. PATTERN "NEWMARKET" may now be obtained from all jobbers.

Detachable Plates.
Improved Cap with Long Bearing.
Rigidity and Easy Running.
Accurately Machined and Perfectly Fitted.

All Parts Interchangeable.

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BURMAN & SONS, LIMITED

BIRMINGHAM, ENGLAND.

"Royal" and "Ontario" Tea Kettles

Plain and nickel-plated copper, pit and flat bottoms, double seamed spouts. For a strong well finished Tea Kettle the "Royal" is unexcelled.

The "Ontario" is an extra heavy Kettle at a slight advance in price.

Packed separately in cardboard boxes.

The steadily increasing demand for these Kettles is evidence of their durability.

If you desire to increase your sales it will pay you to handle these lines.

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HARDWARE AND METAL

VOL. XIV. MONTREAL AND TORONTO, NOVEMBER 8, 1902. NO. 45.

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NEW YORK - Room 443 New York Life Bldg.

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WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

THE DEMAND FOR THOROUGHNESS,

A GREAT deal of attention is being given on both sides of the Atlantic to that particular part of the address dealing with education which Professor Dewar recently delivered before the British Association at Belfast. Although his remarks were for the direct consideration of the British public, indirectly they have an application to every commercial country. Hence the general interest they have excited.

Speaking of the unsatisfactory industrial conditions as they exist in Great Britain to-day, he said that the root of the mischief was not in the patent laws or in any legislation whatever. "It is," he continued, "in the want of education among our so-called educated classes, and, secondarily, among the workmen on whom these depend. * * * Let no one imagine for a moment that this deficiency can be remedied by any amount of technical training which is now the fashionable nostrum. It is an excellent thing, no doubt, but it must rest upon a foundation of general training. Mental habits are formed for good or evil long before men go to the technical schools. We have to begin at the beginning; we have to train the population from the first to think correctly and logically, to deal at first hand with facts, and to evolve, each one for himself, the solution of a problem put before him, instead of learning by rote the solution given by somebody else."

It is to-day quite fashionable in Canada, as elsewhere, to read lectures to the Mother Country in regard to her educational and industrial methods. But we are by no means perfect in those respects. Consequently, the pointed remarks of Professor Dewar have an application to us as well as to Great Britain.

The "root of the mischief" in Canada is that we, too, do not always get to the root of the matter. "Of a truth it is the duty of all men," wrote Carlyle, "to note with accuracy the characteristic circumstances of their education, what furthered, what hindered, what in any way modified it."

In no epoch in the history of Canada has the outlook for the general prosperity of the country been as bright as it is to-day. It is apparent in whatever industrial direction we look, and particularly in regard to agriculture, manufacturing and mining. But the very fact that this is so makes it more imperative that Canadians should fit and prepare themselves for the higher demands that shall be made upon their skill.

The more the great natural resources of this country develop the greater attention will we necessarily have to give to the export trade. And the more we go into this export trade the more necessary will it be for us to be fitted to meet the competition of those countries that have much wider experience than we have.

Probably no people in the world are possessed of a greater degree of intelligence than Canadians. But intelligence is not thoroughness. It is a medium through which thoroughness can be attained.

We want the Thorough Man in the factory, the Thorough Man in the wholesale warehouse, the Thorough Man in the retail store, the Thorough man on the farm.

Thoroughness is not the gift of genius; it is not the reward of those who diligently seek to get to the bottom of a thing; to know the "ins" and "outs" of a thing. In other words, thoroughness is being master of your vocation. The training begins with the boy at school. And it is most necessary that the instruction he receives there should be as practical as possible. "The root of the mischief" in Canada is that our educational system is not sufficiently practical. It has variety enough, goodness only knows. In fact, it is overburdened with variety and smothered with rules and regulations which make the teachers machines with little or no latitude for the exercise of their own judgment.

Professor Dewar's address comes at a time particularly opportune for Canada as well as for Great Britain, and we shall be unwise if we refuse to apply it to our own case or to fail to profit by it.

SIR WILLIAM MULOCK'S SURPLUS.

IN his address in Toronto on November 3, Sir William Mulock, Postmaster-General, announced that his Department would show a surplus of $5,000 for the past fiscal year. This is the first time in the history of the Department that the revenue has been made to even meet expenditure, much more show a surplus.

No doubt some of Mr. Mulock's political opponents will find reason to criticize his statement in regard to the surplus, and to throw some doubts upon its reality. As it is well known that some items of expenditure are charged to the Works Department, their criticism may not be altogether out of place. At the same time, however, it must be recognized that the result of the past year's administration of the Department has been more successful than any previous year in the history of the Dominion.

If there is a deficit, according to the calculations of Mr. Mulock's political opponents, it must be very small indeed ; in fact, smaller than ever before. For this he is certainly entitled to a great deal of credit, and not carping, factious criticism.

It must be remembered that this satisfactory statement of affairs is in face of the fact that the postal rates on letters, both within the Dominion and within the Empire, have been greatly reduced since Mr. Mulock became Postmaster-General. Besides this, he has made a great many improvements, which could not, of course, be made without the expenditure of money. That this was warranted has been justified by the fact that not only is there a small surplus, but there has been a very large increase in the mail carried.

The business men of Canada, irrespective of politics, must necessarily feel gratified at the result of the past year's administration of the Post Office Department. Years before Sir William Mulock became Postmaster-General, this journal referred to his business and administrative ability. Since he came into office his action has more than justiffed this high opinion of his merits. Although actively engaged in law, he has had a wide business experience on account of his connection with large commercial enterprises, and this he has turned to good account as Postmaster-General. While, in addition to this, he possesses in an eminent degree the quality of adaptation. This in an administrator of a Department, such as that of the Post Office, is a valuable quality indeed, enabling as it does the possessor of it to appropriate and act upon suggestions which may, from time to time, be made to him.

There is another business department in the Government which we wish was only administered in the same efficient manner as that relating to the Post Office, and that is, the Department of Trade and Commerce, over which Sir Richard Cartwright presides. Sir Richard Cartwright is, no doubt, an able man. He is certainly one of the best-informed in Canadian political life, and his attainments are wide and many, but as the Minister of Trade and Commerce he has proved a decided failure. As we have pointed out in the previous issues, it may be because he was not appointed to the Department of Finance when the present Administration was formed, but whatever the reason might be, and whatever his attainments might be, he has certainly not been suited for the Department of Trade and Commerce.

One almost wishes that Mr. Mulock was head of that Department, but it would be scarcely a wise thing to make a change when he has produced such good results in the Post Office portfolio. It is to be hoped that the exceedingly good results which have been obtained in the Post Office Department will open the eyes of the Premier to the necessity of removing Sir Richard Cartwright from the Department of Trade and Commerce. On account of his faithful services, however, he should not be cast overboard, and as the Lieutenant-Governorship of Ontario will soon be vacant, it would be the proper thing for Sir Richard to be elevated to that honorable position. At any rate he should not, in the commercial interests of the country, be permitted to longer cumber the Department of Trade and Commerce.

TINPLATES LOWER IN THE STATES.

A decline of 10c. per box has been made in the price of tinplates in the United States. For some time the demand for tinplates across the border has been unsatisfactory, but the most bearish influence of all is the competition of the independent mills, which is being felt with increasing keenness. A further decline would not be unexpected.

It is a long way to success by the short-weight medium.

A LESSON FOR CANADA.

IN seeking for the foundation causes of a nation's commercial success, many influences have to be taken into account. Britain owes her supremacy in great measure to her insular nature, which fostered sea-faring, and to the fact that she was first in the modern industrial field. The United States soon forged to the front because they were forced by circumstances to provide for a rapidly expanding population. But when it comes to the reason for Germany's remarkable advance of recent years, other causes must be sought for.

These causes lie principally in the German character itself. The German is a student of men and of methods. He is observant. He travels extensively and mingles with men of other nationalities—much more freely than other foreigners do. These characteristics are at the basis of imitation and the German becomes an imitator. He sees the plausibility of the commercial ways of other nations and he decides to practice them himself. He appropriates all that he deems valuable in methods for conducting business, and he sets doggedly to work to excel in the mercantile world. Then his scientific knowledge comes to his assistance and helps him out in his plans. That is why Germany has succeeded so well.

Our own nation is in a similar position to Germany. The old-established industries of Britain and the United States will not relinquish their market in this country without a struggle. Canada will have to meet outside competition on its own level, and to reach that level Germany's lesson must be taken to heart. Keen observation of the methods of other nations will constantly be required if Canadian industries are to advance.

THE C.I.F. QUESTION.

IN view of the numerous and varied opinions that have been expressed in these columns on the vexed question concerning the true meaning of C.I.F., it has been considered advisable to consult a legal text-book, which is held to be the authority on such matters. This book is "Benjamin on Sales," and on page 574 of the fourth edition it is written: "The terms, at a price, 'to cover cost, freight and insurance, payment by acceptance on receiving shipping documents,' are very usual and are perfectly well understood in practice. The invoice is made out debiting the consignee with the agreed price (or the actual cost and commission, with the premium of insurance and the freight, as the case may be), and giving him credit for the amount of the freight which he will have to pay the shipowner on actual delivery, and for the balance a draft is drawn on the consignee, which he is bound to accept, if the shipment be in conformity with his contract, on having handed to him the charter-party, bill of lading, and policy of insurance. And it is not sufficient to tender the bill of lading without the policy of insurance nor (semble) to hand a policy of insurance upon a larger parcel of goods, if the policy is warranted free from particular average." (Hickox v. Adams, 34 L.T., N.S. 404.)

"Should the ship arrive with the goods on board he will have to pay the freight, which will make up the amount he has engaged to pay. Should the goods not be delivered, in consequence of the perils of the sea, he is not called on to pay the freight, and he will recover the amount of his interest in the goods under the policy. If the non-delivery is in consequence of some misconduct on the part of the master or mariners not covered by the policy he will recover it from the ship-owner. In substance, therefore, the consignee pays, though in a different manner, the same price as if the goods had been bought and shipped to him in the ordinary way.

"If the consignor is a person who has contracted to supply the goods at an agreed price to cover cost, freight and insurance, the amount inserted in the invoice is the agreed price, and no commission is charged. In such a case it is obvious that if freight is high the consignor gets the less for the goods he supplies; if low, he gets the more. But, inasmuch as he has contracted to supply the goods at this price, he is bound to do so, though, owing to the rise in prices at the port of shipment, making him pay more for the goods, or of freight, causing him to receive less himself, because the ship-owner receives more, his bargain may turn out a bad one. On the other hand, if owing to the fall in prices at the port of shipment, or of freight, the bargain is a good one, the consignee still must pay the full agreed price. This results from the contract being one by which the one party binds himself absolutely to supply the goods in a vessel such as stipulated for at a fixed price, to be paid in the customary manner, that is, part by acceptance on receipt of the customary documents, and part by paying the freight on delivery, and the other party binds himself to pay that fixed price. Each party there takes upon himself the risk of the rise or fall in price, and there is no contract of agency or trust between them, and therefore no commission is charged."

Editor HARDWARE AND METAL,—I agree with "M. S. Co." in his letter in your last issue, stating that the term C. I. F. should be threshed out by The Canadian Manufacturers' Association and The Canadian Wholesale Hardware Association, and a proper understanding arrived at either one way or the other.

In the last issue, "Mancunian" states that the seller generally undertakes merely to pay the freight and insurance on behalf of the buyer. If such is the case, is the cost generally given in C. I. F. instances, as say, $2 plus, say, 50 cents for insurance and freight?

I say no. The seller always states but one amount, say, $2.50 C. I. F. to a given point. This C. I. F. certainly means all it abbreviates, namely, cost, including full insurance and freight up to the point mentioned in the agreement. If I received a shipment in bad order which I bought on C. I. F. terms, I would certainly refuse to take delivery of it.

MONTREALER.

Editor HARDWARE AND METAL,—Having read with considerable interest several of the contributions to your paper regarding the C.I.F. question, I think that for the benefit of the trade generally in establishing the true and correct meaning of these conditions, it should be arrived at, and in order that this should be brought to an issue, I would suggest that the full facts of the case be plainly set forth in a letter and the same sent to the councils of the Montreal and Toronto Boards of Trade with the request that they take some action in the matter. From present appearances this discussion will be carried on to a very great length, and unless something such as I suggest is resorted to nothing good will come of it.

"VOLEX."

Editor HARDWARE AND METAL,—In answer to "Mancunian's" letter in your last issue, I should say that I maintain my former statement is perfectly correct, and I will again repeat that a buyer on C.I.F. terms has nothing to do whatever with the insurance no more than with the freight charges or the manufacturer of the goods. As the seller undertakes to deliver the goods at a certain point there is no doubt but that he is responsible for delivery in good order up to the point of destination.

I am glad and thankful for the information that has already been given in your valuable paper of others' experiences. It goes to show that we have not been the only sufferers, and we hope that in future the terms C.I.F. will be better understood by the trade in general. Our company have not asked Suren, Hartmann & Co. to pay freight on our goods, but as they did not want to sell their goods otherwise than C.I.F. we had to buy at their terms or decline.

We always prefer to insure here, as it is easier for us to secure settlements in case of loss, but we are still open to sign a contract on C.I.F. terms with Messrs. "Mancunian" or any other firm, on condition that the goods and prices are right.

I shall further state that we have only asked the rusty shipments to be replaced, and not for any damage through loss of sale, although we have suffered greatly; all we have asked is for damage on the value of the goods.

A. M. ST. ARNAUD,
Manager The Canada Hardware Co., Limited.

DISCOVERY OF ASBESTOS.

The discovery of extensive beds of asbestos at the upper end of Lake Temiscaming is reported at the Ontario Department of Mines by Wellington Mackenzie, of Toronto. The presence of nickel has long been suspected by those familiar with the country, but asbestos is an entirely unexpected discovery. Mr. Mackenzie, who is familiar with the asbestos beds in other parts of Ontario, and the famous ones in Quebec, says the Temiscaming find is as good as the best.

INDUSTRIAL GOSSIP.

THE Canada Atlantic Railway Co. is building a number of new passenger cars at Ottawa East.

The Temiskaming Railway Co. have ordered 175,000 ties, and called for tenders for 8,200 tons of steel rails.

The sum of $20,000 has been subscribed towards the new foundry at Windsor, and $10,000 more is being raised.

The Western Foundry Co., Wingham, want the Town Council to build a foot bridge over the river. They intend to build a 40 x 70-foot addition to the moulding shop.

The Canadian Construction Co. of Toronto has received the contract for the erection of the new Cockshutt Plow Works, Hamilton. The contract price is said to be near $100,000, and the buildings must be completed by June 1st, 1903.

A new manufacturing concern will soon be located at Hamilton, and there will be constructed a three-storey brick building, 55 x 120, with a floor space of 18,000 square feet. About 125 hands will be employed.

The Great Northern Lumber Co., Limited, Ottawa, has been incorporated with a capital stock of $50,000. The mill and machinery of J. B. Scott and Solomon Cole, in Terrebonne County, will be taken over by the incorporators, who all reside in Montreal and Lachine.

The Grant Acetylene Gas Co., St. Thomas, Ont., is applying for letters patent. The capital of the concern is to be $100,000, divided into 4,000 shares of $25 each, and the provisional directors are Geo. W. Babbitt, R. Doyle, W. H. Guy, T. L. Cochrane, and Geo. B. Elliott, of Detroit.

The Manitoba Frost Wire Fence Co., of Winnipeg is seeking incorporation. The capital stock of the company is $40,000, the objects of incorporation are for the sale of wire fences, posts, gates, etc., and the applicants are Henry Louis Frost, of Welland; Osbert L. Byers, Winnipeg; C. H. Henson, W. E. Ouelette and Joseph F. Phelps, Welland.

Hull is to have a cement manufacturing plant. The works will be located at Leamy's Lake, adjoining which are 200 acres of limestone, clay, etc., especially suited for the making of cement. An analysis of the limestone made some time ago gave a result of 96 per cent. approximately of carbonate of lime and 66 per cent. of silica. The Canadian Pacific Railway runs right through the property, furnishing unrivalled transportation facilities. The factory will be a duplicate of the one at Durham, some of the directors of which are interested in the Hull project; will have a capacity of 1,000 barrels per day, and when in operation will employ about 70 men.

THE COLLINGWOOD STEEL WORKS.

The Cramp Steel Co.'s plant at Collingwood, Ont., is progressing towards completion. Work will soon be finished on the open hearth steel and rolling mills, which, it is expected, will be running in December. A solid foundation for the buildings was made with Portland cement and stone. The machine shop is already completed. In this building is located a huge forge for forging articles of the largest description, a complete equipment of tools, including anvils, a power-driven bolt machine, a power hammer, a power-driven grindstone, emery wheels, bar cutters, screw-cutting engine lathes, a 36-in. planer, a massive lathe which swings 72 inches and weighs 20 tons, a 10-ton crane, a large boring mill, radial drills, etc. An 80-horse power engine drives the machinery. The merchant bar mill building, 120 x 210 ft., will contain the rolling mills and heating furnaces; a 10-in. guide mill; a 300-h.p. engine, and hotbeds 200 ft. long for cooling the iron. This mill will handle material 4x4 in. and roll it into flats, rounds, squares and small angles down to ¼-in. The east end of this building will be supplied with a 20-in. mill for rolling ingots, 8x8 in. by 4 ft. long, into billets for the 10-in. mill driven by a 600-h.p. Corliss engine. Two water-tube boilers of 150 h.p. each will be attached to the ends of the furnaces which are located on each side of the building. On the west side is a 9,000-gal. tank, connected by gravity with another tank in the pump-house building which is provided with two powerful pumps. These pumps will pump water from a 11,000-gal. tank in the building and will be capable of developing 700 lb. to the sqr. in. There will be several elevated tanks which will have a total capacity of 20,000 gallons. The open-hearth building is a steel structure provided with two 20-ton furnaces of modern type, known as the straight line tapping furnace, which have given the best satisfaction of any furnace yet invented.

In the rear of the open-hearth building will be the charging platform, adjoining that further to the north will be the gas-producer building, now being erected. The gas-producers are expected to be delivered inside the next 30 days, and will consist of four large machines. These producers will be built in Canada, being the first machinery of this type built here. The plans were furnished by the company, and will embody all the chief improvements found on the various types in use in the United States. They will be water-sealed and will be charged from a top platform served by an elevated railway trestle. Coal will be brought up in drop-bottom cars and dumped on this platform for charging, thus doing away with the needless expenses of hoisting coal up to charge, as is the customary practice. These improvements will do away with gangs of men and will be a large saving. Work has been commenced on the trestle and on the foundations for the gas producer building, and it is expected these will be ready in three weeks.

This will complete the open hearth end of the company's plant, which will have a product of 100 tons of the very best of open hearth steel per day. The steel will be rolled down and finished into bars, rods, angles and flats, such as are used by machine, implement and wagonmakers, blacksmiths and manufacturers of wire nails. There is a constant demand for this class of material, blacksmiths and machinists are constantly using it. It goes into bolts, nuts and the various other forms of material. This material will be finished as close as possible to the point where it is required by the manufacturers.

WIRE NAILS
TACKS
WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

MERCHANTS SHOULD ORGANIZE.

By a Well-Wisher.

THERE is no guide to the value of any service except that put upon it by the purchaser.

The reward of a merchant or commercial traveller must depend upon the value put upon his services by those willing to pay for them. Where there are artificial obstructions they affect such valuations, but seldem to a great extent.

The natural force of competition is certain to triumph ultimately.

Time has fully arrived for the seller to realize that his merchandise equalizes the buyer's cash.

An independent buyer does not expect to get something for nothing, but he strenuously objects being taxed with a bad debt that he was in no wise instrumental in creating.

The day is not far distant when exchanges will be conducted strictly upon cash basis, with the removal of many of to-day's charges upon costs. If a man obtains a livelihood without producing it, some other man or set of men must produce it for him.

Merchants are now beginning to recognize that they have too long allowed a spirit of petty jealousy and rivalry to dominate their actions, which provoked unhealthy competition, whilst the various sections of trade only fought for their own hand.

Traders' associations and organizations are now, however, rising up on every hand, and the benefits of united action and continued effort are becoming more recognized and appreciated every day.

If merchants would fraternize more freely with each other they would creat a bond of union and sympathy which would cement them together and would tend to strengthen the position of both without losing their individuality or independence of thought or action.

A NEW CONCERN.

A firm that has not been established a long time is The Canadian Aluminum Works, of Montreal. They are in the market for the purpose of manufacturing every variety of aluminum goods, and already they are overloaded with orders for their products. They claim for these aluminum goods that they are light in weight—light as silver—and absolutely pure and wholesome. There is no enamel or plating to flake or wear off. The finish is the natural finish of the metal. They will not burn or scorch food as easily as other metals. They retain heat longer than any other utensil.

GOOD VARNISH

is the result of three things :

Good Materials, Proper Appliances, Skill in making.

THE SHERWIN-WILLIAMS VARNISHES are good varnishes in every respect. They are carefully made from specially selected and directly imported gums. The oil used in them is old-tanked, pure, refined oil. The appliances—kettles, filters, storage tanks, etc.—are all of the latest improved kind. The men who make them are trained workmen who know how to make good varnishes—who have been brought up in the varnish business.

There are no other varnishes that are so well known, that please the painter so well, or sell so well.

If you want good varnishes—varnishes that are ready sellers and money-makers—write to-day for price list and full information.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CLEVELAND.

CHICAGO, NEW YORK, NEWARK, MONTREAL, BOSTON, TORONTO, SAN FRANCISCO. KANSAS CITY.

WHOLESALERS MEET.

The Canadian Wholesale Hardware Association held their quarterly meeting on Tuesday, November 4, in the Windsor Hotel, Montreal. Thomas B. Lee, president of the Association, presided. Fred. Lewis, of Lewis Bros., Montreal, the vice-president, was prevented from attending by illness.

Business of a routine nature was discussed.

A NEW AGENCY.

E. W. Hickson, manufacturers' agent, 28 Wellington street west, Toronto, has secured the agency of the Christy Knife Co., Tremont, Ohio, and will have full line of samples in a few days. Bread, cake and carving knives are their leading specialties.

COUNTER CHECK BOOKS.

The demand for counter check books and kindred lines during the past year or so has been a remarkable one. Every establishment for the manufacture of this class of goods reports an immense increase in business. Asked as to the cause they reply that "good times" has something to do with it, but on the other hand there is a growing demand for neat counter check books by merchants who a short time ago were content to send out goods with almost any sort of invoice or address card. The carbon check book has done a large share towards increasing this demand. Its neatness and despatch are easily recognized by any merchant who has used it. The enterprise is one which has evidently come to stay.

PERSONAL MENTION.

Mr. Geo. M. Edwards, managing director Henderson & Potts Co., Limited, Montreal, was in Toronto last Saturday.

Mr. J. E. Elliott, buyer for McLennan, McFeely & Co., Limited, hardware merchants of Vancouver and Dawson, was in Toronto last week.

Mr. Jos. R. Henderson, of Henderson & Potts, Halifax, and president of Henderson & Potts Co., Limited, Montreal, is at present in England, where he will remain for some little time.

Mr. H. P. Hubbard, Canadian representative of E. C. Atkins & Co., saw manufacturers, Indianapolis, has returned from a successful business trip among the lumber mills and the hardware trade on the north shore of Lake Ontario.

Mr. Herman C. Maddock, late of Worth & Martin, Toronto, has severed his connection with that firm and has accepted the position of travelling engineer for The Davion Safe and Iron Works, of Boston, Mass.

NEXT HAS COME.

Mr. H. H. Clark, of Sherbrooke, the Eastern Townships' representative of Lewis Bros. & Co., Montreal, and Miss M. A. Miller, of Griffin, daughter of Mr. Willard Miller, were married on October 22 in the Union church, Griffin.

The ceremony was performed by Rev. A. H. Moore. The bride, who was given away by her brother, was attended by Miss Dee Gustin, while Mr. D. Solls done the same service for the groom. The church was very prettily decorated with a profusion of flowers and plants, and the ceremony was witnessed by a large congregation. After the ceremony Miss Mattie Miller entertained at the family residence a few friends of the family, when the bride and groom received many good wishes and congratulations. Mr. and Mrs. Clark left on the evening train for their new home in Lennoxville, where a few friends had gathered to welcome them. HARDWARE AND METAL begs to tender congratulations.

A MERCHANT'S PLEASANT TRIP.

W. H. McFarlane, general merchant, of Paisley, has returned from an enjoyable trip to Washington and other American cities. Along with a party composed of members of The Canadian Ticket Agents' Association, he visited a number of places along the Atlantic Coast, including Philadelphia, Atlantic City and New York. The Lehigh Valley Railway gave the Canadian visitors special trains, and they passed through the anthracite coal region of Pennsylvania while the great strike was on. The next excursion of the Association will be to Sydney, Cape Breton.

YUKON HARDWARE COMPANY.

The Yukon Hardware Co. has been formed at Dawson to take over the business of McLennan, McFeely & Co., Dawson and Vancouver. The promoters of the concern are Roderick Chisholm and Raymond Brumaugh, under whose management the business will be conducted. The new company is backed by Dawson capital, its shareholders being Dawson people. The Dawson branch will be under charge of Roderick Chisholm, and the wholesale department will be maintained at Vancouver as formerly.

The stock of Mrs. S. Langlois, general merchant, St. Samuel De Gayhurst, Que., has been sold at 69¾c. on the dollar to L. S. Roberge, of Lambton.

Reputation - Builders.

A single Gun that will do for twenty years what is expected of it by thousands of users will build for itself a reputation that

Price Competition Does Not Effect.

A source of great satisfaction and profit to the

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The trade prefer them ; the public demand them.

Semi-Hammerless, Trigger Action or Top Snap. Automatic Ejector or Non-Ejector. 12-16 gauge ; 28 to 34-in. barrels. Advanced and unexcelled features.

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MANTELS, GRATES and TILE.

Are any of your customers building a new house ? If so, why not try and sell them a mantel as well as hardware ? They will want one, and it will pay you. Write us for catalogue and price.

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WE ARE NOT IN THE TRUST.

Quality of our goods guaranteed and our discounts very liberal. A trial order solicited. Write for discounts.

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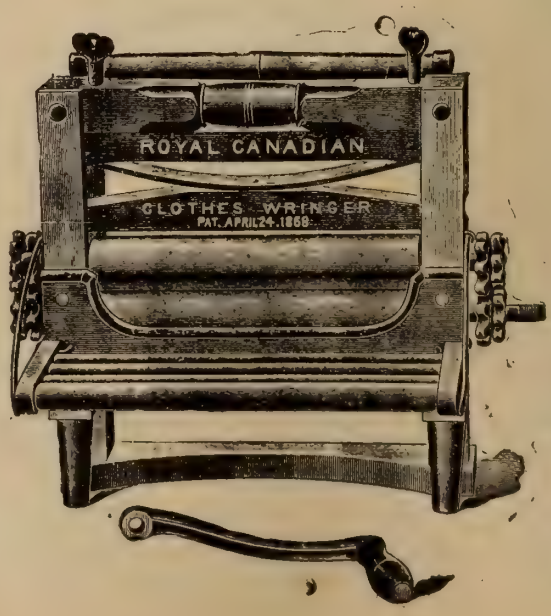

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Clothes Wringer,

And 14 other different varieties.

All our wringer rolls are guaranteed, and vulcanized to the shafts. Our new price list and catalogue is just issued. We can save you money in this line.

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Building Paper.

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Plain Straw Sheathing.
" Fibre "

Tarred Straw Sheathing.
" Fibre "

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Asbestos Building Felt.
Thin. Medium. Heavy.

Tarred Roofing Felt.
Moth-Proof Carpet Felt.

Felt Weather Strips.

RETURNED DEC 2 1902

Excludes all Cold, Wind, Dust or Rain.

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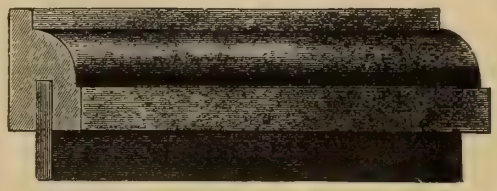
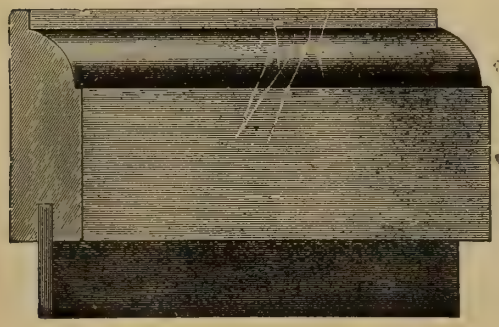
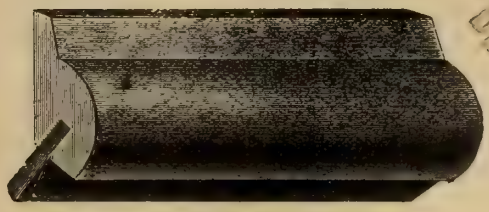


No. 61—For sides of windows and doors.



No. 64—For bottoms of doors.



No. 62—For centres of windows.

SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, **Toronto.**

OUR PRICES ARE RIGHT

Graham Nails are the Best.

Factory: Dufferin Street, Toronto.

LETTER ORDERS SOLICITED

MACHINERY AND ELECTRICAL SUPPLY DEPARTMENT

MACHINERY AND ELECTRICAL NOTES.

THE OXLEY-ENOS CO., Limited, manufacturers of electrical and gas fixtures, have opened offices on King street west, Toronto. This is a newly incorporated company with a capital stock of $10,000.

The Sawyer-Massey Company, Hamilton, are doubling the size of their factory.

The Hamilton and Caledonia Electric line will open on July 1, Dominion Day, next.

Wm. Gee, of The Gee Electrical Company, Toronto, is ill with congestion of the brain.

E. Simpson, Moose Jaw, N.W.T., is installing two new boilers. The concrete boiler house is completed.

The Canadian General Electric Company are putting in a new lighting plant for the town of Newcastle, N.B.

Young & Burnett, Calgary, Alta., are shipping two acetylene gas machines to Olds. They have shipped as far east as Qu'Appelle.

The gasoline threshing machine in use at Indian Head, Alta., has proved a success. The expenses amounted to $5 a day for oil.

The American Abell Machinery Company are building an extensive warehouse at Winnipeg. It is 167 by 280 ft., and will cost $12,000.

A new 20-inch pony planer has been added to the plant of James Andrew, of Oakville, Ont., the machine being installed by H. W. Petrie, Toronto.

The International Nickel Corporation, who have large interests in the Sudbury district, are negotiating for the purchase of The British Nickel Company.

The amalgamation of The Northy Company and The Canada Foundry Company under the control of The Canadian General Electric Company will in all probability take place within a month.

A fine 80 horse-power boiler has been delivered to The Smith-Wool Stock Co., Toronto, to supply power for their plant. This boiler was furnished by H. W. Petrie, Toronto.

The Dodge Manufacturing Company, of Toronto, have completed their contract for The American Cereal Company, of Peterboro'. The material consisted of over 18 carloads of transmission machinery.

An 8 horse-power Haggas gasoline engine, which is fast becoming a popular means of transmitting power, has been installed in the plant of James Andrew, Oakville, Ont. This engine was furnished by H. W. Petrie, Toronto.

A NEW ELECTRIC ROAD.

An electric railway is projected from Sarnia to Petrolia, Ont., and Oil Springs and through Dawn to Rutherford, where branches will be run to Florence and Dresden. The road is to be completed in three years, and the company operating it is known as The Lambton Central Electric Railroad Co. The necessary by-laws have been passed by the various municipalities through which the line will go, and work will likely be commenced on it immediately.

NEW MACHINERY.

The Ontario Compressed Air Dustless House Cleaning Company, of Toronto, are showing a machine for removing dust or stains from carpets, upholstered furniture and other similar household utilities. By the use of compressed air this machine gathers the dust in and under the carpet in less time than it could be done by manual labor. The Canadian patents are controlled by Toronto men, and the invention will doubtless prove a favorite in the near future. John B. Kay is president of the company.

PROCESS FOR RESTORING BURNT TOOL STEEL.

An English patent has been taken out by Max Hirschmann and Valentin Heilmeier, of Nuremberg, Germany, on a mixture for the restoration of burnt steel, especially of burnt tool steel. The following proportions are taken as most suitable: 90 to 110 parts resin, 28 to 32 parts sulphate of copper, 18 to 22 parts bone dust, 13 to 18 parts borax, and 8 to 12 parts of common salt. This mixture is either produced in a finely granulated form, or is prepared as a fluid or solid mass. The process for the restoration of burnt steel consists in treating the piece of steel that is to be restored by bringing it to a red heat, whereupon the material is sprinkled over the surface of the steel. The coating thus formed unites with the steel, the process being assisted by a moderate warming of the sprinkled spot. The steel is then hardened in the usual manner, when upon fracture, it is stated, its original fine close appearance is restored. It is stated that numerous trials have shown when steel has been restored in this manner that tools of extraordinary endurance can be produced. Even when the burning of the steel has gone so far that cracks can be seen, it is claimed the process can convert it into a condition for further and effective use.

RECIPROCATING AUTOMATIC DRILLS.

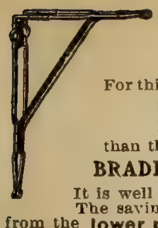
The Goodell-Pratt Company's automatic drill is a tool which requires a good deal of attention. It was not believed possible to accomplish with a hand-drilling tool what can be accomplished with this one, and this is due to the fact that an "angle slant" has been selected for the spiral which minimizes the friction and magnifies the power. By using twist drills in ¼-inch chucks, iron or steel can be drilled with comparative ease, and often in out of way places, where it is difficult to operate any other kind of a tool. The wood-travelling handle is also quite a feature, and it is so shaped as to insure an easy and comfortable grip.

The Goodell-Pratt Automatic drills are made containing drill points in certain numbered compartments, and are always kept in their proper place, a feature which has always been a popular one with the mechanics.

The firm also offer to the trade the same automatic drill which does not differ in the slightest degree from that in their most expensive styles, excepting being left in a dull nickel finish. Each drill is furnished with eight drill points 1 to 8-32. Decatur, Bull & Co., Montreal, are the sole Canadian agents, and they will furnish catalogues on application.

ELECTRIC LIGHTS FOR CITY CLOCK.

The City Council of Toronto are doing a lot of figuring on the price of lighting the City Hall clock. It is estimated that an electric service would cost $2,700 to instal and $2,000 a year to maintain it. They have had figures from different gas companies, but believe the electric light would give the best satisfaction.



Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be
NOTHING BETTER
NOTHING CHEAPER
than the . . . .
BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong** and **Light.** The saving in freight is a good profit, aside from the **lower price** at which the goods are sold.

☞ Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

REMOVAL SALE.

To save the expense of moving the following pumps to my new warehouse I will sell at close prices :

DUPLEX STEAM PUMPS.

8-in. x 5-in. x 12-in., Martin & Son, 5-in. Suc. 4-in. Dis., new.
5¼-in. x 3½-in. x 5-in. " " " 2½-in. " 2-in. " "
4½-in. x 2¾-in. x 4-in., Northey Co., 2-in. " 1½-in. " "
3-in. x 2-in. x 3-in. " " 1¼-in. " 1-in. " "
6-in. x 4-in. x 7-in., Martin & Son, 3-in. " 2½-in. " "

SINGLE ACTING.

4½-in. x 2¾-in. x 6-in. No. 2 Blake, 1¼-in. Suc. 1-in. Dis.
3¾-in. x 1-15/16-in. x 5-in. Vertical (Fly Wheel) 1-in. Suc. ¾-in. Dis.
4½-in. x 2-in. x 4-in. Bucket Pump, 1¼-in. Suc. 1-in. Dis.
7¼-in. x 4½-in. x 10-in., Northey Co., No. 6, 2½-in. Suc. 2-in. Dis., new.
16-in. x 10½-in. x 30-in. No. 7 Cameron, 9-in. Suc. 8-in. Dis.
5-in. x 3¼-in. x 6-in., Cameron, 1-in. Suc. ¾-in. Dis.

CENTRIFUGAL PUMPS.

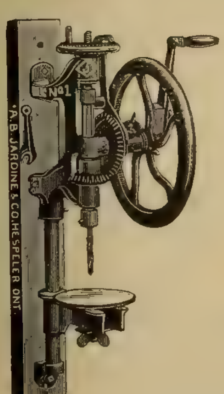
Horizontal, No. 2 Beatty & Sons, 2-in. Suc. 2-in. Dis.
" Bayley & Sewell Co., 3-in. Suc. 2½-in. Dis.
" Wm. Hamilton, 4-in. Suc. 3-in. Dis.
" A. W. Carry, 2-in. Suc. 1½-in. Dis.

WELL PUMPS.

6-in. x 24-in. Deep Well Pump, Northey Co. make.

SEND FOR LATEST STOCK LIST AND PRICES.

H. W. PETRIE
131-3-5-7-9-141-43-45 Front St. West and
8-10-12-14-16-18-20-22 Station St., TORONTO.

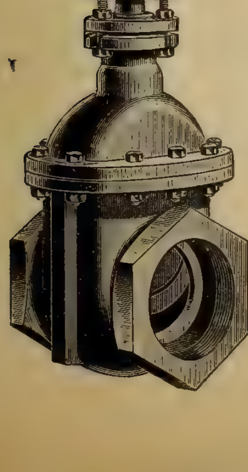


TRADE MARK J REGISTERED.

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.



BUY KERR VALVES.

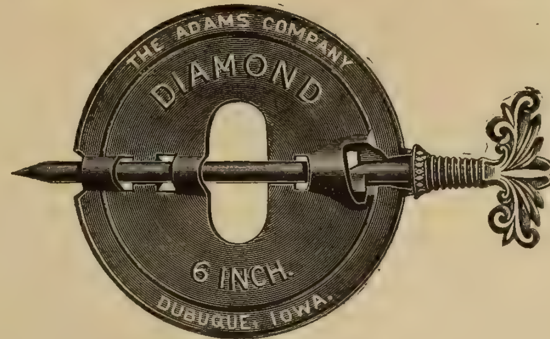
They give satisfaction every time,

Catalogue on application.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.

DIAMOND STOVE PIPE DAMPER.

U.S. Patent June 25th, 1895 Canadian Patent December 14th, 1893



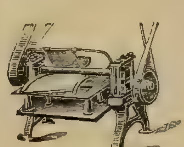
Nickle Handle.

Made by **THE ADAMS COMPANY,** Dubuque, Iowa, U.S.A. **A. R. WOODYATT & CO.,** Guelph, Ont.

"The Peerless"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices

James Warnock & Co. - Galt, Ont.



G. A. Crosby & Co. of Ontario, LIMITED

SARNIA, ONT.

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

Made in Two Sizes—6 and 7-inch Pipe.

E. T. WRIGHT & CO.,

Manufacturers, . . HAMILTON.

IDEAL QUICK ADJUSTING BOOT & SHOE HOLDER

PAT. JULY 1st, 1902.

ALL METAL

Strong ***Neat*** ***Durable***

The Canada Hardware Co., Limited
Wholesale Merchants
MONTREAL

CHANGE IN A MACHINE FIRM.

THE SMART-EBY MACHINE CO., Hamilton, Ont., after having had a most successful career since its inauguration, has recently made some changes in the members of the company, and is now changing the firm name to that of The Smart-Turner Machine Company, Limited, J. A. Turner having been appointed in place of Mr. Eby, who has gone out of the business.

Mr. Turner is a young man who has had an unusual amount of experience in the machine business, having held important positions with The Westinghouse Electric and Manufacturing Company, of Pittsburg; The American Tinplate Company, Pittsburg; The Hamilton Steel and Iron Company, Hamilton; John Bertram & Sons, Dundas, besides being a graduate of McGill University in mechanical engineering.

The Smart-Turner Company has never had so much work on hand as at present, having a number of waterworks, plants and other contracts in the course of construction. A few of the recent contracts on its order books are: A pair of triplex power-pumps direct connected to two gas engines, for the corporation of Bridgeburg; a tandem compound duplex direct-acting pumping engine with 2-60 x 14 steel boilers, for the corporation of Newcastle, N.B.; a duplex outside packed pot valve pump for The Halifax Electric Tramway Company, Halifax, N. S.; a duplex pump for The Strathcona Coal Company, River Hebert, N.S.; a duplex pump for The Jacques Cartier Electric Company, Quebec city; a duplex pump for The Deering Harvester Company, Hamilton; a duplex pump for The Canadian Rand Drill Company, Sherbrooke, Que.; a pair of vertical high-speed engines direct-connected to electric generators, for The Collingwood Shipbuilding Company, Collingwood, Ont.; a Meyer cut-off engine with boiler heater, etc., for The Dominion Harness Company, Port Elgin, Ont.; 1-10 ton hand-power travelling crane, 55 ft. span, for the new power house of The Halifax Electric Tramway Company; 1-5 ton travelling crane for the foundry of The I. Matheson Company, New Glasgow, N.S.; 1-10 ton travelling crane for James Brodie, Graniteville, Que., besides innumerable other orders.

GASOLINE ENGINE CATALOGUE.

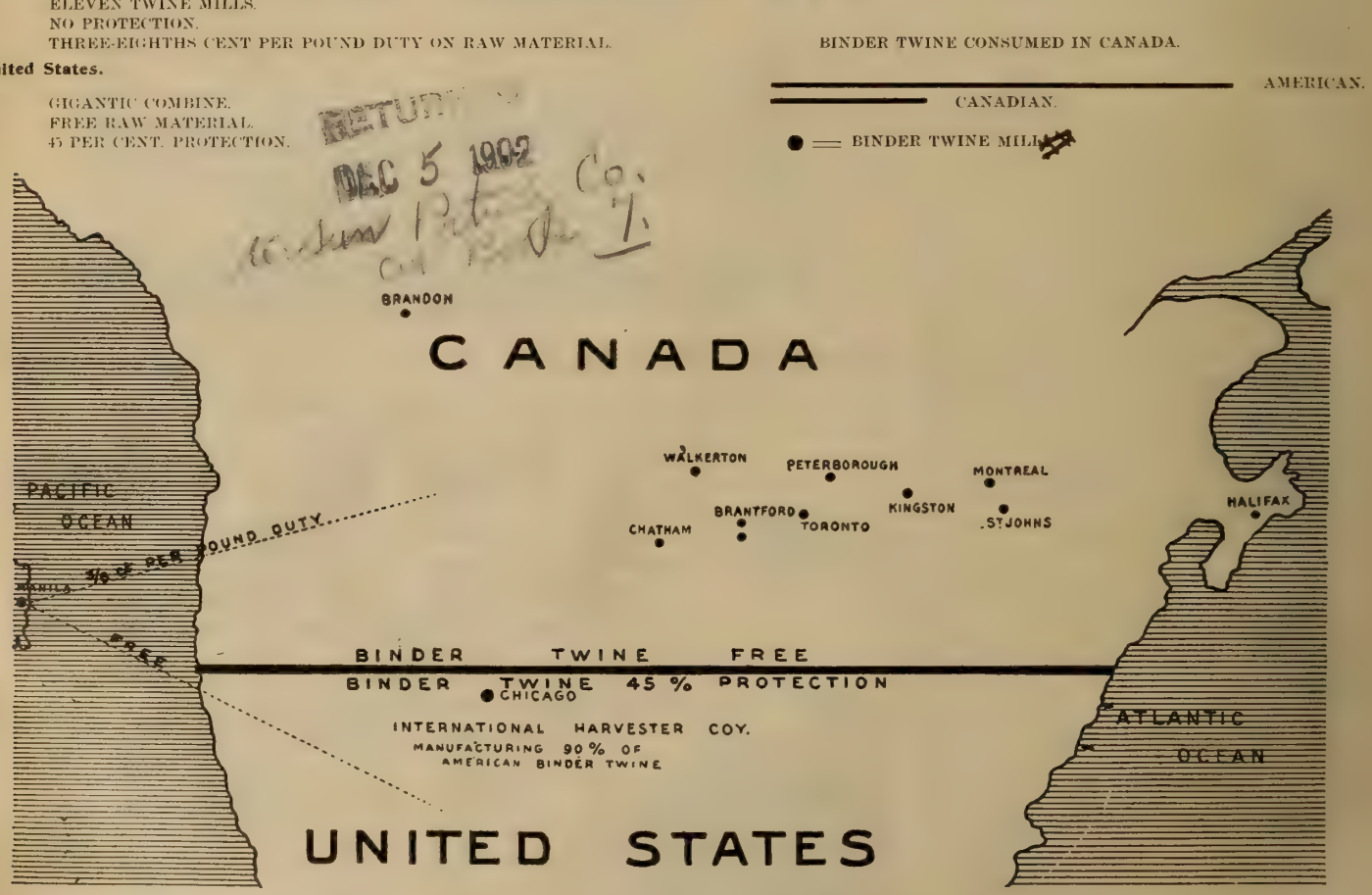
An attractive and unique catalogue is that issued by The McLachlan Gasoline and Engine Co., Toronto. It is illustrated throughout and contains some valuable information regarding the construction and ability of their engines.

SCREEN CLOTH SEASON FOR 1903.

The manufacturers have just completed their arrangements for screen cloth for next season and amongst the improvements that The Greening Wire Company have introduced, is an entirely new system of painting, which will enable them to supply the trade with 100-ft. lengths. The building is completed and they expect to start painting very shortly.

As 50 and 100-ft. rolls will both be on the market this coming season, the merchant who orders a given number of rolls of screen cloth will get 100-ft. rolls. It will be very necessary to execute great care in ordering so that those merchants who have heretofore been getting 50-ft. rolls will not get double the quantity that they call for. Dealers are strongly advised to order their screen cloth by the lineal foot.

THE UNITED STATES AND CANADIAN BINDER TWINE TARIFFS AT A GLANCE.



WESTERN ASSURANCE COMPANY

Incorporated 1851

Fire and Marine

Capital	-	$2,000,000.00
Assets, over	-	2,900,000.00
Annual Income		3,000,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.

Lockerby & McComb

AGENTS IN CANADA

FOR THE

Celebrated P. & B.
Cold Storage Lining

AND

. . Ruberoid Roofing . .

P. S.--Prices on Application.

65 Shannon Street, MONTREAL.

A Modern Machine Shop Outfit

is title of our new catalog just issued; it describes and illustrates our celebrated line of machine tools, required in the modern machine shop of to-day.

Perhaps you'd like a copy—it's free.

The Garvin Machine Co.

Spring and Yarick Sts.,

(43-3) New York, N.Y., U.S.A.

The immortal Shakespeare says,— "the apparel oft proclaims the man."

The label *oft* proclaims the quality of the goods, but not always. For instance, take Decorators' Pure White Lead, one of the famous brands of the **Canada Paint Company.** It has a host of feeble imitators which are "dull, stale and unprofitable," but if the package bears the name of the **Canada Paint Company** it is genuine and may be purchased with every confidence. Another White Lead, the old-time painters' favorite at home and abroad, the "Elephant" genuine, is also innocent of all adulteration and, like the **Canada Paint Company's** Decorators' Pure, bears the following guarantee:

205 ST. JAMES STREET.

THE WHITE LEAD ASSOCIATION OF CANADA
GUARANTEED PURE LEAD AND OIL

MONTREAL.

CANADIAN STANDARD.

THE WHITE LEAD PAINT CONTAINED IN THIS PACKAGE IS GUARANTEED BY THE WHITE LEAD ASSOCIATION OF CANADA TO BE ABSOLUTELY PURE.

John Heyd

Accountant and Trustee,
Secy. of the Association.

THE

CANADA PAINT COMPANY,

MONTREAL—TORONTO, Canada. **LIMITED.**

PAINT, OIL AND BRUSH TRADES

THE GLUE COMBINE.

IT now transpires that the Glue Corporation which was incorporated in New Jersey last week with a capital of $6,000,000, has been organized for the purpose of taking over The American Glue Company. In this connection the Boston News Bureau says :

"A lively fight for the control of The American Glue Company is apparently in prospect, judging from recent circulars sent to shareholders. The company is a New Jersey corporation formed August 1. 1892, by a consolidation of various rival glue companies, principally the companies controlled by D. Webster King and W. King Upton, who are president and vice-president, respectively, of The American Glue Company.

"There are some 200 stockholders in the company, which is capitalized for $1.600,000, 8 per cent. cumulative preferred stock and $800,000 common stock. Of the above stock the King family own between 3,500 and 4,000 shares and the Upton family between 7,000 and 7,500 shares. The first knowledge of any disturbance in the relations between the managers of the business was the receipt of a printed circular within a few days, which stated that it was proposed to organize a corporation under New Jersey laws for the purpose of acquiring the capital stock and ultimately the properties of The American Glue Company, with $2,000,000 8 per cent. cumulative preferred stock and $4,000,000 common stock, all the stock to be issued to voting trustees for five years and beneficial trust certificates to be issued in lieu of stock during such period, the voting trustees being clothed with full powers to elect directors and vote upon all questions arising.

"For the present issue of stock voting trust certificates will be given on the basis of one share of new preferred and one share of new common for every share of American Glue Company preferred stock and one share of new preferred and one share of new common for every two shares of old common stock. The Massachussetts Trust Co. is named as depositary, and D. Webster King, Everett J. Stevens, Andrew J. Ward and Augustus P. Loring are denominated a committee to carry out the above plan for lodging the control of The American Glue Company with the new corporation. The King interests in the company are understood to be back of this movement and they claim to have a majority of the stock deposited under the plan.

"The Glue Company has now been formed under New Jersey laws as the vehicle to carry out the above plan and Tarrant P. King, son of D. Webster King, has been elected president of the new company. Minority stockholders claim that this a scheme of the King family to secure perpetual control of The American Glue Company, and it is quite likely that counsel will be employed on both sides and a bitter struggle ensue. There is a New Jersey statute which provides that control of a New Jersey company cannot be turned over except by a two-thirds vote and the Upton interests of over 7,000 shares prevent the securing of such a majority.

"The American Glue Company is paying 8 per cent. dividends on its preferred stock and 4 per cent. on the common stock, which securities are selling at about 130 and 60, respectively.

"The last annual report of the company, dated May 31, shows : Surplus, June 1, 1901, $59,194 ; net earnings, June 1, 1901, to June 1, 1902, $170,038 ; total, $229,233. Dividends, $132,028. Balance, June 1, 1902, $97,204.

"The assets and liabilities as of May 31 were : Assets—Cash and receivables, $601,713 ; merchandise, manufactured and in process, $1,285,772 ; real estate, machinery and fixtures, $635,117 ; corporations owned, $247,002 ; patent rights and good will, $800,000. Total, $3.569,606. Liabilities—Preferred stock, $1.304,300 ; common stock, $800,000 ; debts, $909,000; profits reserved as working capital, $460,000 ; profit and loss, $96,305. Total, $3,569,606."

FINE WEATHER.

The painters and decorators are very much pleased with the fine weather of the past ten days. They consider their business is 20 per cent. better than it was a year ago, and if the mild weather continues there is much outside work that they will finish, which otherwise would have been left over till spring.

LINSEED OIL.

The price of linseed oil having been high for some time past has had the effect of inducing numerous persons to offer adulterated oil to the trade at a lower price than the market, and depending on its cheapness for sales. Every intelligent painter knows the quality of the linseed oil he uses has more to do with the quality of the paint than the pigment. No matter how careful the painter may be in applying the paint, it will soon perish if the oil used in thinning it is adulterated.

The adulterants used in cheapening linseed oil are cottonseed oil, rosin oil and petroleum oils, any of which spoil the durability of the paint. Any article as staple as linseed oil will always bring the market price and there is no need for any dealer to offer this oil below the market price, except for the purpose of selling an inferior article. Painters should be warned against such offers for they are paying more for this class of oil than it is worth, and at the same time they are hurting their reputations as good painters, because of the premature perishing of the paint.

PAINTS IN THE HARDWARE TRADE.

It is the general opinion throughout the trade that paints are becoming more extensively handled by hardware merchants every day. One is led to believe that it is only a short time until the bulk of the trade will be done by hardwaremen.

THE USE OF STAINS.

By "X. R."

DECORATORS do not make the use of stains on wood that they might do. This class of work has been carried on to a great pitch of perfection, and some of the most beautiful work possible has been done by means of stains on the natural wood. They lend themselves to all kinds of treatment, arabesque and natural forms and flat inlaid ornament as well. This is a feature that painters might make much more use of if they had the initiative and resource to do it.

Andrew Fingar Brophy, the eminent designer, many years ago brought out a patent to imitate inlaid woods. His method was to take a design, make a pounce of it and pounce it on the white wood. The portions that had to remain white, whether they were in outline or on broad mass, were laid in with a preparation of white Damar varnish, which is soluble in spirits. The wood was then stained with the next lightest stain that was to be used in the design, which is again stopped out in the same way, the pounce being again used. This process is repeated with each successive stain, until the darkest color is reached ; the whole design thus lies buried beneath the darkest color. The operator then takes a solvent (spirits of turpentine), and with a soft camel-hair brush he proceeds to soak the board or panel with turpentine and gently rubs it with the ends of the hair. This, through course of time, will soak through the layers of the stopping-out medium and disclose the design in its perfection, with the different parts in various colors. One sees much in evidence of this class of decoration in Britain, in public and office buildings, and in the cabins of steamboats, and the effect is most decorative and artistic and well worthy of imitating here.

VISITORS FROM SCOTLAND.

Two gentlemen from the firm of Craig & Rose, No. 85 Cadogan street, Glasgow, who also have branches at Edinburgh, London and Cardiff, arrived in Montreal last week, putting up at the Windsor Hotel. The gentlemen were Mr. Andrew A. Rose and Mr. Donald Stewart. They are paying a flying visit to Canada and a few points in the United States.

Both gentlemen expressed themselves as highly pleased with Montreal and the general businesslike air of the streets, with the exception of the "mud," which is certainly at present a great drawback to the beauty of the city.

Messrs. Rose and Stewart called upon Mr. Robert Munro, of The Canada Paint Company, Limited, intending merely to pay a formal visit, but being induced to take a run through one of the factories of The Canada Paint Company, they spent a full day investigating each department and stated that they were more than delighted with the way in which colors were made by this firm, and were

John Bowman

HARDWARE & COAL CO.

LONDON, ONT.

WINDOW GLASS
WINDOW GLASS

We have just received by Steamer "Mexican" a **large consignment of Window Glass.**

Can ship all sizes promptly.
Prices right.

COLD WATER PAINT
INDELIBLO

Have you any customers who are always asking for a cheap paint and a good paint? Have you any factories, elevators, sheds, alleyways, shafts; or customers who have; and do the cleaning up in the quiet winter season? Put them on to **Indeliblo.** There's money in it for you, and no smell, dust, dirt or waste for them. Sanitary, washable, waterproof. White and colors.

Agents

A. RAMSAY & SON, - - - - MONTREAL
THE J. H. ASHDOWN HARDWARE CO., Limited, - WINNIPEG
McLENNAN, McFEELY & CO., - - - VANCOUVER

Makers

THE MURALO COMPANY, New Brighton, Borough of Richmond, New York.

PRICES RIGHT
GOODS GUARANTEED

We make the price right and guarantee the goods. What more can we do? Great merit is our best salesman, as it is yours when you stock

BOECKH'S BRUSHES and BROOMS.

The best materials put together by workmen who know how to make good Brushes and Brooms.

—Quality is the best economy for —both dealer and purchaser.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

UNITED FACTORIES, LIMITED.

Head Office: TORONTO.

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.

greatly interested in the labor-saving machinery which is employed by them.

After they had seen the dry color factory, coach color and lead departments, the ready-mixed paint branch and the varnish-maturing tanks. Mr. Evans took them in hand and showed them a few of the principal points of the city.

Eventually Messrs. Rose and Stewart left for Toronto and Chicago, stating that the large manufacturing industries in Montreal had made a deep and lasting impression upon them and they would not fail to tell the folks at "hame" the great industrial progress that Canada is making.

CLEANING WALL PAPER.

French chalk is valuable in cleaning wall paper, and will remove grease spots from the most delicately-tinted paper without damage. The chalk may be powdered and dissolved in cold water and applied to the spots with care. When dry it should be brushed off with a soft cloth, and in many cases the soiled spot will disappear. It should remain about 12 hours. A second application may be necessary, and drying can be hastened by covering with brown paper and applying a hot flat-iron. Pieces of bread, soft but not moist, will often remove dirt from the paper. The paper should be rubbed in a downward direction only, and care is necessary to prevent a streaked appearance.

IT BRISTLES WITH GOOD POINTS.

The catalogue of The United Factories, Limited, Toronto, fairly bristles with excellent pointers for those who sell or use brushes. For instance:

"Brushes should never be kept in a warm or dry place, as the best-made brushes are liable to shrink and come apart. For the same reason, paint or varnish brushes should never be used as dusters, nor used dry.

"If, from any cause, brushes have shrunk, they can usually be restored by putting them for a short time in a cellar or moderately damp place.

"Many all-bristle paint and whitewash brushes have been destroyed by putting in water or newly slacked lime. Whitewash brushes should be washed out thoroughly in clean water each time after using.

"Kalsomine brushes are made to use in cold-water paints and colors and must not be used in oil paints or varnishes. The same thing applies to paperhangers' brushes."

This catalogue is mailed free for the asking.

PAINT AND OIL MARKETS.

TORONTO.

THERE is a fair business doing in all kinds of paints. Linseed oil has been reduced 3c. all round. Turpentine, also, has been reduced 1c. The sale of oil has been exceptionally good this week, and dealers expect it to continue so for some time. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, \$5 to \$5.25; No. 1, \$4.62½ to \$4.87½; No. 2, \$4.25 to \$4.50; No. 3, \$3.87½ to \$4.12½.; No. 4, \$3.50 to \$3.75 in packages of 25-lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. pkgs.; genuine dry white lead in casks, \$5.02½.

RED LEAD.—Genuine, in casks of 560 lb., \$5 to \$5.12½; ditto, in kegs of 100 lb., \$5.50; No. 1, in casks of 560 lb., \$4; ditto, kegs of 100 lb., \$4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6.00.

SHINGLE STAIN.—In 5-gallon lots, 60 to 75c. per gallon.

PARIS WHITE.—90c. to \$1 per 100 lb.

WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35c.; in less than cases, 40c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., \$2.25 to \$2.35; white, \$2.35 to \$2.45 per gal.; in less quantities, 10c. extra.

PUTTY.—Bladders, in barrels, \$2.25; bladders, in 100-lb. kegs, \$2.40; bulk in bbls., \$1.90; bulk, less than bbls. and up to 100 lb., \$2.05; bladders, bulk or tins, less than 100 lb., \$2.90.

PLASTER PARIS.—New Brunswick, \$2 per barrel.

PUMICE STONE.—Powdered, \$2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, \$1.20 to \$1.40 per gallon; No. 1, \$1 10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 9 to 9½c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 67c.; boiled, 70c.; 3 to 5 bbls., raw, 66c.; boiled, 69c.; 6 to 9 bbls., raw, 64c.; boiled, 66c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 78c.; 2 to 4 bbls., 77c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

GASOLINE AND BENZINE.—We quote: Benzine, 18¾c. and gasoline, ordinary, 21¼c. and engine, 22¼c. f.o.b. Toronto.

MONTREAL.

A reduction of 1c. has been made both in the price of linseed oil and turpentine, the former now selling at 67c. for raw and 70c. for boiled, while turpentine is worth 77c. This change in price has followed upon the arrival of larger supplies in both articles. At present turpentine appears to be steady, but in linseed oil, notwithstanding a fairly good movement, the feeling is still easy. Trade in both the foregoing staples, as well as in the general list of painters' materials, is brisk, and the market is in a healthy condition. Business has received a fillip from the mild weather which has prevailed for the past few days. In dry colors and ready-mixed paints there has been no change in price, these articles remaining steady under an active demand. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, \$5.15 to \$5.25; No. 1, \$4.77½ to \$4.87½; No. 2, \$4.40 to \$4.50; No. 3, \$4.02½ to \$4.12½; No. 4, \$3.65 to \$3.75, all f.o.b. Montreal. Terms, 4 months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—\$5.25 in casks; kegs, \$5.50.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote: Bulk, in bbls., \$1.90 per 100 lb.; bulk, in less quantity, \$2.05; bladders, in bbls., \$2.25; bladders, in 100 or 200-lb. kegs or boxes, \$2.40; in tins, \$2.55 to \$2.65; in less than 100-lb. lots, \$3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, \$4.50; in 100-lb. kegs, \$4.75; in less quantities, \$5.75 per 100 lb. No. 1 red lead, casks, \$4.25; kegs, \$4.50, and smaller quantities, \$5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, \$5.25; smalls, \$5.75 per 100 lb.

LINSEED OIL.—Raw, 67c.; boiled, 70c. In 5 to 9 bbls., 1c. less. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gal. advance.

TURPENTINE.—Single barrels, 77c.; 2 to 4 barrels, 76c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, \$2.35 to \$2.45; orange, \$2.25 to \$2.35.

MIXED PAINTS.—\$1.20 to \$1.45 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PARIS GREEN.—Petroleum, bbls., 16¾c. per lb.; arsenic kegs, 17c.; 50 and 100-lb. drums, 17¼c.; 25-lb. drums, 18c.; 1-lb. packages, 18½c.; ½-lb. packages, 20½c.; 1-lb. tins, 19½c.; ½-lb. tins, 21½c. f.o.b. Montreal. Terms: 3 per cent. 30 days, or four months from date of delivery.

PAINT NOTES.

Turpentine has dropped 1c. in price.

Linseed oil has dropped 3c. during the week.

The standard brands of white lead are having a brisk demand.

J. J. Alling & Son, brush manufacturers, Montreal, have registered.

The paint trade seem well satisfied with the business of the past season.

There are a number of contracts for painting and decorating to be closed within the next two weeks.

A demand of assignment has been made on The John McArthur Co., Limited, paints and oils, Toronto.

WINDOW GLASS.

TORONTO.

The glass market is very unsettled and a change of price is daily looked for. We now quote: Under 26 in., \$4.25; 26 to 40 in., \$4.65; 41 to 50 in., \$5.10; 51 to 60 in., \$5.35; 61 to 70 in., \$5.75; 71 to 80 in., \$6.25; 81 to 85 in., \$7; 86 to 90 in., \$7.75. Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days. Discount, 15 per cent.

MONTREAL.

A number of shipments of glass have gone forward this week, but the demand is still light. No actual change in the price of glass is reported. We quote as follows: First break, 50 ft., \$2.10; second, \$2.20 for 50 ft.; first break, 100 ft., \$4; second break, \$4.20; third break, \$4.70; fourth break, \$4.95.

McArthur, Corneille & Co.

MONTREAL

Manufacturers and Importers of . . .

White Lead,
Oils and Colors,
Prepared Paints,
Window Glass,
Varnishes, etc.

Glue and Gelatine

In extensive assortment, to suit all requirements.

WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
ENGLISH VARNISHES
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

A Silent Salesman that Talks Goods

YOURS FREE

The "NEW GEM" Safety Razor.

Send your order for our following "sure sellers" and this silent salesman is yours.

We have made these selections from our knowledge of the goods most demanded by your trade. You have the privilege at any time of sending back for exchange any *"New Gem"* sets that are not found ready sellers

The accompanying illustration conveys but a poor idea of the beauty of this show-case—attractive in size, unique in construction—all in all a fixture that any merchant may well be proud to place where the customer's eye can best be caught.

	Wholesale.	Retail.
6 "New Gem" Razors	$6.00	$12.00
1 Strop Machine	.92	1.50
2 Cases No. 1	3.00	5.00
1 Case No. 2	2.25	3.50
1 Case No. 3	2.96	4.50
1 Case No. 4	3.67	5.50
1 Case No. 18	1.25	2.25
	$20.05	$34.25

For sale by Cutlery Jobbers all over the world.

GEM CUTLERY CO., 31 Reade St., New York.

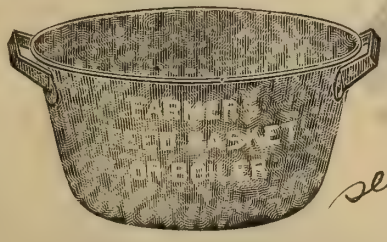
FALL LEADERS FOR FARMERS.

MADE OF HEAVY SHEET STEEL.

FEED PAN.

IN ONE GALLONS.

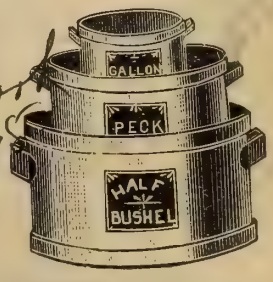
JUST THE THING FOR HARVESTING ROOT CROPS.



OF HEAVY GALVANIZED IRON WITH WIRED EDGES.

see cut Bottom page 8

—Made in—
JAPANNED STEEL OR WOOD.
STAMPED.



Shallow Pattern. STRONGLY BANDED

We make everything imaginable in Sheet Steel and Galvanized Iron Ware, and guarantee prompt delivery.

Write Us for Catalogue and Prices.

THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL, P.Q.

Good Reasons

Why

Standard Silverware Sells

IT HAS ARTISTIC BEAUTY.
IT HAS UNDISPUTED QUALITY.
IT IS ADVERTISED TO THE PUBLIC.
IT SELLS AT A REASONABLE PRICE.

Cannot you handle it then to advantage? Your name and address will bring you some valuable suggestions for the Christmas Silverware Trade.

Standard Silver Co., Limited

31-41 Hayter St., **TORONTO**

Saves Labor.

Saves Time.

Has no Weak Points.

Never Slips.

The "HOLDFAST" Screwdriver

Most convenient tool ever invented. Holds screw in position.
Every mechanic and carpenter requires one.

We carry a complete line of

COMPTON BALL-BEARING SHEARS.

The NEWEST and BEST in LADIES', BARBERS', and TAILORS' SHEARS.

EVERY PAIR WARRANTED. **THE ABOVE LINES ARE MONEY-MAKERS.** **SEND FOR SAMPLES.**

If you require a **Good Quality Tin Plate** try our **Special Paper-Lined Tin Plate**—All sizes.

THE SEYBOLD AND SONS CO.,

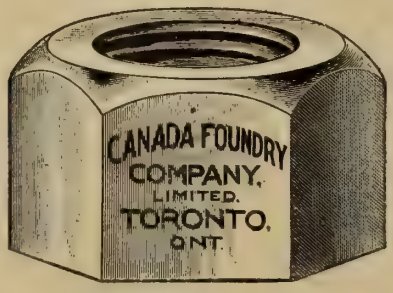
77 D'YOUVILLE SQUARE,
478 ST. PAUL STREET,
MONTREAL.

Send for our new Price List.

SPECIAL DISCOUNT TO THE TRADE.

Cold Pressed Nuts.

Square and Hexagon.



Finished Semi-Finished.

Polished, Case-Hardened, Blued Cap Screws, Set Screws, Machine Screws, Coupling Bolts, Thumb Screws, and Special Milled Work.

DISTRICT OFFICES:

Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Victoria, Rossland.

Wire

Copper Wire

— FOR —

Telegraph, Telephone, Trolley and Transmission Lines.

Round, Square and Rectangular for Electrical Machines.

Brass Wire

of all kinds and for all purposes.

Plain Wire

Annealed,
Annealed and Oiled,
Tinned, Coppered,
Wire Nails, Bright Goods,
Wood Screws, Jack Chain,
"Crescent" Hat and Coat Hooks, Poultry Netting,
Barrel, Blind and Bed Staples.

Galvanized Wire

Barb Wire, Plain Twist,
Galv'd Fence Staples.

Manufactured by

The Dominion Wire Manufacturing Co., Limited

MONTREAL AND TORONTO.

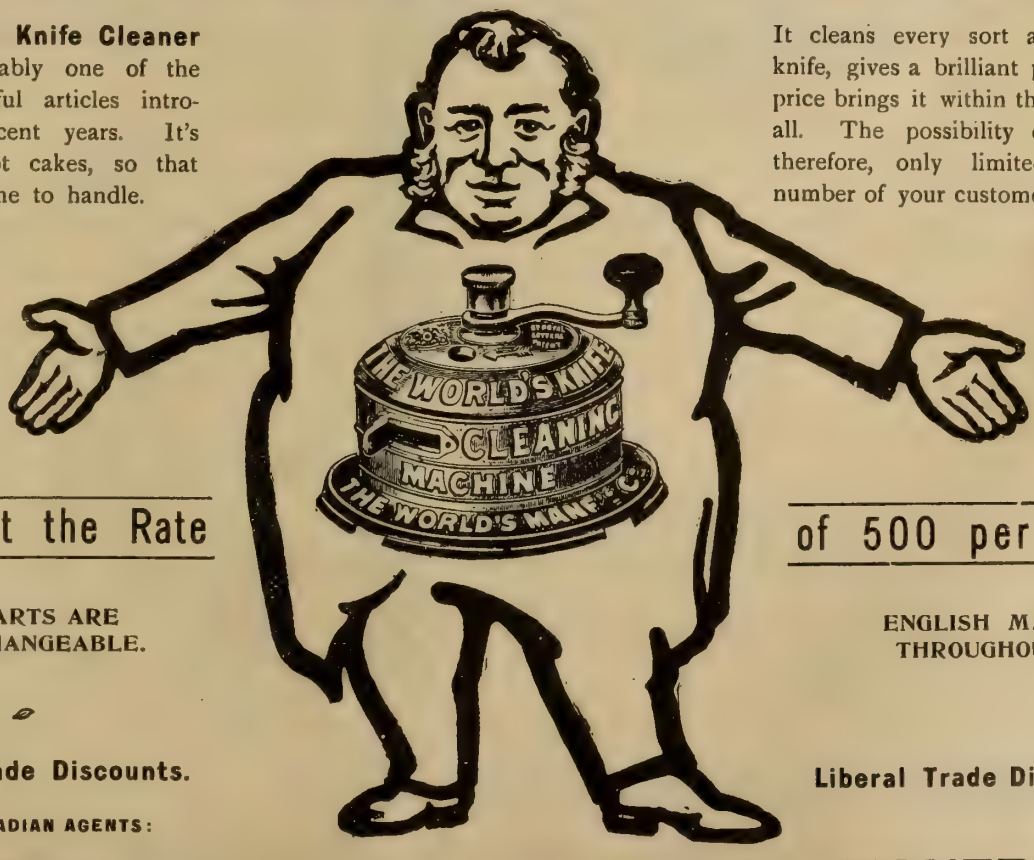
HEAD OFFICE New Coristine Building, St. Nicholas Street, MONTREAL.

Long Distance Phones to all Departments.

THE WORLD'S MANUFACTURING COMPANY, 66 AND 68 VICTORIA ST., LONDON, S.W.

The **World's Knife Cleaner** is unquestionably one of the most successful articles introduced in recent years. It's going like hot cakes, so that now is the time to handle.

It cleans every sort and size of knife, gives a brilliant polish. Its price brings it within the reach of all. The possibility of sale is, therefore, only limited by the number of your customers.



Simplicity Itself.

Makes no dust

Cleans at the Rate

of 500 per hour.

ITS PARTS ARE INTERCHANGEABLE.

ENGLISH MAKE THROUGHOUT.

Liberal Trade Discounts.

Liberal Trade Discounts.

SOLE CANADIAN AGENTS:

DECATUR, BULL & CO., 30 Hospital Street, MONTREAL.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, November 7, 1902.

HARDWARE.

ALMOST all lines of hardware continue to move out briskly in anticipation of the closing of navigation in a fortnight or so. Steamboats have been making their last trips to some points, and carried heavy cargoes with them. The discount on "New Countersunk" horseshoe nails has been changed to 65 per cent. off. The Canadian Wholesale Hardware Association met on Tuesday of this week in Montreal. Prices on lawn mowers for 1903 will be found below. Prices on galvanized fine wire, f.o.b. Cleveland, are given to the trade this week.

LAWN MOWERS.—Prices on lawn mowers for 1903 delivery are now out. They are as follows: 10½-inch wheel by 12-inch cutter, $7.50; by 14-inch cutter, $8.00; by 16-inch do, $8.50; by 18-inch do, $9.00; by 20-inch do, $10.00. Star, 9-inch wheel by 12-inch cutter, $5.50; by 14-inch do, $5.75; by 16-inch do, $6. Daisy, 8-inch wheel by 12-inch cutter, $4.90; by 14-inch do, $5.10; by 16-inch do, $5.30. Philadelphia pattern, 7½-inch wheel by 10-inch cutter, $6; by 12-inch do, $6.50; by 14-inch do, $7; by 16-inch do, $7.50. Grass boxes are quoted as follows: 12-inch, $2.25; 14-inch, $2.25; 16-inch, $2.50; 18-inch, $2.50; 20-inch, $2.75. The discount on all the above is 50 per cent. off.

BARB WIRE.—The situation remains much as before. It is now quoted at $2.90 per 100-lb. keg f.o.b. Montreal and $2.55 f.o.b. Cleveland.

GALVANIZED WIRE.—There is but a small movement in this wire. The price of galvanized plain wire in carlots has been fixed. Quotations from stock, which remain unchanged, are: Nos. 6, 7 and 8 gauge, $3.20; No. 9, $2.55; No. 10, $3.30; No. 11, $3.40; No. 12, $2.70; No. 13, $2.80; No. 14, $3.80; No. 15, $4.30; No. 16, $4.55; No. 17, $4.95; No. 18, $5.20. In carlots, f. o. b. Cleveland, the prices are: No. 9, $2.15; No. 12, $2.30; No. 13, $2.40, not dutiable. No. 10, $2.20; No. 11, $2.25; No. 14, $2.50; No. 15, $2.95; No. 16, $3.05, dutiable. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—There is only a small amount of business doing on this market. Prices are unchanged. We quote as follows: Bright and annealed, $2.60 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—Business is still quiet. The discount is 25 per cent. and net extras are as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—Both these wires are moving slowly. The discount is 62½ per cent.

FENCE STAPLES.—Trade continues quiet and the market is entirely without feature. The price of galvanized staples is $3.25 and of bright, $2.90 per 100-lb. keg. 25 and 50-lb. packages, 25c. extra.

WIRE NAILS.—The market is quiet. We quote $2.25 per keg in small lots and $2.50 in carlots f.o.b. Montreal, London, Hamilton, Toronto, Gananoque, Brantford, Windsor, Ont., St. John and Halifax.

Extensively Advertised.

HERE is a sample of a series of ads. with which we are advertising the "Famous Active" range in daily and weekly papers all over Canada, and will continue until Christmas.

Are you taking advantage of all this publicity by handling this leader?

If not, would it not pay you to do so?

The best advertised article (quality being on the same par) is always the easiest to sell.

We will supply plates of this or any other of our ads. **free** for the asking.

Write for full particulars.

The McClary Manufacturing Co.,

No. 14. LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

ENGLISH
GERMAN
BELGIAN
CANADIAN
AMERICAN
} PORTLAND CEMENTS.

FIRE
BUILDING
ENAMELLED
SILICA
MAGNESIA
} BRICKS.

DRAIN
CULVERT
} PIPES.

F. HYDE & CO.
31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .
Salt Glazed Vitrified
SEWER PIPE
Double Strength Culvert Pipe a Specialty.
THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.
LIMITED
DESERONTO, ONT.
Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."
Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"
BRAND
Foundry Pig Iron.
Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.
Write for Prices to Sales Agents
Drummond, McCall & Co.
or to MONTREAL, QUE.
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

CUT NAILS.—Not much business is doing this week. In small lots the price is $2.45 and in carlots, $2.40 per keg.

HORSE NAILS.—"New Countersunk" heads, "M" brand, are now discounted at 65 per cent. off instead of 66 2-3 per cent. off. Other lines are unchanged. We quote: "C" brand, 40, 10 and 7½ per cent. off; on "M" brand, "Oval," 57½ per cent.; "New City," 57½ per cent.; "New Countersunk," 65 per cent.

HORSESHOES.—There is a good demand for horseshoes at current prices, and the market is active. No quotable change is reported. Our quotations are as follows: Iron shoes, light and medium, pattern, No. 2 and larger, $3.35; No. 1 and smaller, $3.60; snow pattern, No. 2 and larger, $3.60; No. 1 and smaller, $3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; featherweight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra. F.o.b. Montreal only.

RIVETS AND BURRS.—There is no change and trade is quiet. We quote: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS.—The demand for bolts and nuts continues quiet. Discounts follow: Norway carriage bolts, 55 per cent.; common, 50 per cent; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼c. per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

SCREWS.—There is but a light movement in screws and no change in price has been made. We quote the discounts: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—On Thursday a reduction in the price was made in cordage. The market is quiet. We quote: Manila, 14c.; British manila, 12c.; sisal, 12c.; lathyarn, 11c.

BUILDING PAPER.—This is moving fairly well. The market is steady and prices unchanged. We now quote: Tarred felt, $1.70 per 100 lb.; 2-ply, ready roofing, 85c. per roll; 3-ply, $1.10 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O K and I X L, 65c. per roll; heavy straw sheathing, $30 per ton; slaters' felt, 60c. per roll.

SBREEN WIRE CLOTH.—Trade is dull. The price quoted is $1.37½ per 100 square feet.

POULTRY NETTING.—Some business has been done for 1903 delivery. The discounts for delivery next year on Canadian and English netting are as follows: 60 per cent. off on 2 x 2 mesh, 19 wire, and 50 per cent. off on 2 x 2 mesh, for heavier.

HARVEST TOOLS.—There is nothing

STEEL
SANDERSON'S CAST STEEL,
Full line in stock.
REELED MACHINERY,
SPRING, TIRE, TOE CAULK,
Best English and American makes. Etc.
A. C. LESLIE & CO.
509-512 Merchants Bank Building,
MONTREAL.

The R. McDougall Co.
Limited
GALT, ONT.
Manufacturers of
Hand and Power Pumps,
Hydraulic and Pumping Machinery
FOR ALL PURPOSES.
Our Pumps are made by skilled workmen, out of the best materials, and are guaranteed by us to be satisfactory. If, after a fair trial they are not so, we will take them back and refund the money received for them.
Write to-day for catalogue.
Quality the Best.
Prices Right.

Pig Tin.
"Boustead & Co's" Penang
"Straits"
"Lamb and Flag"
Copper —"Lake"
—"MA"
Galvanized Sheets.
ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
OPEN HEARTH STEEL.

Suits Everybody.

THIS IS WHAT

Elastilite Varnish

DOES.

It suits the dealer, because it always satisfies the customer, and, being a Registered Brand, it does not come into competition with ordinary makes of Varnish, thus protecting your profit.

In tins only from ½-pint to 1 gallon.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED

Toronto, Ontario, Canada.

Canadian Agents for Buehne's "Red, White and Blue" Brand Steel Wool.

THE MOST DURABLE

paint on the market, and the paint that will give your customers the greatest satisfaction is the celebrated

"Ark Brand" Paint.

It is the Painters' paint, and that is the kind you should stock.

We have just received the following letter from a firm of Practical Painters in Toronto :

"In reply to your request for our opinion of your 'Ark "Brand' Paint, we believe it to be the best paint for "outside work we have ever used, and would recommend "it to any person who wants a durable job. We believe "(as practical painters) it will outlast any mixture of "Lead and Oil that can be used.

(Signed), "W. R. WILSON & Co."

If you have not received the agency for "Ark Brand" Paint, write to day for full particulars as to what we are prepared to do for you.

Manufactured by

THE FRANCIS-FROST CO. Limited

TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler.

doing. For future delivery the discount is 60 and 10 per cent.

FIREBRICKS.—The market is still quiet and unchanged as to price. We quote : English, $16 to $22 and Scotch, $17 to $22 per 1,000.

CEMENT.—The demand for cement is keeping up and a good business has been done this week. Our quotations are as follows : Canadian cement, $1.90 to $2.25 ; German, $2.20 to $2.30 ; English, $2.15 to $2.25 ; Belgian, $1.70 to $1.95 per barrel ex-wharf, and American, $2.10 to $2.20 ex-cars.

SPORTING GOODS.—The demand for guns and ammunition is now about over for the season, business being confined to a few small orders for special requirements. Shells are now discounted: Empty: Canadian, 25 per cent.; American, 10 per cent. advance on list. Loaded "Trap," 30 per cent.; American, 30 per cent. ; "Leader" and "Ideal," smokeless brands, 37½ per cent. Brass shot shells, Dominion, 55 per cent.; American, 40 per cent. Primers, Dominion, 30 per cent. ; American, $1.60 per 1.000.

SKATES.—Jobbers report a brisk trade in skates, and our quotations are now as follows : Halifax pattern, 36c. per pair ; nickel-plated, 65c.; ladies' nickel-plated, 60c.; ladies' concave nickel-plated, $1.35 ; plain hockey, 27c. to $1.35 ; nickel-plated hockey, 60c. to $2.50 ; double-end hockey, $1.50 to $3. Skate straps, 35c. to $1.35.

HOCKEY STICKS.—There is a very good trade passing in hockey sticks at the prices here quoted : Best second-growth, goal keepers', $4.20 per dozen ; ash, $2.90 ; elm, $2.25 ; boys' elm, $1.10 ; common, 90c. Regulation pucks, $1.50 per dozen.

SNOW SHOVELS.—These continue to go well, and we quote : "Habitant," $2.25 to $2.40 ; "Victor," 30 per cent. off ; steel railroad shovels, 48 and 5 per cent. off.

FIRE SHOVELS.—The demand for fire shovels is still good and a brisk trade is doing. Our quotations are as follows : No. 70, 38½ to 40c. per dozen ; No. 55, 55 to 60c.; No. 57, 82½ to 90c.; No. 60, 82½ to 90c.; No. 65, $1.37½ to $1.45 ; No. 80, 50 to 55c.; "Duplex," No. 7, $1.21 ; No. 9, $1.52 : No. 11, $1.82.

LANTERNS.—A brisk movement is reported in lanterns this week. Quotations are : Tilt, lift or hinge, No. 0, $4 per dozen ; Cold Blast, $7 per dozen ; dash-board, No. 0, $5.75 per dozen ; cold-blast dashboard, $9 per dozen. Extras are as follows : Japanning, 50c. per dozen ; copper-plating cold blast, $2 per dozen. The prices quoted are f.o.b. London, Hamilton, Toronto, Belleville, Kingston and Montreal.

METALS.

Metals and heavy hardware continue to be in active demand, and to various points heavy shipments are being sent while navigation is open. Railway and structural goods are still much sought for, and shapes for shipbuilding are also wanted. There are no quotable changes to report. Supplies in most lines are plentiful enough. Iron pipe, in nearly all sizes, is an exception.

BAR IRON.—The demand for bar iron is still good and trade is brisk at the following prices : Merchants' bar, $1.95 ; horseshoe, $2.20 and extra refined, $2.35.

BLACK SHEETS.—Some improvement is reported in the demand this week. No quotable change has occurred. We quote as follows : 28 gauge, $2.65 ; 26 gauge, $2.60 ; 20 to 24 gauge, $2.50 and 8 to 20 gauge, $2.50.

GALVANIZED IRON.—Dealers report a fairly good movement in this metal during the week. There are no change in prices, and we quote : No. 28, Queen's Head, $4.40 ; Apollo, 10½-oz., $4.40 ; Fleur de Lis, $4.15 ; Comet, $4.25 ; and "Bell" brand, $4.30. For less than case lots, 10c. extra is charged.

SOIL PIPE AND FITTINGS.—Only a small amount of business has been done this week. Prices show no change, and our quotations are now as follows: Light soil pipe, 3 to 6 inch, 50 per cent., medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8-inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.; extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—Inquiries far pig iron continue to be received and the prices are firm. Summerlee is worth $22.50 to $23.50, on wharf, exclusive of handling.

INGOT COPPER.—Trade is quiet and we quote 13c.

INGOT TIN.—There is no change and business is quiet. The price of Straits remains at 28 to 29c.

PIG LEAD.—Some business has transpired this week at the prices given here, but the market rules quiet. In carlots the price is $2.90 and in small lots, $3.25.

LEAD PIPE.—There is a fair demand for lead pipe and the market is steady. Composition and waste are quoted at

8c. and ordinary at 7c. The discount remains at 37½ per cent.

IRON PIPE.—The scarcity in iron pipe continues, affecting almost all sizes. Jobbers have been notified that the mills cannot receive orders for delivery earlier than December, and our quotations are now as follows : Standard pipe, per 100 feet, in lengths under 19 feet : Black, ¼, $2.40 ; ⅜, $2.65 ; ½, $2.85 ; ¾, $3.65 ; 1-in., $5.20; 1¼, $7.35; 1½, $8.95; 2-in., $12.55. Galvanized, ¼, $3.20 ; ⅜, $3.15 ; ½, $3.85 ; ¾, $5 ; 1-in., $7.20 ; 1¼, $10.05 ; 1½, $12.20 ; 2-in., $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows : Black, ½, $4.20 ; ¾, $5.25 ; 1-in., $7.55 ; 1¼, $10.55 ; 1½, $12.75 ; 2-in., $17.60. Galvanized, ½, $5.20 ; ¾, $6.65 ; 1-in., $9.55 ; 1¼, $13.25 ; 1½, $16 ; 2-in., $21.90. For threads and couplings 5 per cent. is added.

TINPLATES.—Business in tinplates is of moderate proportions. Charcoals are worth $4.75 to $5.25 and cokes, $4.25.

STEEL.—Some business is doing this week, but the market in general is quiet. Prices are as follows: Sleighshoe, $2.05 ; tire, $2.20 ; bar, $2.05 ; spring, $2.85 ; reeled machinery, $2.75 ; toecalk, $2.70.

SHEET STEEL.—There is not much doing. We quote as follows: Nos. 10 to 20, $2.50 ; 3-16, $2.50 ; ¼, 5-16 and ⅜, $2.40.

TOOL STEEL.—Business in this line is of moderate proportions. Prices show no change. Our quotations are as follows : Black Diamond, 8c.; Sanderson's, 8 to 12c., according to grade ; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 8 to 15c.; "Air Hardening," 45 to 60c.

CANADA PLATES.—A moderate inquiry prevails and a fair trade is doing. We quote : 52's, $2.70 to $2.80 ; 60's, $2.85 to $2.90 ; 75's, $2.80 to $2.85 ; full polished, $3.75 and galvanized, $4.25 to $4.35 ; galvanized, 60's, $4.45 to $4.55.

TERNE PLATES.—There has been no improvement on this market. Trade is quiet and the price remains at $7.50.

COIL CHAIN.—This moves slowly. The price is $5.85 to $6.25.

ANTIMONY.—The price is 10c. Not much business is doing.

ZINC SPELTER.—There is no change. Spelter is quiet at 5c.

SOLDER.—The market is active and steady. We quote bar solder at 20c. and wire solder at 18c.

SCRAP METALS.

Excepting that rubbers are a little lower there has been no quotable change on this market. The market, generally speaking, is quiet. There is an active inquiry for iron, especially machinery scrap, which is very firm and likely to go higher. It is expected that there will be a marked scarcity of machinery scrap. At present prices remain unchanged, jobbers being unwilling to raise prices until the market is more settled. We now quote : Heavy copper and wire, 10c. per lb.; light copper, 8c.; heavy red brass, 10c.; heavy yellow, 8¾c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½c.; iron, No. 1, wrought, $15 ; No. 2, $7 per ton ; machinery scrap, $16 ; stove plate, $12 ; malleable and steel, $5 ; mixed country rags, 60 to 70c. per 100 lb. ; old rubbers, 6¼ to 6½c. per lb.

HIDES.

There has been no actual changes in prices this week. A fair trade is doing. We quote as follows : No. 1 hides, 9c. ; No. 2, 8c. ; No. 3, 7c. Calfskins, 8 to 10c. ; lambskins, 60c.

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TORONTO. MONTREAL. WINNIPEG.

MONTREAL NOTES.

Turpentine is 1c. lower.

Scrap rubbers are ¼c. lower.

Linseed oil has been reduced 1c.

"New Countersunk" horse nails have been advanced 1 2-3 per cent.

ONTARIO MARKETS.

Toronto, November 7, 1902.

HARDWARE.

BUSINESS in all lines of hardware keeps up well and there is little new to report excepting that there has been issued a new price list of lawn mowers, and the prices of green wire cloth have been advanced to $1.40 per 100 square ft.

BARB WIRE.—Very little trade in this wire is being done at present and the prices continue subject to change without notice. Quotations follow : $2.67½ from Cleveland and 12½c. less in carlots. From stock, Toronto, $2.90.

GALVANIZED WIRE.—Trade in galvanized wire is quiet. Prices continue the same as last week. We quote as follows : Nos. 6, 7 and 8, $3.20 per 100 lb. ; No. 9, $2.55 ; No. 10, $3.30 ; No. 11, $3.40 ; No. 12, $2.70 ; No. 13, $2.80 ; No. 14, $3.80 ; No. 15, $4.30 ; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots and 12½c. less for carlots of 15 tons.

FINE STEEL WIRE.—Very little business has been done in fine steel wire. The discount is 25 per cent.

SMOOTH STEEL WIRE.—The demand for smooth steel wire continues light. The base price is quoted at $2.60 per 100 lb. Oiling, 10c. ; coppering, 60c. and tinning, $2 per 100 lb. extra. Shipping points Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS.—There is a steady demand for wire nails and the prices are unchanged. Our quotations are as follows : $2.50 in carlots and $2.55 for less quantities. The shipping points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—The volume of business in cut nails is reported fair. Quotations are steady at $2.50 per keg and 10c. less for carlots.

HORSE NAILS.—There is a good trade being done in these, and the discounts are now as follows : "C" brand, oval head,, 40 and 10 and 7½ per cent. ; on "M" brand, 50, 10 and 5 per cent. ; "Monarch," 60 2-3 per cent. ; "Countersunk" head, 60 per cent.

HORSESHOES.—There is a moderate amount of business being done in horseshoes and the prices are unchanged. We quote: Iron shoes, No. 2 and larger, light, medium and heavy, $3.45 ; snow shoes, $3.70 ; light steel shoes, $3.55 ; featherweight (all sizes), $4.95 ; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70 ; snow shoes, $4 ; light steel shoes, $3.80 ; featherweight (all sizes), $4.95.

SCREWS.—The demand for screws continues much greater than the supply. Discounts are : Flat head bright, 87½ and 10 per cent. discount ; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent. and flat head bronze, 70 per cent.

RIVETS AND BURRS.—The manufacturers are still behind in their deliveries and prices are firm and unchanged. Discounts are : Iron rivets, 60 and 10 per cent. discount ; iron burrs, 55 per cent. ; copper rivets, with usual proportion of burrs, 45 per cent. ; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—Jobbers are still unable to supply the trade within a reasonable time after ordering. We quote as follows : Carriage bolts, common ($1 list), 50 per cent. ; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3.00 list), 55 and 10 per cent.; machine bolts, all sizes, 50 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per

cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—There continues to be sold quite a number of spades and shovels. A big demand is reported for scoops, which the manufacturers are unable to supply fast enough to meet the requirements of the trade. The discount is 40 and 5 per cent.

ROPE.—A good trade is doing in rope and the prices are unchanged. We now quote: Pure manila, 15c.; British manila, 13c.; sisal, 12½c.; lathyarn, single, 11½c.; double, 12c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per dozen.

HARVEST TOOLS.—These have been mostly all sold for delivery in the spring. The discount is 60 and 10 per cent.

LAWN MOWERS.—The new prices issued are as follows: Woodyatt, 12-inch wheels, $7.50; Star, 12 inch wheels, $5.50; Daisy, 12-inch wheels, $4.90; Philadelphia, 10-inch wheels, $6; Ontario, 10-inch wheels, $12.75. The other sizes are in proportion. The discount is 50 per cent.

GREEN WIRE CLOTH.—The price of green wire cloth has been advanced to $1.40 per 100 square ft.

EAVETROUGHING, ETC.—A fair amount of eavetroughing continues to go out. We quote: Eavetroughing, 10-in., per 100 ft., $3.10; conductor pipe, 2-inch, per 100 feet, $3; 3-inch, $4; 4-inch, $5.25; 5-inch, $6.75 and 6-inch, $9.

BUILDING PAPER.—A good, active demand continues for building paper from all parts of the country. We quote as follows: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll.

ASH SIFTERS.—The demand for ash sifters keeps up well. The price is $13.20 per gross.

TINWARE AND ENAMELLED WARE.—Trade, both in tinware and enamelled ware continues fair and the prices are unchanged.

STOVES AND RANGES.—These are still much wanted and are as scarce as ever. The advance of 5 per cent. made last week has been maintained.

SCREEN DOORS, ETC.—A fair amount of trade continues to be done in screen doors for future delivery. Quotations are as follows: Screen doors, common, 2 or 3 panel, walnut stained, 3-in. style, $6.60; stained, yellow or green, $6.80; in natural colors, oil finish, $8.15; 4-in. style, 20c. per dozen extra.

CEMENT.—The continued mild weather has enabled contractors to go on with their work and the demand for cement has therefore been well sustained. The prices are firm. We quote: Canadian Portland, $2.80 to $3.20; hydraulic, $1.35 per bbl. At the works the prices are $2.50 to $2.70 per bbl.

METALS.

The condition of the metal market in general is similar to what it was last week. A larger amount of orders are being booked for forward delivery, which shows confidence in the market. In the United States it is feared there will be a scarcity of foreign pig iron, the shipments being much delayed by scarcity of freight room, but buyers have not seriously considered this problem and are placing few new orders. The market abroad is reported to be in a state of waiting for an expected announcement of a decline in prices, and copper is dull and uninteresting.

PIG IRON.—This product is still scarce. At the Canadian furnaces the quotations are as follows: $23 for No. 1 and $22.50 for No. 2. On track, Toronto, No. 2 Summerlee iron is offered at $23.

STEEL BOILER PLATES.—The market is strong and prices are unchanged at $1.80 per 100 lb. in carlots.

STEEL RAILS.—Quotations of steel rails are steady at $30 per ton for railways and $36 per ton for electric railroads.

TOOL STEEL.—The market continues active for tool steel and prices have an upward tendency. We quote as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 8 to 15c.; ditto, "Air Hardening," 30 to 50c.; Chas. Leonards', 8 to 9c.; Park's "Silver," 12 to 14c.; Park's Special, 15 to 20c.

MILD STEEL.—There continues a good demand for mild steel with a scarcity of the article. Prices are steady at $2.50 to $3 per 100 lb. f.o.b. Toronto.

BOILER TUBES.—The demand for these is heavy.

SPRING STEEL.—A good many orders keep coming forward for spring steel. We quote $3 to $3.50 on track, Toronto.

BAR IRON.—There continues to be an active demand for bar iron and the prices are firm. Quotations are as follows: $2.05 up base. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb., 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS.—These are in better demand. We quote: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—A good steady demand continues for Canada plates. We quote: All dull,, $2.90 to $3; half-polished, $2.85 to $3.10; all bright, $3.75 to $3.85.

GALVANIZED SHEETS.—There is no change in galvanized sheets. We quote: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 29 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—This metal is in active demand. Prices are unchanged at $31 to $32 per 100 lb.

TINPLATES.—A fair business is doing in tinplates. We quote: Charcoal, $4.75 to $5 and cokes, $4.25 per box.

COPPER.—Ingot copper is more active. We quote: Ingot copper, $13 per 100 lb. and sheet copper, $22 to $23.

BRASS.—This metal is unchanged.

LEAD.—Pig lead is in good demand. We quote: Pig lead, $3.50 and bar lead, $3.75 per 100 lb.

IRON PIPE.—The demand for iron pipe continues good. The factories are beginning to make deliveries more freely and jobbers are replenishing their stocks and filling their orders. We quote per 100 feet: ¼-inch, $2.40; ⅜-inch, $2.65; ½-inch, $2.85; ¾-inch, $3.65; 1-inch, $5.20; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; galvanized, 1-inch, $7.20. Trade discount is 4 per cent. for carlots.

ZINC SPELTER.—This metal is more active. Prices are unchanged at 5 to 6c. per 100 lb.

ZINC SHEETS.—There has been more business doing in this line. We quote as follows: Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER.—There is no change in solder.

ANTIMONY.—This metal continues active. The prices are unchanged at $9 per 100 lb.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, LIMITED,
MANUFACTURERS OF
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Steel Carriage and Wagon Jacks,
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS
BALL BEARINGS

Largest Variety, Toilet, Hand, Electric Power
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Highest Quality Grooming and Sheep-Shearing Machines.
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NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
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HALTERS, COW TIES SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
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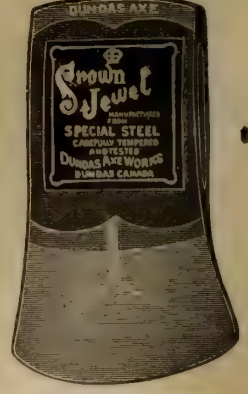
The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.


Dundas Axe Works, Dundas, Ont.
W.L. Haldimand, Jr., Eastern Agent, Montreal.

PETROLEUM.

The demand for oils is brisk and prices remain about the same. We quote: Lily White, Canadian, 15 to 15½c. in bbls.; Silver Light, Canadian, 16½ to 17c. in bbls.; Crystal Spray, water white, American 18 to 18½c. in bbls.; Pennoline, best American imported, 19½ to 20c. in bbls. In bulk, 2c. per gallon less.

HIDES, SKINS AND WOOL.

HIDES.—A fair amount of business continues in these. We quote: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8½ to 9c. per lb.

SKINS.—There is a good call for calfskins. Lambskins are up 5 to 10c. We quote: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do, 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings and lambskins, 60c.

WOOL.—The wool market is unchanged. We quote: 13½c. for fleece wool and 7½c. for unwashed.

TALLOW.—The tallow market is still weak at 6¼ to 7c. per lb.

SEEDS.

The chief business continues doing in alsike and the ruling price for it is $7 to $7.75 for prime to choice seed with liberal offerings at outside points. A few small lots of the new crop of red clover have been brought in and sold at $6.50 to $6.75 outside. Timothy is quiet at $1.50 to $1.70 per bushel.

COAL.

Considerable hard coal is arriving in the city this week, but as yet there is none offered on the market. The price at the international bridges is $7 per ton for soft coal.

OLD MATERIAL.

Business is quiet in old material and the prices remain unchanged. Our quotations are: Heavy copper and wire, 10c. per lb.; light copper, 8 to 8½c.; heavy red brass, 9½c.; heavy yellow brass, 8 to 8½c.; light brass, 5 to 5½c.; lead, 2 to 2¼c.; scrap zinc, 3c.; iron, No. 1 wrought, $13.00 per net ton; No. 2 wrought, $4.50; machinery cast scrap, $14 to $15; stove plate, $10; malleable and steel, $6 to $6.50; old rubbers, 6½c. per lb. and country mixed rags, 50c. per 100 lb.

S. H. Caswell & Co., bankers and general merchants, Qu'Appelle Station, Man., are opening a branch at McLean.

Surprises IN

HORSE BLANKETS, JUTE and **DUTCH KERSEY HORSE BLANKETS,** Jute and Cotton **SURCINGLES.** Lowest prices. Descriptive list and prices sent on application.

H. F. FALKINER, - TORONTO.

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Representing Jonas & Colver's Celebrated "Novo" Air Hardening Steel. Especially adapted for high speed. Easily annealed, and shaped into Milling Cutters, Dies and other tools. Oil and Water Hardening Steel for all classes of tools and work. Stock on hand for immediate orders.

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FILES AND RASPS

All cuts and shapes, all sizes. For all purposes. Warranted.

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THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

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Acknowledged the best and fully warranted.
Not connected with any Shear Combination.

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AN OPENING. BEST AND MOST SUCCESSful hardware business in first-class Western Ontario town, 2,500 population. Agricultural district equal to any in Canada. Good live stock, value over $4,000. Proprietor going into manufacturing. Splendid opportunity, must sell quick. Address "Hardware," care London Fence Machine Company, London, Ontario. (tf)

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MANUFACTURING BUSINESS FOR VICTOR and Richard Forster. Address B. FORSTER, (44-3) Elora, Ont.

PAINTS We manufacture these brands:—"LION," "PEERLESS," "OWL," "RAVEN," also Ready-mixed House and Floor Paints, Roof, Barn, Bridge and Brick Paints, Coach Colors, Varnishes, Japans, etc. Our prices will interest you. Write us,

The Ottawa Plant Works, Ottawa, Ont.

Great Light Producers:

"Banner" Cold Blast Lanterns,
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Largest MAKERS OF

BEST SIEMENS STAMPING ENAMELLING BLACK PLATES,

CIRCLES, RECTANGLES, Etc.

MAKERS of all descriptions of STEEL SHEETS.

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THE BEST HEATER ON THE MARKET.

Positively saves half the fuel in many cases.
Order a sample at once and put it in use.
Every one sold will sell others without your assistance.

Size, 17½ x14.
Height, 48 inches.

POINTERS:

The Winnipeg Heater is ornamental and does the work of a stove without extra fuel.

It is made out of heavy steel plate and arranged so that it can easily be taken apart and cleaned.

It will heat a room on the same floor as stove or an upstairs room.

It is constructed with flues for air circulation and prevents cold floors.

It has heat retaining pockets and will radiate heat when fire is very low.

It sells like "hot cakes" as soon as introduced.

It is not to be compared with any other drum on the market as it actually takes the place of a stove.

It absolutely prevents waste of heat out chimney.

ACT QUICKLY AS SELLING SEASON IS NOW ON.

The Winnipeg Heater will heat as large a room as the stove to which it is attached, without extra fuel.

ORDER A SAMPLE TO-DAY.

MANUFACTURED BY

The Metal Shingle & Siding Co., Limited

PRESTON, ONT.

TRADE CHAT.

THERE is said to be a splendid opening for a hardware and tinware merchant at Qu'Appelle, Assa. Every other trade is well represented.

The Dominion Harness Company's building, Port Elgin, Ont., is completed.

A. H. Couse & Co. opened a new hardware store in Sarnia, Ont., last Saturday. Mr. Couse's friends in Forest wish the firm success.

The stove manufacturers are away behind in their orders. One firm has an order to fill and is 2,000 stoves short of the number wanted.

The blacksmith shop on Martin street, Milton, Ont., formerly owned by William McKenzie, was sold by auction to Mr. Benson, of Hamilton.

John B. Abbott, late prominent manufacturer of Ottawa, passed away after a lingering illness. He was 54 years of age, and is survived by his widow and a daughter.

The latest mineral discovered in Ontario is molybdenite, found in Haliburton. This valuable find is reported to be quite extensive, the veins being several feet wide in some places.

Blue & Champ's sawmill, near Rossland, B.C., were destroyed by fire. This plant supplied the well-known Le Roi No. 2, War Eggle and Centre Star mines with timber. The loss is placed at $8,000 with $2,000 insurance. It will be rebuilt immediately.

A rich find of iron ore of superior quality is reported from the vicinity of Campbell's Mountain, at Lynch River, St. Peter's, N.S. The croppings are in the same range as the ore now being developed at Salmon River, and there is every hope of it being found in paying quantities.

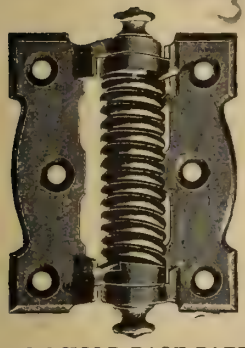
Gauthies, Prevost & Co., tanners, Notre Dame Des Neiges, Que., have registered.

DOOR PULLS.

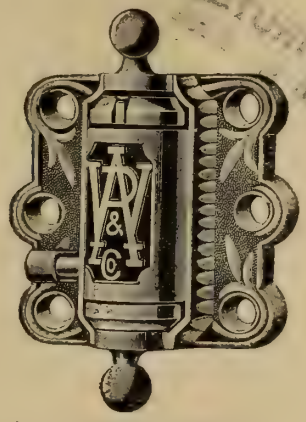
No. 250—JAPANNED

No. 300—ROYAL BRONZE
PACKED WITH SCREWS

SPRING HINGES.

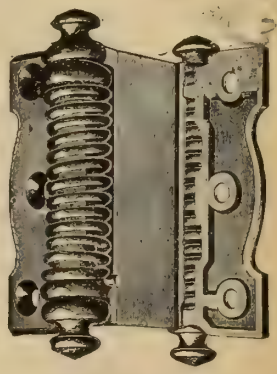


NON HOLD-BACK PATTERN
No. 51—JAPANNED



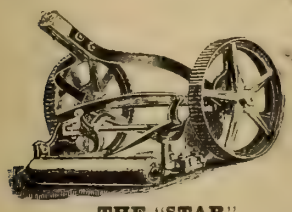
HOLD-BACK PATTERN
No. 20—JAPANNED
No. 120—OLD COPPER
No. 120—PACKED WITH SCREWS

HOLD-BACK PATTERN
No. 5—ROYAL BRONZE



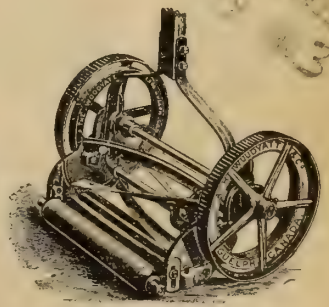
DOUBLE ACTING
No. 50—JAPANNED

LAWN MOWERS.



THE "STAR"
Sizes: 12-in., 14-in., 16-in. Cut.
9-in. Drive Wheel.

THE "PHILADELPHIA"
Sizes: 10-in., 12-in., 14-in., 16-in. Cut.
7½-in. Drive Wheel.



THE "WOODYATT"
Sizes: 12-in., 14-in., 16-in., 18-in., 20 in Cut.
10½-in. Drive Wheel.

ALL OUR GOODS IN QUALITY AND FINISH
EQUAL THE BEST IN THE MARKET.

SOLD ONLY THROUGH THE WHOLESALE TRADE.

MANUFACTURED BY

Taylor-Forbes Co., Limited, Guelph, Can.

HEATING AND PLUMBING

BUILDING PERMITS ISSUED.

TORONTO.

THE following building permits were issued by the City Commissioner during the past week: C. W. Coleman, two-storey roughcast addition to dwelling, Charles street, $225; E. F. Phillips, two-storey brick and roughcast dwelling, Bain avenue, $1,000; Toronto General Hospital, alterations, $1,000; F. P. Soloman, two-storey brick and roughcast dwelling, Russett avenue, $1,200; F. S. Mallory, pair two-storey brick semi-detached buildings, Rosebery avenue, $3,600; Ald. Jos. Oliver, two-storey and attic brick dwelling, Sherbourne street, $6,500; R. Anderson, one-storey roughcast dwelling, Pierce avenue, $200; E. Taylor, pair two-storey and attic brick dwellings, Dovercourt road, $3,500; Geo. Phillips, pair detached, two-storey and attic brick dwellings, Huron street, $5,000; J. T. May, two-storey and attic brick and stone dwelling, Delaware avenue, $2,500; Friend Boothroyd, two-storey roughcast dwelling, Crawford street, $300; T. P. Stewart, pair two and a half-storey brick semi-detached dwelling, Walmer road, $5,000; Acme Loan and Savings Co., pair semi-detached two-storey and attic brick dwellings, Albany avenue, $7,500; The Roman Stone Co., Limited, two-storey frame and roughcast factory, Marlborough avenue, $4,000; J. T. Denning, one-storey brick addition to restaurant, King street west, $750.

MONTREAL.

Following are the building permits which have been issued during the month of October in Montreal: To S. Robinson, Lalonde avenue, a two-storey building, 31 x 28, cost $1,500; to F. N. Mattier, Huntley street, a two-storey building, 23 x 30, cost $1,000; to The Bell Telephone Co., Aqueduct and Mountain streets, 50 x 40, cost $4,149; to A. F. X. Beaudry, Napoleon street, two buildings, size of each, 44 x 34, cost of each, $1,250; to C. H. Meredith, Peel and Pine avenue, a two-storey building, 40 x 40, cost $5,500; to H. V. Meredith, two-storey building, 40 x 40, cost $5,500; to D. Bertrand, Bertrand street, three buildings, each two-storeys, size 22 x 51, cost $1,000 each; to Mrs. A. C. Phillips, St. Mark street, three-storey building, 28 x 48, cost $11,000; to Jos. Lepine, Sullivan street, two three-storey buildings, size of each, 36x38, cost of each, $5,000; to Mrs. R. Wray, Duluth avenue, two-storey building, 22 x 35, cost $1,300; to Beaupre & Fils, St. Paul street, one-storey building, 73 x 76, cost $2,800; to Jos. and Ed. Latreille, Mount Royal avenue, four three-storey buildings, size of each, 22 x 36, cost of each, $2,500; to Jos. Sawyer, Canning street, three-storey building, 25 x 40, cost $3,000; to Louis Demy, Prefontaine street, three-storey building, 25 x 25, cost $3,000; to L. L. Renaud, Champlain Park, three-storey building, 24 x 36, cost $2,200; to A. Senecal, Stadacona avenue, three-storey building, 26 x 38, cost $2,000; to A. Leligne, Bleury street, one-storey building, 9 x 15, cost $300; to A. Carriere, Fullum street, three-storey building, 28 x 51, cost $2,500; to J. E. Laprairie, Gain street, one-storey building, 23 x 48, cost $200; to Y. M. C. A., Point St. Charles, three-storey building, 160 x.57, cost $25,000; to Paul Galibert, Wellington and King streets, one building, size 43x50, cost $3,700; to Charles Benard, St. Hubert street, one-storey building, 25x32, cost $1,000; to S. Richer, St. Hubert street, two-storey building, 23x35, cost $800; to E. L. Bough, two-storey building, size 50x46, cost $1,800; to Jos. Dumas, Guilford street, two-storey building, size 20x30, cost $700; to C.P.R., Nolan street, two-storey building, size 62x580, cost $27,400; to C.P.R., Nolan street, one-storey building, 130x288, cost $30,500; to C.P.R., one-storey building, 82x434, cost $26,000; to C.P.R., Nolan street, one-storey building 126x500, cost $50,000; to C.P.R., Nolan street, one-storey building, 107x540, cost $56,000; to C.P.R., Nolan street, one-storey building, 100 x 677, cost $56,000; to C.P.R., one-storey building, 100 x 677, cost $55,000; to C.P.R., Nolan street, one-storey building, 100x672, cost $55,000; to N. Trudeau, two-storey building, 24 x 29, cost $400; to C. E. Josline, Balmoral avenue, two three-storey buildings, size of each 48 x 50, cost of each, $9,000; to A. & W. Mireault, Joliette street, two three-storey buildings, size of each, 50 x 38, cost of each, $3,000; to Miss J. Bayer, one-storey building, 20 x 36, cost $1,300; to Lyman & Sons, Prince street, three-storey building, 43 by 92, cost $9,000; to Jos. W. Smith, Papineau Road, two-storey building, 23 x 26, cost $1,400; to Jos. Giroux, Frontenac avenue, two-storey building, 44 x 36, cost $1,600; to W. Hugon, Point St. Charles, two-storey building, cost $1,000; to Canada Sugar Refining Co., St. Patrick street, one-storey building, 77x57, cost $1,200.

THE TRADE IN MONTREAL.

Your representative called on James Atchison, 33 Bleury street, Montreal, who carries a full line of plumbers and gas and steamfitters' supplies. In course of conversation, with Mr. Atchison he reported business to be in a satisfactory condition. The plumbers in Montreal all seem to be pleased with the prevailing condition of their trade.

CONTRACTS.

J. W. Hughes, a leading plumber and steamfitter in Montreal, has been awarded the contract for heating and plumbing for the new Olivet Baptist church, a handsome new church being erected in that city. The order amounts to about $1,400. Mr. Hughes also reports that he was sub-contractor with P. Lyall & Sons for the plumbing and heating for the new Guardian building, on St. James street, and for the new Board of Trade building, which is speedily nearing completion. More men than usual are at present being employed by Mr Hughes, which proves the generally healthy state of the plumbing trade in the metropolis city of Canada.

THE TRADE IN TORONTO.

CONTRACTS.

Fiddes & Hogarth have the contract for the plumbing and heating of Mr. Cooper's residence, Winchester street, Toronto.

Fiddes & Hogarth have the contract for the plumbing, heating and lighting of Ald. Oliver's residence, Sherbourne street, Toronto.

The John Ritchie Co., Limited, are putting the plumbing and hot-water heating in Mr. Andrew's house, Parkdale, Toronto.

The hot-water system of heating is being put in Captain Trigg's house, on Walker avenue, by Fiddes & Hogarth, King street east, Toronto.

Keith & Fitzsimons, Limited, King street, Toronto, are putting the hot-water system in the residence of Rev. Mr. Campbell, Avenue Road.

The heating appliances for the residence of Mr. Miller, Major street, Toronto, are being installed by A. Welsh, plumber, Queen street west.

Mashinter & Co., Adelaide street west, Toronto, have the contract for the plumbing and heating of the Nordheimer Company's new piano factory at Toronto Junction.

OCTOBER A RECORD BREAKER.

During the month of October there were 59 permits for buildings issued by the building inspector of Montreal, representing a total amount of $485,249. The C.P.R. are erecting seven new buildings, the cost of which represents a large amount of money. The Olivet Baptist Church being erected on Dorchester street promises to be a handsome and stately building.

BUILDING NOTES.

The C. P. R. are talking of erecting a large building on King street, Toronto.

The Canadian Northern Railway have purchased a site for their head office in Toronto.

TENDERS WANTED.

The Department of Public Works is calling for tenders for the furnishing of a heating apparatus for the new public building at Nelson, B.C. The plans and specifications can be seen at the Public Works Office, Ottawa.

WINDOW GLASS.

Send in your specification now and secure good sizes before the assortments get broken up. Large stocks are now arriving, but so are orders, and many good sizes are sent out as fast as they come to hand. Then when arrivals cease, prices generally stiffen up for the winter. Buy now.

STAR, DIAMOND, DOUBLE.

Rolled, Ornamental, Cathedral, and all kinds of glass.

A. RAMSAY & SON
MONTREAL.

Booth Copper Co., Limited

Cuts Copper and Brass

SHEETS—TUBES—RODS

to any size.

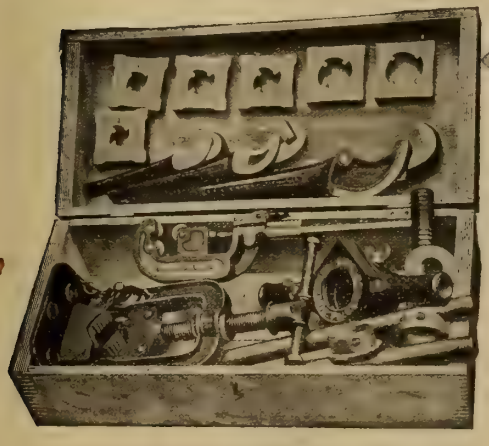
FULL STOCK ALWAYS ON HAND.
PROMPT SHIPMENTS.

The BOOTH COPPER CO., Limited

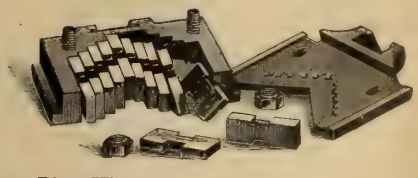
119-123 Queen St. East,
TORONTO.

PIPE TOOLS

STEAMFITTERS' SUPPLIES



Combination Pipe Tool Sets.



Sectional Jaw Pipe Vise.

Send for our Catalogue and Prices.

MONTREAL—THE FAIRBANKS COMPANY—VANCOUVER

MANITOBA MARKETS.

WINNIPEG, November 3, 1902.

ANY man that can get a day's holiday in this perfect weather goes a gunning, and sporting goods of that character show an excellent retail demand. In a jobbing way there is not much to report. Business is, perhaps, not quite so pressing as it was 10 days ago, but is still very good indeed. The rush for stoves is about over, Winnipeggers having come to the conclusion that there is not going to be any special coal famine after all. The present warm fine weather is putting the coal bills along very nicely. There has been no weather yet to necessitate the running of furnaces, except for an hour or two night and morning.

PAINTS, OILS AND GLASS—The market is not so rushed, as practically all building supplies are purchased. Linseed oil has dropped 3c. per gal. as was expected. The flaxseed crop is large here. During the month of October over 200 cars passed the inspector's office, and this, of course, tends to depress prices. Present quotations are: 71c. for raw and 74c. for boiled. Turpentine is without change, at 79 in bbl. lots, and 84c. for smaller quantities.

Some idea of the activity of building in Winnipeg this season may be gathered from the fact that during October 60 building permits were issued, and of these 37 were for houses. The permits of the month represent a value of $125,000. The total value of building permits for the present year to date is $2,295,350.

The price list for the week is as follows:

Barbed wire, 100 lb	$3 30
Plain twist	3 40
Staples	3 95
Oiled annealed wire ... 10	3 42
" ... 11	3 48
" ... 12	3 56
" ... 13	3 66
" ... 14	3 76
" ... 15	3 91

Annealed wires (unoiled) 10c. less.

Cut Nails—		Wire Nails—	
2d 1 in	$4 10	1 in	$4 20
3d Fin. 1⅛ in	4 10	1⅛ in	4 20
3d 1¼ in	3 75	1¼ "	3 85
4d 1½ in	3 50	1½ "	3 60
5d 1¾ in	3 50	1¾ "	3 60
6d 2 in	3 40	2 "	3 50
8d 2½ in	3 25	2½ "	3 35
10d 3 in	3 20	3 "	3 30
20d 4 in	3 15	3½ "	3 25
30d 4½ in	3 10	4 "	3 20
40d 5 in	3 10	4½ "	3 20
50d 5½ in	3 10	5 "	3 20
60d 6 in	3 10	5½ "	3 20
		6 "	3 20

Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	4 30
No. 2 and larger	4 05
Snow shoes, No. 0 to No. 1	4 55
No. 2 and larger	4 05
Steel, No. 0 to No. 1	4 40
No. 2 and larger	4 35

Bar iron, $2.70 basis.
Swedish iron, $5.00 basis.

Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized Iron, American, 16 gauge	4 50
18 and 20 gauge	4 25
22 and 24 gauge	4 50
26 gauge	4 75
28 gauge	5 00
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Apollo, 10¾ oz.	5 25
28 guage	5 00
26 "	4 75
24 "	4 50
Queen's Head, 24 gauge	4 75
26 guage	5 00
28 "	5 25
Genuine Russian, per lb	11
Imitation " "	6¾
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 25
Tinplate, IC charcoal, 20 x 28, box	10 50
" IX "	12 50
" IXX "	14 50
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	6 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	$13 00
" ⅜	13 50
" ¼ and 5-16	13 70
Manila, 7-16 and larger	17 00
" ⅜	17 55
" ¼ and 5-16	18 00
Solder	20
Cotton Rope, all sizes, per lb	17
Axes, chopping	$ 7 50 to 12 00
" double bitts	12 00 to 18 00
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	57½ p.c.
Bolts, carriage	50 p.c.
Machine	50 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¾
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.

PETROLEUM.

Water white American	23½c.
Prime white American	22½c.
Water white Canadian	22c.
Prime white Canadian	20½c.

SCRAP.

No. 1 cast iron	$14 to $15 per ton
No. 2 "	5 to 6 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 79
Less than barrel lots	84
Linseed oil, raw	71
Boiled	74
Lubricating oils, Eldorado castor	27½
Eldorado engine	26½
Atlantic red	29½
Renown engine	41
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 25
26 to 40 ... per 50 ft.	2 50
41 to 50 ... " 100 ft.	5 50
51 to 60 ... " " "	6 00
61 to 70 ... per 100-ft. boxes	6 50
Putty, in bladders, barrel lots ... per lb.	2½
kegs ... "	2¾
White lead, pure ... per cwt.	6 00
No. 1 ... "	5 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1.30 to $1.90

ROOFING PAINTS

Mixed Ready For Use.

Seven Shades.

ANCHOR BRAND
H & P
REGISTERED
TRADE MARK

RED OXIDE,
MAGNETIC OXIDE,
PURPLE OXIDE,

RED MAGNETIC,
LEAD METALLIC,
GRAPHITE,

BROWN METALLIC.

"ANCHOR" ROOFING PAINTS combine minerals with hard-drying liquids, making a covering which will withstand exposure to the weather. They can be used on IRON, TIN, or WOODEN ROOFS.

HENDERSON & POTTS,
Established 1874,
MONTREAL and HALIFAX.

Send us a post card and let us tell you all about them.

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, Ottawa, Ont.

Barb Wire,
Hay Wire,
Cut Nails,
Wire Nails,
Cordage,
Glass,
Etc.

The Only Exclusive Wholesale Hardware Firm Between Montreal and Toronto.

Tarred and Dry Sheathing,
Tarred Felt,
Rosin, Pitch,
Chopping Axes,
Broad Axes,
Cross Cut Saws,
Etc.

A complete stock of Lumbermen's and Builders' Hardware always on hand. **A Trial Solicited.**

PRICES RIGHT. ASK FOR PRICES.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.

For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold Street, New York.

Syracuse Smelting Works

ATKINS HIGH-GRADE, CROSS-CUT SAWS

ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS

E. C. ATKINS & Co.,

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS.

Factories and Home Office: INDIANAPOLIS, IND., U.S.A

Write for Catalogue and Prices.

American Steel & Wire Co.

New York: Empire Building.

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Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

SILVERWARE IN THE HARDWARE STORE.

"I HAVE been handling silver-plated ware for several years," said a hardwareman to HARDWARE AND METAL the other day, "and I believe, take it all around, it is one of the best lines a merchant can carry. Of course, it does not come under the head of staple articles, but it certainly is a leader among the side lines."

"Did it take well from the first, or did it take time to work up this branch of trade?"

"It took well from the first, though that might have been due somewhat to my good fortune. You see I bought it right. I got an exceptionally good assortment from a city manufacturer. Both beauty and quality were there, and all I had to do was to display it properly and it caught the public eye right away. I had a neat showcase of it in a prominent position in the store, and customers could not fail to see it when they entered the place. I also had some of it in the window, and that helped things along, and I might add that it was a good time of the year too. A month or so before Christmas. Of course, I started under particularly favorable circumstances, but, leaving all that aside, it is a trade which has come easily and more or less steadily ever since. You see, silverware is an article which sells practically all the year around nowadays, and is getting more and more in common use."

"Would you advise hardware merchants to handle silverware as a profitable investment?"

"Well, now, you don't want all my opposition on the street to do a thing just because I do, do you?" said the merchant, who, beginning to think that perhaps he was giving away trade secrets, suddenly turned the theme of conversation.

NOW WITH McARTHUR & CO.

Mr. W. D. Gillean, who has been connected with The Canada Paper Co. for over twenty-five years, has now become manager of the mills and product of Alex. McArthur & Co., of Montreal, the large and well-known paper-makers and roofing material manufacturers. The capacity of this firm's mills is to be increased, it is understood, and Mr. Gillean, with his wide acquaintance with the trade in Canada, and his thorough knowledge of the business, will, we are sure, prove a valuable acquisition to McArthur & Co. Although the business of this concern has been steadily forging ahead, a still further increase is now looked for. Their large paper mills occupy a large area of ground at Joliette, Que., while the felt factory is located at the corner of Harbor and Logan streets, Montreal.

GLASS. GLASS.

We have several large consignments of special sizes of 32-oz., 26-oz. and 21-oz. Glass just arrived, and can fill all orders for large and odd-sized windows for dwellings, etc. Heavy stock of all kinds of Window Glass, and can make prompt shipment. Prices are right. It will pay you to send us your specifications.

Hobbs Manufacturing Co., Limited, London, Canada.

TRADE MARK

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.

STANLEY RULE & LEVEL CO.,

NEW BRITAIN, CONN., U.S.A.

IMPROVED CARPENTERS' TOOLS

SOLD BY ALL HARDWARE DEALERS.

E. B. SALYERDS

Manufacturer of

Hockey Sticks

PRESTON,

Ontario, - Canada.

The Best Stick.
Made of Rock Elm.
Wholesale Trade Only Supplied.
Ask your Wholesale House for the Preston make of Stick.
Write for Prices.

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS. ESTABLISHED 1825. 75 YEARS.

FRANK MILLER'S

HARNESS PREPARATIONS.

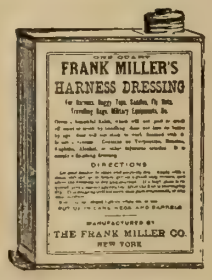
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant jet black gloss which will no peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness. Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, hus adding life.

The highest quality of oil on the market.

LAMB FENCE

A continuation of springs through its entire length.

The H. R. LAMB FENCE CO., Limited, London, Ont.

ECONOMY IN WRAPPING PAPERS

is best accomplished by buying good, strong, durable paper. Our brown and Manila have all these qualities, and more—full count, full weight.

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

Steward & Romaine Mfg. Co.

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement,

124 North Sixth St., Philadelphia, Pa.

GALVANIZING

Our plant is modern, and capacity large. Prices O.K. Other branches:

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK ETC., ETC.

Ontario Wind Engine & Pump Co., Limited, 505 Atlantic Ave., Toronto.

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage. Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made.

HARRINGTON & RICHARDSON ARMS CO.

Also makers of H. & R. Revolvers.

Catalog on request. Worcester, Mass., U.S.A.

Sausage Stuffer, Lard *and* Fruit Press

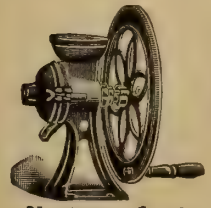
8 Sizes *and* Styles

Rapid Grinding *and* Pulverizing Mills

10 Sizes and Styles for Hand and Power

No. 3, $5.00

Bone, Shell *and* Corn Mill



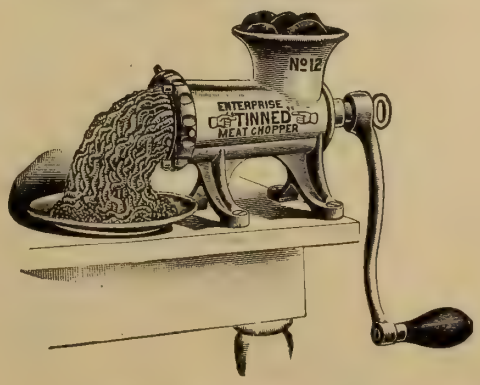
No. 750, $7.50

TRADE **"ENTERPRISE"** MARK

Meat *and* Food Choppers

TINNED

40 Sizes *and* Styles for Hand *and* Power from $1.00 to $300.00



No. 12, - - $2.50

Sold by all *the* leading Jobbers *of the* Dominion

ILLUSTRATED CATALOGUE MAILED FREE

The Enterprise Mfg. Co. *of* Pa.

Philadelphia, Pa., U. S. A.

Meat Juice Extractor

No. 21, $2.50

Raisin Seeder

No. 36, $1.00

Cold Handle Polishing IRON

No. 82, $6.75 per doz.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A DEMAND of assignment was made on J. D. Lacerte, general and leather merchant, Plessiville, Que., and he has assigned.

Henderson & Lovelace, coal dealers, etc., Montreal, have assigned.

Joseph E. Metson, painter, Galt, Ont., has assigned to A. E. Millican.

A. L. Kent is curator of Alph. Fontaine, general merchant, St. Alexis de Montcalm, Que.

J. Edouard Heon, general merchant, St. Eulalie, Que., has assigned to Lamarche & Benoit.

C. D. Fontaine, general merchant, Shawenigan Falls, Que., has assigned to Lamarche & Benoit.

A statement of the affairs of Mathias Rousseau, general merchant, Warwick, Que., is being prepared.

Jas. Boucher, general merchant and blacksmith, St. Adrien, Que., has assigned to Chartrand & Turgeon.

G. Pommerleau, general merchant, Beauce Junction, Que., is offering to compromise at 35c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

F. F. Powell & Co., roofers, Montreal, have dissolved.

McRae & Flewelling, blacksmiths, Hamiota, Man., have dissolved. John McRae continues.

SALES MADE AND PENDING.

J. Barber, blacksmith, Robb, Ont., is advertising his business for sale.

The assets of M. Kileen, harnessmaker, Ottawa, are to be sold by tender.

The assets of Gandoise Dumas, general merchant, St. Gervais, Que., are to be sold.

Walter Clifford, general merchant and miller, Austin, Man., is advertising his mill for sale.

The business of (late) Dennis Dumouchelle, harnessmaker, Windsor, Ont., is advertised for sale.

The assets of Grant Bros., hardware and stove merchants, Ottawa, are to be sold on November 12.

Camille Mongeau, lumber and general merchant, St. Bruno, Que., is selling out and removing to Montreal.

J. S. Tallman, general merchant and sawmiller, Caistor Centre, Ont., is advertising his store business for sale.

The stock of S. Bertrand, general merchant, Notre Dame Des Anges, Que., is to be sold at 66⅔c. on the dollar.

CHANGES.

Ouellet & Levesque, architects, Quebec, have registered.

Charles Butler, grocer, etc., Ottawa, is succeeded by K. B. Holland.

W. A. Bingham, general merchant, Croton, Ont., is closing out there.

Jas. A. Shaff, tobacconist, Ladner, B.C., has sold out th W. R. McClellan.

George C. Pepper, blacksmith, Waterloo, Ont., has sold out to Edmund Shautz.

J. W. Bradley, blacksmith, High River, N.W.T., is succeeded by Levi Bradley.

W. M. Harrop, harnessmaker, Oak River, Man., is succeeded by A. C. Blain.

A. M. Mowat, general merchant, Dauphin, Man., has sold to Robert Lilly.

Frank May, general merchant, Pike Creek, Ont., has sold out to Alfred Parent.

A. Charlebois, general merchant, Nominigue, Que., is succeeded by H. Constantin.

James S. Gray, general merchant, Port Maitland, N.S., has sold out to J. E. Gundey.

Therrien & Collette, agricultural implement agents, St. Remi, Que., have registered.

Celanire Rainville has registered for J. A. Lomme & Cie., general merchants, St. Johns, Que.

M. J. Lavigne, general merchant, Hull, Que., has opened a branch store on Main street, Hull.

P. W. Frappier, general merchant, St. Andre Avelin, Que., is succeeded by Mrs. A. D. Drouin.

R. C. Baur, lumber and implement agent, Wetaskiwin, N.W.T., is opening a general store.

McLennan, McFeeley & Co., Limited, wholesale and retail hardware merchants, Dawson City, have sold their retail business to The Yukon Hardware Co.

Owen Sawyer, hardware merchant, Oak River, Man., is succeeded by Wankell & Barr.

Wm. F. Kendall, implement agent, Dutton, Ont., has sold out to J. A. Galbraith.

R. C. Baur, lumber and implement dealer, Wetaskiwin, N.W.T., is opening a general store.

John Fumerton & Son, general merchants, Holland, Man., are succeeded by William Dickson.

James A. Potter, agricultural implement agent, Morden, Man., has sold the Winkler branch to J. A. Klassen.

The P. R. Cumming Manufacturing Co., Limited, household specialties, Toronto, has removed to Clarksburg, Ont.

Cooper & Lamb, builders, Raymond, N.W.T., are succeeded by Cooper, Lamb & Co., and engaging in the hardware business.

Gauthier, Provost & Co., tanners, Notre Dame Des Neiges, Que., have registered.

Wm. Irving, hardware merchant, Austin, Man., is retiring from business.

FIRES.

Simpson & Peel, contractors and builders, Montreal, were burned out.

The stack of Wm. Parker & Co., hardware merchants, St. John's, Nfld., was damaged by fire to the extent of $1,000; no insurance.

DEATHS.

M. J. Butchardt, of Butchardt & Co., hardware merchants, Carman, Man., is dead.

APOLLO BEST BLOOM
GALVANIZED IRON

What are you in business for?

That's what Apollo galvanized iron is for.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

YOU NATURALLY EXPECT THAT THE GOODS **YOU** BUY WILL GIVE ENTIRE SATISFACTION TO **THOSE** WHO BUY FROM YOU. WHEN YOU PURCHASE

2 AND 3 PLY READY ROOFING,
BUILDING PAPERS,
SHEATHING AND CARPET FELT,
COAL TAR PRODUCTS,
HANGING AND PRINT PAPER,
BROWN AND MANILLA WRAPPING

from us your expectations will be realized. Our lines are all guaranteed to give entire satisfaction. Quality, the best.

ALEX. McARTHUR & CO., 82 McGill Street, MONTREAL.

PAPER MILLS: JOLIETTE, QUE. FELT FACTORY: HARBOR AND LOGAN STREETS, MONTREAL.

CURRENT MARKET QUOTATIONS

November 7, 1902.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—
56 and 28 lb. ingots, 100 lb. $31 00 $32 00

TINPLATES.

Charcoal Plates–Bright.
M.L.S., equal to Bradley. Per box.
I.C., usual sizes $6 75
I.X. " 8 25
I.X.X. " 9 75
Famous, equal to Bradley—
I.C. 6 75
I.X. 8 25
I.X.X. 9 75
Raven and Vulture Grades—
I.C., usual sizes 5 00
I.X. " 6 00
I.X.X. " 7 00
I.X.X.X. " 8 00
D.C., 12½x17 .... 4 50
D.X. 5 25
D.X.X. 6 00
Coke Plates—Bright.
Bessemer Steel—
I.C., usual size, 14x20 .... 4 25
I.C., special sizes, base 4 75
20 x 28 .... 9 00
Charcoal Plates—Terne.
Dean or J.G. Grade
I.C., 20x28, 112 sheets 8 50
I.X., Terne Tin 10 50
Charcoal Tin Boiler Plates.
Cookley Grade—
X.X., 14x56, 50 sheet bxs.; " 14x60, "; " 14x65, " 7 00
Tinned Sheets.
72x30 up to 24 gauge 8 00
" " 26 " 8 50

IRON AND STEEL.

Common bar, per 100 lb. 2 05
Refined " " 2 45
Horseshoe Iron " 2 40
Hoop steel, 1½ to 3 in. base 2 90
Sleigh shoe steel, " .... 2 [illegible]
Tire steel 2 20 2 50
Reeled machinery 3 00
Toe calk steel 2 85 3 00
T. Firth & Co.'s tool steel, per lb 0 12½ 0 13
Jessop's tool steel 0 14
Morton's tool steel 0 12½ 0 13
Black Diamond and "B.C." tool steel 0 10 0 11
Chas. Leonard's tool steel 0 08 0 09
Park's "silver" tool steel 0 12 0 14
" "special" 0 15 0 20
Jonas & Colver's tool steel 0 08 0 15
" "air hardening" 0 45 0 60
Drill steel, per lb. 0 08 0 10

BOILER TUBES. Per foot.

1½, 1¾ and 4 inch 0 09
2½ in. 0 16
3 in. 0 13
3½ in. 0 16
4 in. 0 31

STEEL BOILER PLATE.

¼ in. 2 50 2 60
3-16 in. 2 60 2 70
⅝ in. and thicker 2 50 2 60

BLACK SHEETS. Com. D.Fl.

10 and 12 gauge 2 55 2 75
18 gauge 2 85 3 00
20 " 2 85 3 00
22 to 24 gauge 2 95 3 25
26 " 3 05 3 50
28 " .... 3 15 ....

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets 2 90 3 00
Half-polished 3 00 3 10
All bright 3 75 3 85

IRON PIPE.

Black pipe— Per 100 feet.
⅛ inch 2 90
¼ " 2 40
⅜ " 2 65
½ " 2 85
¾ " 3 65
1 " 5 20
1¼ " 7 35
1½ " 8 95
2 " 12 55
2½ " 20 00
3 " 24 00
3½ " 30 00
4 " 37 50
4½ " 42 00
5 " 47 00
6 " 60 00
Galvanized pipe—
¼ inch 3 20
⅜ " 3 45
½ " 3 85
¾ " 5 00
1 " 7 20
1¼ " 10 05
1½ " 12 20
2 " 16 85
Discount on pipe up to 2 in. 4 p.c. Larger sizes nett.
Malleable Fittings—Discount 25 p.c.
Cast Iron Fittings—
On all cast iron fitting, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis.
All others—discount 60 p.c.

GALVANIZED SHEETS.

	G.C.	Comet.	Bell.	Queen's Head.
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	4 00	4 05
26 "	4 25	4 00	4 15	4 25
28 "	4 50	4 25	4 35	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb. ....
" ¼ " 7 85 8 10
" 5-16 " 5 25 5 50
" ⅜ " 4 50 4 75
" 7-16 " 4 25 4 50
" ½ " 4 20 4 50
" 9-16 " 4 05 4 50
" ⅝ " 4 00 4 50
" ¾ " 4 00 4 50
Halter, kennel and post chains, 40 to 40 and 5 p.c.
Cow ties .... 40 p.c.
Tie out chains .... 65 p.c.
Stall fixtures .... 35 p.c.
Trace chain .... 45 p.c.
Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot. Per 100 lb.
English B.S., ton lots 13 00
Lake Superior ....
Bars.
Cut lengths, round, ½ to ⅞ in. 23 00 25 00
" round and square, 1 to 2 inches 23 00 25 00
Sheet.
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60 .... 22 00 22 50
Plain, 14 oz., and light, 16 oz., irregular sizes 22 50 23 00
Tinned copper sheet 24 00
Planished 32 00
Braziers' (in sheets).
4x6 ft., 25 to 30 lb. each, per lb. 0 23
" 35 to 45 " " 0 22
" 50-lb. and above " 0 21
Boiler and T.K. Pitts.
Plain tinned, per lb. 0 28
Spun per lb. 0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.
Sheets, hard-rolled, 2x4 .... 0 3
Tubing, base, per lb. 0 23½

ZINC SPELTER.

Foreign, per lb. 5 50 6 00
Domestic " ....

ZINC SHEET.

5-cwt. casks 6 00 6 25
Part casks 6 25 6 50

LEAD.

Imported Pig, per 100 lb. 3 50
Bar, per lb. 0 05
Sheets, 2½ lb. sq. ft., by roll 0 06¼
Sheets, 3 to 6 lb. " 0 05
Note.—Cut sheets ½c. per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.
Note.—Cut lengths, net price, waste pipe, 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount 50 per cent.
" " fittings, discount 50 and 10 p.c.
Med. & Extra heavy pipe fittings, dis. 60 p.c.
7 and 8-in. pipe, discount 50 per cent.

SOLDER. Per lb. Per lb.

Bar half-and-half, guarant'd 0 20
Bar, half and-half, commer'l 0 19½
Refined 0 19
Wiping 0 18½

ANTIMONY.

Cookson's, per lb. .... 9 0[illegible]

WHITE LEAD. Per 100 lb.

Pure 5 00 5 25
No. 1 .... 4 62½ 4 87½
No. 2 .... 4 25 4 50
No. 3 .... 3 87½ 4 12½
No. 4 .... 3 50 3 75
Munro's Select Flake White 5 75
Elephant and Decorators' Pure 5 25
Brandram's B.B. Genuine 7 00
" " No. 1 .... 6 00
"Monarch" brand 6 12½
Decorator's Pure 5 25
Essex Genuine 5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt. $4 75
Genuine, 100 lb. kegs, per cwt. 5 00
No. 1, 560 lb. casks, per cwt. 4 25
No. 1, 100 lb. kegs, per cwt. 4 50

WHITE ZINC.

Extra Red Seal 0 06 0 08
No. 1 .... 0 05½ 0 07
No. 2 .... 0 05 0 06

DRY WHITE LEAD.

Pure, casks 5 25
Pure, kegs 5 50
No. 1, casks 5 00
No. 1, kegs 5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.
Pure, per gallon 1 25
Second qualities, per gallon 1 10
Barn (in bbls.) 0 60 0 90
The Sherwin-Williams paints 1 40
Canada Paint Co's pure 1 25
Toronto Lead & Color Co's pure 1 25
Sanderson Pearcy's pure 1 20
Stewart & Wood's Champion pure 1 10
Standard Paint Co. "New Era" .... 1 3[illegible]
The Francis-Frost Co. "Ark Brand," $1.2[illegible] gal
" " " Brit. Navy Deck 1 50 "

COLORS IN OIL.

25 lb. tins, standard Quality.
Venetian red, per lb. 0 04½ 0 06
Chrome yellow 0 12 0 14
Golden ochre 0 08 0 10
French " 0 06
Marine black 0 09
Chrome green 0 10
French imperial green 0 12
Signwriters' black 0 16
Burnt umber 0 11
" sienna 0 11
Raw umber 0 11
" sienna 0 11

COLORS, DRY.

Common ochre, bbls. 1 20 1 30
Yellow ochre (J.F.L.S.), bbls. 2 00
Yellow ochre (La Belle) 1 15 1 25
Brussels ochre 2 00
Venetian red (best), bbl. 1 75 2 00
English oxides, per cwt. 3 00 3 25
American oxides, bbls. 1 25 2 00
Canadian oxides, bbls. 1 25 1 75
Super magnetic oxides, 93 p.c. 2 00 2 25
Burnt sienna, pure, per lb. .... 0 [illegible]0
" umber, " " 1 10
Raw do 0 09
Drop black, pure 0 09
Chrome yellow, pure 0 18
Chrome greens, pure per lb. 0 09 0 10
Golden ochre 0 04 0 05
Ultramarine blue, in 28-lb. boxes, per lb. 0 06 0 18
Fire proof mineral, per 100 lb. 1 00
Genuine Eng. Litharge, per lb. 0 07
Mortar color, per 100 lb. 1 25 1 50
Pure Indian red, No. 45, lb. 0 08 0 10
Whiting, bbl. 0 55 0 60
English vermilion in 30-lb. bags. 0 95

BLUESTONE.

Casks, for spraying, per lb. 0 07
100-lb. lots, do per lb. 0 08

PUTTY.

Bulk in bbls. 1 90
Bulk in less quantity 2 05
Bladders in bbls. 2 25
Bladders in kegs, boxes or loose 2 40
Bladders in 25-lb. tins 2 55
Bladders in 12½ lb. tins 2 65
Bladders in bulk or tins less than 100 lb 2 90

VARNISHES.

In 5-gal. lots. Per gal. Net
Carriage, No. 1 .... 1 50 1 60
Pale durable body 4 10 4 25
" rubbing 2 85 3 20
Gold size, japan 2 85 3 00
No. 1 brown japan 0 85 0 90
Elastic oak 1 50
Furniture, extra 1 25
" No. 1 .... 1 10
Hard oil finish 1 65 1 75
Light oil finish 1 40 1 60
Damar 1 70 1 85
Shellac, white 2 35 2 45
" orange 2 25 2 35
Turpentine, brown japan .... 1 [illegible]5 1 [illegible]0
" black japan .... 0 85 1 [illegible]0
" " No. 1 .... 0 50 0 75
Elastilite varnish, 1 gal. can, each, 2 00
Granitine floor finish, per gal. 2 75
Maple Leaf coach enamels: Size 1, $1.20; size 2, 70c.; size 3, 40c. each.
Sherwin-Williams' copal varnish, assorted case, from ½-pts. to 1 gal. $2.50.

CASTOR OIL.

East India, in cases, per lb. 0 09½ 0 10
" small lots 0 10 0 10½

COD OIL, ETC.

Cod oil, per gal. 0 50 0 55
Pure olive 1 20
" neatsfoot 0 90

GLUE

Common 0 08 0 09
French medal 0 10 0 14
Cabinet sheet 0 12 0 13
White, extra 0 18 0 20
Gelatine 0 25 0 30
Strip 0 18 0 20
Coopers 0 19 0 20
Huttner 0 15 0 16

HARDWARE.

Ammunition.

Cartridges.
B. B. Caps Dom. 50 and 5 per cent.
Rim Fire Pistol, dis. 40 p.c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p.c.
Central Fire Pistol and Rifle 10 p.c. Amer.

JAMES HUTTON & CO.

Sole Agents in Canada for

Joseph Rodgers & Sons, Limited,
Steel, Peech & Tozer, Limited,
W. & S. Butcher,
Thomas Goldsworthy & Sons,
Burroughes & Watts, Limited,
Etc., Etc.,

Have reopened their offices in Victoria Chambers,

232 McGill Street, MONTREAL.

Central Fire Cartridges, pistol sizes Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.
Central Fire, Military and Sporting, Amer. add 5 p.c. to list. B.B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads	per lb
Best thick white felt wadding, in ¾-lb bags	1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads in boxes of 1,000 each, 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Adzes.

Discount, 20 per cent.

Anvils.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, " " "	0 11¼

Augers.

Gilmour's discount 65 and 5 p.c. off list.

Axes.

Chopping Axes		
Single bit, per doz	5 50	10 00
Double bit, "	11 00	18 00
Bench Axes, 40 p.c.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	5 75	6 75
litting Axes	6 50	12 00
andled Axes	7 00	10 00

Axle Grease.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

Bath Tubs.

Zinc	6 00

Copper, discount 15 p.c. off revised ist

Baths.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
" " " 2nd "	20 00

Babbit Metal.

Tandem" A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Magnolia Anti-Friction Metal, per lb		0 25
Frictionless metal, per lb		0 23
Hercules, per lb		0 15

SYRACUSE SMELTING WORKS.

Aluminum, genuine	0 45
Government "	0 44
Tough "	40
Hard "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

THE CANADA METAL CO.

No "0" babbit	0 06
No 1 babbit	0 08
Star "	0 10
Hercules "	0 15

Metallic babbit	0 20
Imperial "	0 30

Bells.

Hand

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 45 per cent		
Farm.		
American, each	1 25	3 00
House.		
American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 40 per cent.

Belting.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 p.c.

Bits.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen. net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind and Bed Staples.

All sizes, per lb	0 07¾	0 12

Bolts and Nuts. Per cent.

Carriage Bolts, common ($1 list)	55 and 10
" " full square ($2.40 list)	55 and 10
" " Norway iron ($3 list)	50 and 10
Machine Bolts, all sizes	50 and 10
Plough Bolts	50 and 10
Blank Bolts	50 and 10
Bolt Ends	50 and 10
Sleigh Shoe Bolts	65 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3¾c per lb off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove rods, per lb. 5½ to 6c.
Nuts, in 50 lb. lots ¼c. per lb extra, in less than 50 lb. lots, ½c etxra.

Boot Calks.

Small and medium, ball, per M	4 25
Small heel, per M	4 50

Bright Wire Goods.

Discount 62½ per cent

Broilers.

Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
Henis, No. 9, "		7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

German, per doz	6 00	11 00
American, per doz	12 00	20 00

Butcher Knives.

Bailey's, per doz.	0 60	6 30

Building Paper, Etc.

Tarred felt, per 100 lb	1 70
Ready roofing, 2-ply, not under 45 lb. per roll	85
Ready roofing, 3-ply, not under 65 lb. per roll	1 10
Carpet felt, per ton	40 00
Dry sheathing, per roll, 400 sq ft.	35
Tar sheathing, " " "	45
Dry fibre " " "	50
Tarred fibre, " " "	60
O.K. & I.X L., " " "	65
Resin-sized, " " "	40
Oiled sheathing, " 600 "	1 10
" " " 400 "	70
Roof coating, in barrels, per gal.	17
" " small packages	25
Refined tar, per barrel	4 50
Coal tar, "	4 00
Coal tar, less than barrels, per gal.	15
Roofing pitch, per 100 lb	85

Bull Rings.

Copper, $2.00 for 2½ in. and $1.90 for 2 in.

Butts.

Wrought Brass net revised list.

Cast Iron.

Loose Pin, dis., 60 per cent.

Wrought Steel

Fast Joint, dis. 65, 10 and 2½ per cent.
Loose Pin, dis. 65, 10 and 2½ per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Carpet Stretchers

American, per doz	1 00	1 50
Bullard's, per doz	....	6 50

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

Broad's, dis. 60 and 10 per cent.
Warnock's, dis. 60 and 10 per cent.
P. S. & W. Extra 60, and 10 p.c.

Churns.

Revolving Churns, metal frames—No. 0, $8—No. 1, $8.50—No. 2, $9.00—No. 3, $10.00—No. 4, $12.00—No. 5, $16.00 each. Ditto, wood frames—20c. each less than above. Discounts: Delivered from factories, 53 p.c.; from stock in Montreal, 51 p.c. Terms, 4 months or 3 p.c. cash in 30 days.
Churn frames, including bearings levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2 65. Metal frames 25c. extra. Discount 15 p.c., net 30 days.

Clips.

Axle dis. 65 per cent.

Closets. Net.

Plain York or Ontario Syphon Jet.	$9 60
Emb. York or Ontario Syphon Jet.	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. Elgin or Teu. Syphon Washout	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
" " " " emb.	10 20
Plain Richelieu	3 75
Emb. Richelieu	4 00
Connections	1 25
Low Down Ont. Sy. Jet, plain	11 70
" " " " " emb'd.	12 30
Closet connection	1 25
Basins P.O., 14 in.	0 70
" oval 17 x 14 in.	1 50
" " 19 x 15 in.	2 25

Compasses, Dividers, Etc.

American dis. 62½ to 65 per cent.

Conductor Pipe.

Plain or Corrugated.

2-inch, per 100 feet	3 00
3 " " "	4 00
4 " " "	5 25
5 " " "	6 75
6 " " "	9 00

Cradles, Grain.

Canadian, dis. 20 to 25 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair	.17½
" " 5, "	.22½
" 6, "	.15
Boynton pattern "	.20

Door Springs.

Torrey's Rod, per doz (15 p.c.		2 00
Coil, per doz	0 88	1 60
English, per doz.	2 00	4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 60 and 10 per cent.

Drills.

Hand and Breast

Millar's Falls, per doz. net list.

DRILL BITS.

Morse, dis., 37½ to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.

EAVE TROUGH.

10-inch, per 100 ft.	$3 10

ELBOWS. (Stovepipe.)	per doz.
5 and 6-inch, common	1 20
7-inch	1 35

Polished, 15c. per doz. extra.

ESCUTCHEONS.

Discount, 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 per cent
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5	"
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 p.c.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS—Window—Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 20	4 25	....	6 25
26 to 40	2 40	4 65	....	6 75
41 to 50	....	5 10	....	7 50
51 to 60	....	5 35	....	8 50
61 to 70	....	5 75	....	9 75
71 to 80	....	6 25	....	11 00
81 to 85	....	7 00	....	12 55
86 to 90	....	7 75	..	15 00
91 to 95	..	....	...	17 50
96 to 100	....	....	....	20 50

GAUGES

Marking, Mortise, Etc.

Stanley's dis. 50 to 55 per cent.

Wire Gauges.

Winn's Nos. 26 to 33, each	1 65	2 40

HALTERS.

Rope, ⅜ per gross	....	....
" ½ "	....	9 00
" ⅝ to ¾	....	14 00
Leather, 1 in., per doz.	3 87½	4 00
" 1¼ in., "	5 15	5 20
Web, — per doz.	1 87	2 45

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent Can. dis. 25 to 27½ per cent.

Tack.

Magnetic per doz.	1 10	1 20
Sledge.		
Canadian per lb.	0 07½	0 08½
Ball Pean.		
English and Can., per lb.	0 22	0 25

HANDLES.

Axe, per doz. net	1 50	3 00
Store door, per doz.	1 00	1 50

Fork.

C. & B., dis. 40 per cent. rev list.

Hoe.

C. & B. dis. 40 per cent. rev. list.

Saw.

American, per doz.	1 00	1 25
Plane.		
American per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair 13½

HANGERS.		doz. pairs.
Steel barn door	5 85	6 00
Stearns, 4 inch	....	5 00
" 5 inch	....	6 50
Lane's covered—		
No. 11, 5-ft. run	....	8 40
No. 11½, 10-ft. run	....	10 80
No. 12, 10-ft. run	....	12 60
No. 14, 15-ft. run	....	21 00
Lane's O.N.T. track, per foot.	....	4½

HARVEST TOOLS

Discount 60 and 10 per cent.

HATCHETS

Canadian, dis 40 to 42½ per cent.

We've Got You Solid

if you commence handling our

Building Papers, Roofing Felts and Wire-Edged Ready Roofing

BECAUSE our goods please your customers, and, after all, the consumer is the man behind the gun in such matters.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

HINGES.

Blind, Parker's, dis. 16⅔ per cent.	
Heavy T and strap, 4-in., per lb....	0 06½
" 5-in., "	0 06¼
" 6-in., "	0 06
" 8-in., "	0 05¾
" 10-in., "	0 05½
Light T and strap, dis. 65 and 5 per cent	
Screw hook and hinge—	
6 to 10 in., per 100 lbs....	4 50
12 in. up, per 100 lbs.....	3 25
Per gro. pairs	
Spring.....	1 50

HOES.

Garden, Mortar, etc., dis. 60 to 60 and 10 p.c	
Planter, per doz..... 4 00	4 50

HOLLOW WARE

Discount,..... 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird Cage, per doz..... 0 50	1 10
Clothes Line, per doz..... 0 27	0 63
Harness, per doz..... 0 72	0 88
Hat and Coat, per gross..... 1 00	3 00
Chandelier, per doz..... 0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 47½ per cent.

Wire.

Hat and Coat, discount 45 per cent.
Belt, per 1,000 60
Screw, bright, dis. 55 per cent.

HORSE NAILS

"C" brand 4, 10 and 7½ p.c. off list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk 65 per cent.
"Monarch," 65 per cent.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1. and smaller.
Light, medium and heavy. .	3 35	3 60
Snow shoes.....	3 60	3 85
Steel Shoes.		
Light.....	3 45	3 70
Featherweight (all sizes).....	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.

To3 weight steel shoes.....	6 70

JAPANNED WARE.

Discount, 45 and 5 p.c. off list, June 1899.

ICE PICKS.

Star per doz..... 3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.	
Copper, per lb..... 30	0 50
American, 60 and 10 to 65 and 5 p.c.	

KEYS.

Lock, Can., dis., 40 to 0 and 10 p.c.	
Cabinet, trunk, and padlock, Am. per gross	60

KNOBS.

Door, japanned and N.P., per doz.....	1 50 2 50
Bronze, Berlin, per doz.....	2 75 3 25
Bronze Genuine, per doz....	6 00 9 00
Shutter, porcelain, F. & L screw, per gross	1 30 4 00
White door knobs—per doz.	95 1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz.....	7 00
No. 3 "Wright's".....	8 50
Ordinary, with O burner.....	4 00
Dashboard, cold blast.....	9 00
No. 0.....	5 75
Japanning, 50c. per doz. extra	

LEMON SQUEEZERS.

Porcelain lined, ...per doz.	2 20 5 60
Galvanized.....	1 87 3 85
King, wood.....	2 75 2 90
King, glass.....	4 00 4 50
All glass.....	0 50 0 90

LINES.

Fish per gross.....	1 05 2 50
Chalk "	1 90 7 40

LOCKS

Canadian, dis 40 to 40 and 10 p.c.	
Russel & Erwin, per doz....	3 00 3 25
Cabinet	
Eagle, dis. 30 p.c.	

Padlocks

English and Am. per doz.... 50	6 00
Scandinavian, " 1 00	2 40
Eagle, dis. 20 to 25 p.c.	

MACHINE SCREWS. Iron and Brass.

Flat head discount 25 p.c.	
Round Head discount 20 p.c.	

MALLETS.

Tinsmiths' per doz..... 1 25	1 50
Carpenters', hickory, per doz. 1 25	3 75
Lignum Vitae, per doz.. .... 3 85	5 00
Caulking each..... 60	2 00

MATTOCKS.

Canadian, per doz..... 5 50	6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.	
German, 15 per cent.	
Gem, each, $1.15.	

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Quotations are :	Cut.	Wire.
2 d and 3d	$3 45	$3 55
3 d	3 10	3 22
4 and 5d..... ..	2 85	3 05
6 and 7d.....	2 75	2 90
8 and 9d.....	2 60	2 70
10 and 12d.....	2 55	2 65
16 and 20d..	2 50	2 60
30, 40, 50 and 60d. (base).....	2 45	2 55

Cut nails in carlots 5c. less.
Wire nails in carlots are $2 50
Cut nails in carlots are $2.40 base.
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 75 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent

NAIL PULLERS.

German and American..... 1 85	3 50

NAIL SETS.

Square, round, and octagon per gross..... 3 38	4 00
Diamond..... 12 00	15 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60, 10 and 5 p.c.
2-in. Mesh, 18 w.g. and heavier, 50 p.c.

OAKUM. Per 100 lb

Navy	6 00
U.S. Navy.....	7 25

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal. per doz..... .... 10 00
Zinc and tin, dis. 50, 50 and 10

Copper, per doz..... 1 25	3 50
Brass, " 1 50	3 50

Malleable, dis. 25 per cent.

GALVANIZED PAILS.

Dufferin pattern pails, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
6, 10 and 14-qt. flaring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.

Per doz..... 6 00	9 00

PICTURE NAILS.

Porcelain head, per gross... 1 25	1 50
Brass head " 0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 p.c.

PINE TAR.

½ pint in tins, per gross.	7 80
1 " "	9 60

PLANES.

Wood bench, Canadian dis. 40 per cent. American dis. 50.
Wood, fancy Canadian or American 7½ to 40 per cent.

PLANE IRONS.

English per doz..... 2 00	5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37½ 40 p.c.	
Button's Imitation, per doz.. 5 00	9 00
German, per doz..... 0 60	2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 p.c.
"J.M.T." Cushion work. dis. 50 p.c.
Fuller work, dis. 65 p.c.
6 doz. lots and over of the above extra dis 10 p.c.
Lever Handle Stops and Waste, discount 60 p.c. With, in lots of 2 doz. and over, an extra dis. of 10 p.c.
"J.M.T." Globe, Angle and Check Valves, dis. 55 p.c.
Standard Globe, Angle and Check Valves, dis. 65 p.c.
"J.M.T." Radiator Valves, dis. 55 p.c.
Standard " " " dis., 65 p.c.
Patent Quick Opening Valves, dis. 70 p.c.

No. 1 compression bath cock, net ..	2 00
No. 4 " "	2 00
No. 7, Fuller's	2 90
No. 4½, "	2 35
Patent Compression Cushion, basin cock, hot and cold, per doz	15 00
Patent Compression Cushion, bath cock No. 2208	2 25

Square head brass cocks, 60 p.c.
" " iron " 60 p.c.
Competition Globe, Angle and Check Valves discount, 70 p.c.
Competition Quick Opening Radiator Valves, discount, 70 p.c.

PRESSED SPIKES.

Discount 2½ per cent.

PULLEYS.

Hothouse, per doz..... 0 55	1 00
Axle..... 0 22	0 33
Screw..... 0 27	1 00
Awning..... 0 35	2 50

PUMPS.

Canadian cistern..... 1 80	3 60
Canadian pitcher spout..... 1 40	2 10

PUNCHES.

Saddlers', per doz	1 00 1 85
Conductors' '	9 00 15 00
Tinners', solid per set.....	0 00 0 72
" hollow per inch	0 00 1 00

RANGE BOILERS.

	Net.
Dominion, 30 gal.	6 00
Dominion, 35 "	7 00
" 40 "	8 00
Ronald's Galvanized, 30 gallons	7 40
" " 35 "	8 40
" " 40 "	9 60
Copper, 30 gallons.....	22 00
" 35 "	24 00
" 40 "	28 00

Discount off copper boilers 10 per cent.

RAKES.

Wood, per doz. net	1..0 up

RAZORS. per doz.

Elliot's	4 00	18 00
Geo. Butler & Co.'s.....	4 00	18 00
Boker's.....	7 50	11 00
" King Cutter.....	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's.....	7 00	12 00
Bailey's	6 00	12 00
Bailey's " Brantford "	10 00	11 00
Carbo Magnetic	....	15 00
Griffon Barbers' Favorite	....	10 75
Griffon No. 65.....	....	13 0
Griffon Safety Razors.....	....	13 50
" Stropping Machines.	....	13 50

REGISTERS.

Discount ..... 40 per cent

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c. per lb.
Copper Rivets with usual proportion burrs 45 p. c. dis. cartons, 1c. per lb. extra, net.
Copper Burrs only, 30 and 10 p.c
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent

ROPE, ETC.

Sisal	12½
Pure Manilla.....	15
"British" Manilla.....	13
Cotton, 3-16 inch and larger.....	16
" 5-32 inch....	21
" ⅛ inch	22
Russia Deep Sea.	15
Jute	8
Lath Yarn	11½
Sisal bed cord, 48 ft..... per doz.	65
" " 60 f ..... "	80
" " 72 ft. ..... "	95

RULES.

Boxwood, dis. 55 and 10 p.c.	
Ivory, dis. 37½ to 40 p.c.	

SAD IRONS. per set.

Mrs. Potts, No. 55, polished.	70
" No. 50, nickle-plated.	75

SAND AND EMERY PAPER.

B & A. sand, 40 and 5 per cent.
Emery, 40 per cent.
Garnet (Rurton's), 5 to 10 p.c. advance on list

SAP SPOUTS.

Bronzed iron with hooks, per doz.	9 50

SAWS.

Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.

Crosscut, Disston's, per ft.. 0 35	0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3	
Hack, complete, each 0 75	2 75
" frame only	0 75

SASH WEIGHTS.

Sectional, per 100 lbs..... 2 50	2 75
Solid, " 1 75	2 00

SASH CORD.

Per lb 0 23	0 30

SAW SETS.

Lincoln and Wh ting, per doz.	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25
X-cut Sets, No. 3 Woodyatt (Morrill)	9 50

SCALES.

Burrow, Stewart & Milne—
Imperial Standard, 40 per cent.
Weigh Beams, 35 per cent.
Champion Scales, 55 per cent
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.
Warren's new Standard 40 p.c.
" " Champion 55 p.c.
" Weighbeams, 35 per cent.

SCREW DRIVERS

Sargent's per doz..... 0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 3-in. style ..... per doz.	6 60
Common doors, 2 or 3 panel, yellow and green std., 3-in. style, per doz	6 80
Common doors, 2 or 3 panel, in natural colors, oil finish, per doz.....	8 15

4-in. style 20c. per doz. extra.

SCREWS.

Wood, F.H., bright and steel, 87½ and 10 p.c	
Wood R. H., " dis. 82½ and 10 p.c.	
" F. H., brass dis. 80 and 10 p.c.	
Wood, R. H., " dis. 75 and 10 p.c.	
" F.H., bronze, dis. 75 p.c.	
" R.H. " 70 p.c.	
Drive Screws, 87½ and 10 per cent.	
Bench, wood, per doz. 3 25	4 00
" iron, " 4 25	5 00
Set, Case hardened, 60 per cent.	
Square Cap, 50 and 5 per cent.	
Hexagon Cap, 45 per cent.	

SCYTHES.

Per doz., net..... ..... 5 00	8 00

SCYTHE SNATHS.

Canadian, dis. 40 p.c.

SHEARS.

Bailey Cutlery Co., full nickeled, dis. 60 and 2½ p.c.
Bailey Cutlery Japan handles, 67½ p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.

SINKS.

Steel and galvanized, discount 45 per cent

SNAPS.

Harness, German, dis. 25 p.c.	
Lock, Andrews'..... 4 50	11 50

SOLDERING IRONS.

1, 1½ lb., per lb.....	0 37
2 lb. or over, per lb.....	0 34

SQUARES.

Iron, No. 493, per doz..... 2 40	2 55
" Mo. 494, " 3 25	3 40
Steel, dis. 60 to 60 and 5 p.c.	
Try and bevel, dis. 50 to 52½ p.c.	

STAMPED WARE.

Plain, dis., 75 and 12½ p.c. off revised list
Retinned, dis., 75 p.c. off revised list.

STAPLES.

Galvanized..... 3 25	3 50
Plain. 2 90	3 15

Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

WINDOW GLASS —TO IMPORT.

Prompt Deliveries

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BEST GLASS of all kinds, our own manufacture. **Closest Prices.**

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

STOCKS AND DIES.

American dis. 25 p.c.

STONE.	Per lb.	
Washita	0 28	0 60
Hindostan	0 06	0 07
" slip,	0 09	0 09
Labrador	....	0 13
" Axe	....	0 15
Turkey	....	0 50
Arkansas	0 00	1 50
Water-of-Ayr	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. 2 in. 40 to 200 lb. per ton	....	25 00
" under 40 lb. "	....	28 00
Grind. under 2 in. thick "	....	29 00

STOVE PIPES.

5 and 6 inch Per 100 lengths	....	7 00
7 inch " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4—3 dozen in case, net cash	$4 80
No. 6—3 dozen in case, "	8 40

TACKS, BRADS, ETC.

Cheese-box tacks, blued	80 & 12½
Trunk tacks, black and tinned	85
Carpet tacks, blued	80 & 15
" " tinned	80 & 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 & 10
In dozens	75
Swedes, upholsterers', bulk	85, 12½ & 12½
" brush, blued & tinned, bulk	70
" gimp, blued, tinned and japanned	75 & 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	5 12½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
Lining tacks, in bulk	15
" " solid heads, in bulk	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	25
Zinc glazier's points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Shoe nails	60
Clinch and duck rivets	45

TAPE LINES.

English, ass skin, per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel, each	0 80	8 00

TINNERS' SNIPS.

Bailey's, dis. 25 p.c.

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.

Disston's discount 10 per cent.

German, per doz.	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian, per lb.	....	0 27
Wrapping, cotton, 3-ply		0 19
" 4-ply	....	0 23
Mattress, per lb.	0 33	0 45
Staging, "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12¾
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	9 00

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Diamond, Famous, Premier, 50 and 10 p.c.
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SMOOTH STEEL WIRE.

No. 0-9 gauge		$2 60
10 "		6c. extra.
11 "		12c. "
12 "		20c. "
13 "		30c. "
14 "		40c. "
15 "		55c. "
16 "		70c. "

Add 60c. for coppering and $2 for tinning'

Extras net per 100 lb. — Oiled wire 10c. spring wire $1.25, special hay baling wire 30c. best steel wire 75c., bright s ft drawn 15c. charcoal (extra quality) $1.25, packed i n casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks 50c., in ½-lb. hanks 75c., in ¼ lb. hanks $1.

Fine Steel Wire, dis. 25 per cent. List of extras : In 100-lb. lots : No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, 7.65—No. 24, $8—No. 25, $9—No. 26 $9.50—No. 27, $10—No. 28, $11 No. 29. $12—No. 30, $13—No. 31, $14—No. 32 $15, No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31 $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles. 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 35c.—in ¼-lb. hanks 50c.—packed in casks or cases, 15c.—bagging or papering, 10c

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Copper wire, 62½ per cent. net cash 30 days, f.o.b. factory.
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Clothes Line Wire, regular 7 strand. No. 17, $4.65; No. 18, $2.90; No. 19, $2.60. Hollow 6 strand, No. 17, $4.30; No. 18, $2.70, No. 19, $2.35; No 20, $2.30, f.o.b. Hamilton, Toronto Montreal

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Galvanized, plain twist	....	2 90

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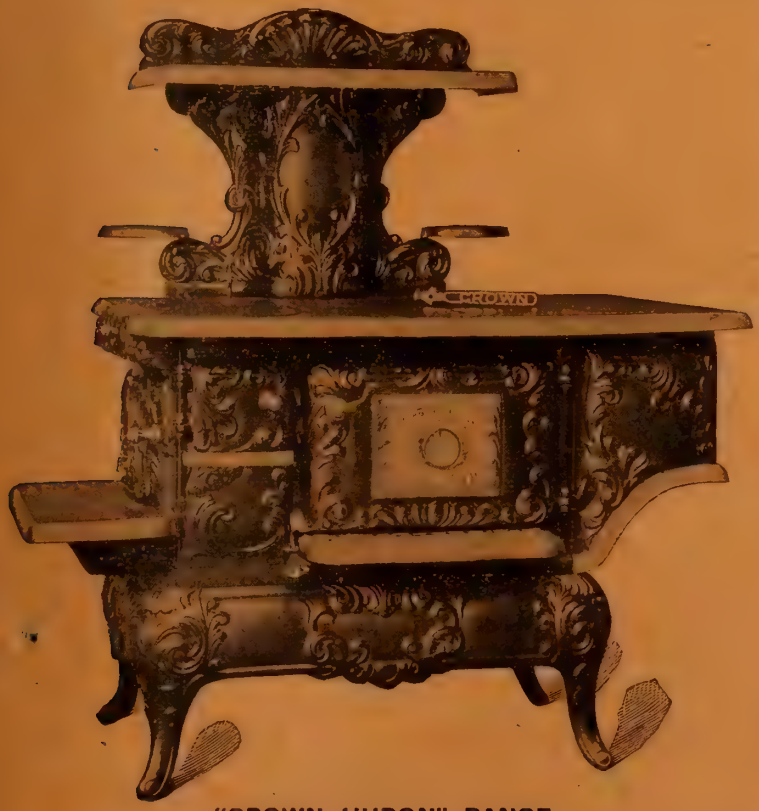

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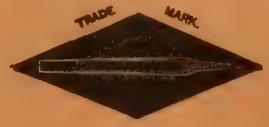

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VOL. XIV. MONTREAL AND TORONTO, NOVEMBER 15, 1902 NO. 46.

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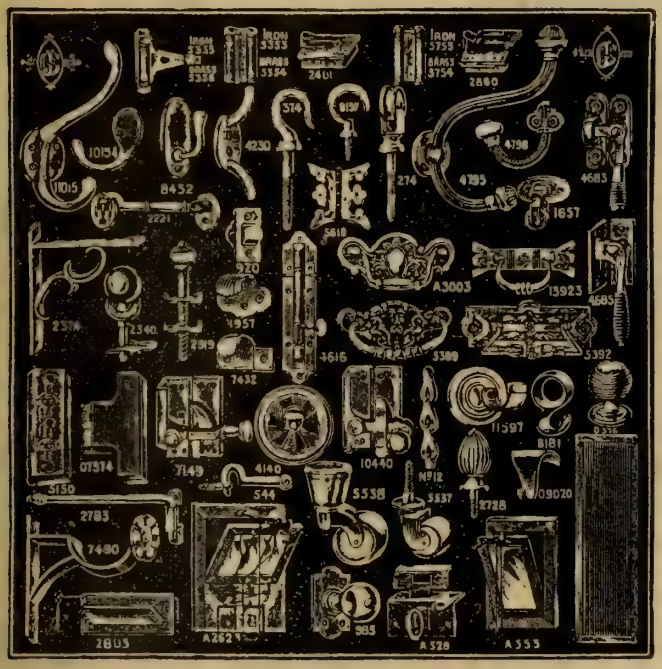

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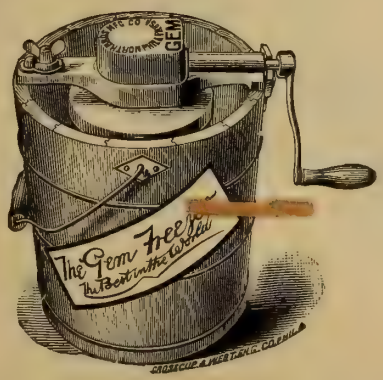

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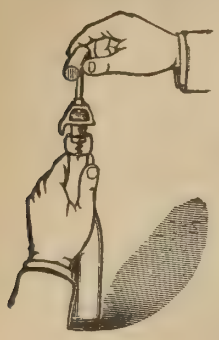

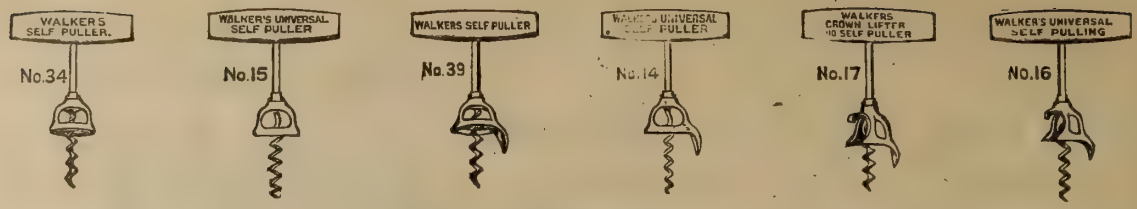

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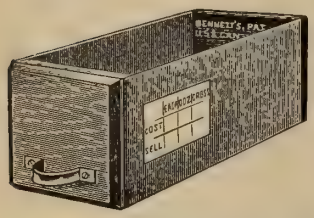

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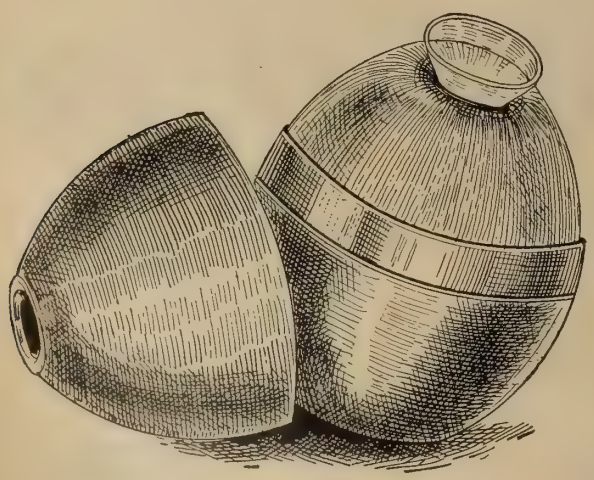

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SNOW SHOVELS

22

HABITANT.

62

VICTOR.

18

24

25

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Blade, ins.,	5 x 8	10 x 14½	11 x 15	12 x 16	13 x 17½	14 x 18½

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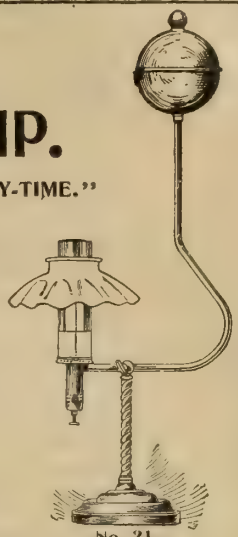

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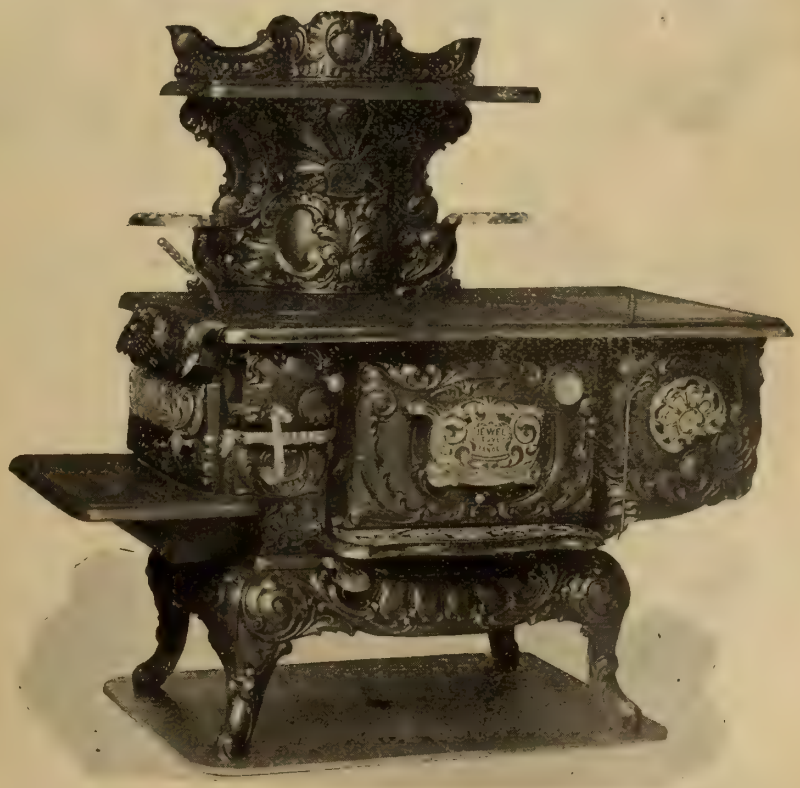

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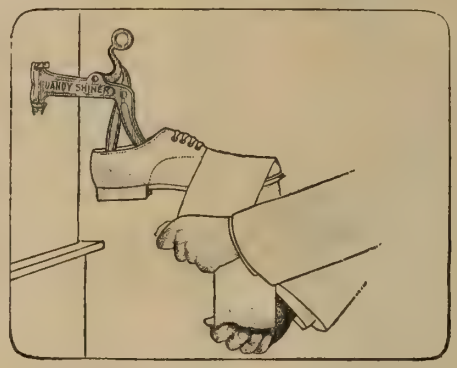

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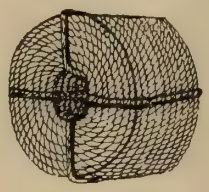

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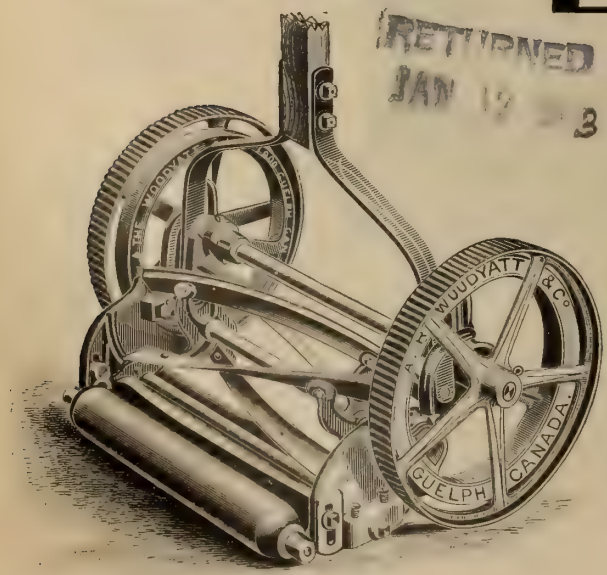
For 1903



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Improved in many parts and Guaranteed.

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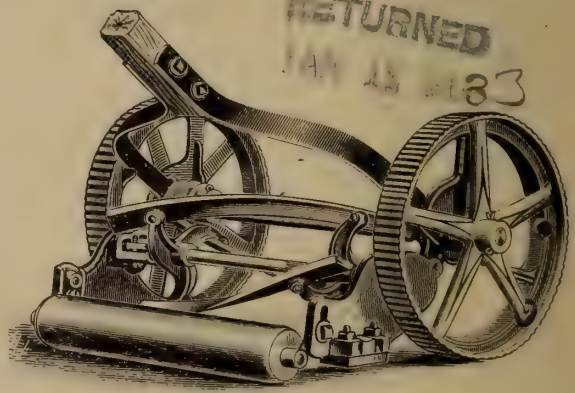


"Star" Mower.

TAYLOR-FORBES CO., Limited, GUELPH, ONT.

LARGEST MOWER MAKERS IN CANADA.

R. B. BYASS & CO., PORT TALBOT, SOUTH WALES, GREAT BRITAIN.

Largest MAKERS OF

BEST SIEMENS STAMPING ENAMELLING BLACK PLATES,

CIRCLES, RECTANGLES, Etc.

MAKERS of all descriptions of STEEL SHEETS.

Brands "**SKER,**" and "**BEST SKER.**"

Sole Canadian Export Agents,

ROBERT CROOKS & CO., Botolph House, 10, Eastcheap, LONDON, E.C.

Cable address : "CROLLO," LONDON.

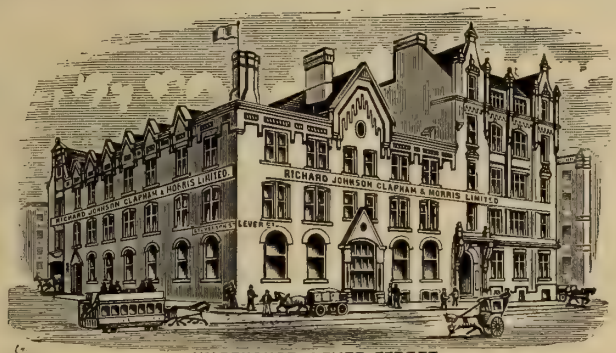
RICHARD JOHNSON, CLAPHAM & MORRIS, Ld., Manchester AND LIVERPOOL, ENG.

CABLE ADDRESS—"Metallicus," Manchester.
CODES USED—ABC, AI, Liebers and Private Code.

Manufacturers and Metal Merchants

GALV'D SHEETS
GALV'D CANADAS
BLACK SHEET IRON
BLACK CANADAS
Range & Furnace SHEETS

TINPLATES, TERNES
TINNED SHEETS
PIG TIN, PIG LEAD
WIRE NETTING
GALV'D BARB WIRE

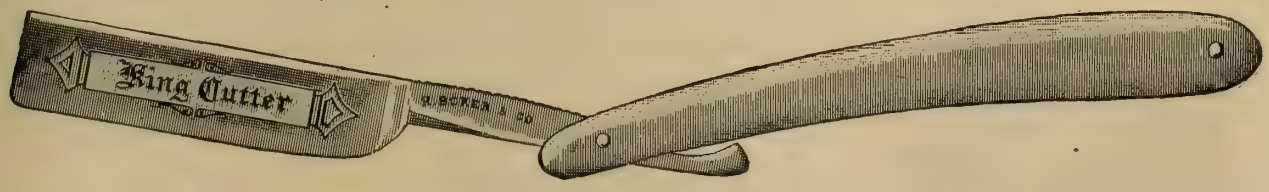


WAREHOUSE LEVER STREET

MONTREAL OFFICE: Messrs. Copland & Co., Imperial Buildings.

HALIFAX OFFICE: Messrs. Grant, Oxley & Co, 68 Bedford Row.

BEWARE



This cut represents **H. BOKER & CO'S** Genuine **"KING CUTTER"** Razor, which is duly registered at Ottawa. The design of etching as well as the wording is protected.

IMITATIONS marked **"KLEAN KUTTER"** are offered for sale, and we wish to warn the trade against such or other infringements, which have to be withdrawn from the market **at once,** otherwise we shall take legal proceedings against the parties persisting in offering such imitations for sale.

140 McGill Street, MONTREAL. ***DORKEN BROS. & CO.***

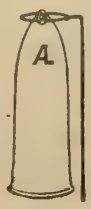
OUR TRADE A MARK

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

OUR TRADE A MARK

A Statement of Facts.

We make the strongest mantles.
Our mantles gives the most light.
We use the purest and most costly chemicals.
We anneal our mantles with pressure gas.
Our mantles won't shrink or fray out.
Our trade mark A is on the best mantles.



We make mantles with any private mark on them, your own name if you desire.

WE MAKE

Coal Gas Mantles.	Coal Oil Mantles.
Oil Gas Mantles.	Gasolene Mantles.
High-Pressure Mantles.	Acetylene Mantles.

In single, double or triple weave.

Lowest prices on Mantles, Shades, Chimneys and Sundries.

Write us if you are interested.

AUER LIGHT CO., - - MONTREAL.

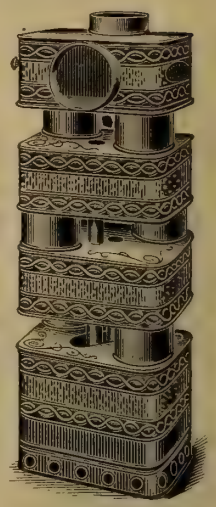
THE

WINNIPEG HEATER

With New Dress

THE BEST HEATER ON THE MARKET.

Positively saves half the fuel in many cases.
Order a sample at once and put it in use.
Every one sold will sell others without your assistance.



Size, 17½ x14.
Height, 48 inches.

POINTERS:

The Winnipeg Heater is ornamental and does the work of a stove without extra fuel.

It is made out of heavy steel plate and arranged so that it can easily be taken apart and cleaned.

It will heat a room on the same floor as stove or an upstairs room.

It is constructed with flues for air circulation and prevents cold floors.

It has heat retaining pockets and will radiate heat when fire is very low.

It sells like "hot cakes" as soon as introduced.

It is not to be compared with any other drum on the market as it actually takes the place of a stove.

It absolutely prevents waste of heat out chimney.

ACT QUICKLY AS SELLING SEASON IS NOW ON.

The Winnipeg Heater will heat as large a room as the stove to which it is attached, without extra fuel.

ORDER A SAMPLE TO-DAY.

MANUFACTURED BY

The Metal Shingle & Siding Co., Limited

PRESTON, ONT.

"Royal" and "Ontario" Tea Kettles

Plain and nickel-plated copper, pit and flat bottoms, double seamed spouts. For a strong well finished Tea Kettle the "Royal" is unexcelled.

The "Ontario" is an extra heavy Kettle at a slight advance in price.

Packed separately in cardboard boxes.

The steadily increasing demand for these Kettles is evidence of their durability.

If you desire to increase your sales it will pay you to handle these lines.

MANUFACTURED BY

KEMP MANUFACTURING CO., Toronto, Canada.

HARDWARE AND METAL

VOL. XIV. MONTREAL AND TORONTO, NOVEMBER 15, 1902. NO. 46.

President:
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES,

MONTREAL - - - - 232 McGill Street. Telephone 1255.
TORONTO - - - 10 Front Street East. Telephones 2701 and 2702.
LONDON, ENG. - - 109 Fleet Street, E.C. W. H, Miln.
MANCHESTER, ENG. - - 18 St. Ann Street. H. S, Ashburner.
WINNIPEG - - - Western Canada Block. J. J. Roberts.
VANCOUVER, B.C. - - - Flack Block. J. A. Macdonald.
ST. JOHN, N.B. - - No. 3 Market Wharf. J. Hunter White.
NEW YORK - Room 443 New York Life Bldg.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - - 12s.

Published every Saturday.

Cable Address { Adscript, London. / Adscript, Canada.

WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

THE SITUATION IN STOVES.

A HEAVY demand continues for stoves and ranges. The volume of business in these articles is much ahead of last year, and the trade with the Northwest has been greater than ever before. This is probably owing to the good crops there of the last two years, and to the fact that the past season has seen a large number of settlers take up their abode in that part of the Dominion. So extensive have been the requirements of the West that a leading member of a large stove manufacturing concern of Canada stated that in his opinion they could have disposed of their entire output there this fall without any difficulty. As it is, the Canadian manufacturers have been unable to ship forward stoves fast enough to supply the wants of the West, and so quite a large number, estimated at 50 carloads at least, were imported from the United States and distributed by several Winnipeg houses to their Western customers. These 50 carloads amounted to about 3,000 stoves or more.

In Ontario and Quebec the stove market has been very active and the demand seems to be rather larger than usual. This can be accounted for by the prosperity of the country putting more money into circulation. The average life of a stove is about 15 years.

Oil stoves have also been active and there has been a considerable inquiry for these from abroad, even from South Africa, but the manufacturers in this country have been kept so busy supplying the home demand that they have had to be content not to place their products on the outside markets. It is gratifying to know that several manufacturers of stoves are at the present time enlarging their premises and preparing to increase their output, so that they in some measure may keep pace with the rapid expansion of trade in this country.

PRICES FOR 1903.

PRICES for screen doors and windows for 1903 were given out on Thursday, November 6, and are quoted below. It will be noticed that the new prices are considerably lower than those in force last year. As an instance, we may point out that in 1902 the price of No. 20, three-panel screen doors, walnut stain, was $7.10 per doz., while for 1903 the price is $6.90. On other numbers prices are almost proportionately lower than last year's :

No.		Per doz
20	3-panel screen doors, stained walnut	$ 6 90
20	3 " " " " yellow	7 10
20	2 " " " oiled only	8 45
21	5 " " " stained walnut, with scroll	8 30
21	5 " " " " yellow, " "	8 50
22	Fancy " " "	8 60
22	" " " oiled only	9 50
22	" " " filled and varnished	10 35
23	" " " stained yellow	10 60
23	" " " oiled only	11 60
23	" " " one coat varnish	11 70
23	" " " filled and varnished	12 70
24	" " " oiled only	11 60
24	" " " filled and varnished	12 70
25	" " " oiled only	11 60
25	" " " filled and varnished	12 70
26	" " " " " "	12 90
27	" " " " " "	13 20
28	" " " " " "	13 30
29	" " " " " "	14 80
30	" " " " " "	
31	" " " " " "	
1	Perfection window screens	1 65
2	" " "	2 00
3	" " "	2 25
4	" " "	2 55
A	New extension window screens	2 00
B	" " "	2 25
C	" " "	2 55
10	Plain adjustable screens	1 85
12	" "	2 10
14	" "	2 40

The above list is for Montreal and Ottawa. For Quebec and Maritime Provinces these prices will apply with freight equalized on Montreal or Ottawa.

For graining screen doors, 6 per cent. is to be added to the above prices. For odd sizes 30 per cent. is added. If larger than 3 x 7 ft., 6c. per sq. ft. is added, or proportion thereof, in addition to the extra 30 per cent.

The prices given for doors are for 3-in. stiles (except Nos. 29, 30 and 31, which are made only with 4-in. stiles). For 4-in. stiles add 20c. per doz. All doors 3 ft. wide should be made with a 4-in. stile, as the 3-in. stile is hardly strong enough for so large a door.

The terms are 3 per cent., 30 days from date of shipment; or if shipped prior to May 1 may be dated as May 1.

Spring hinges for screen doors for 1903 are quoted as follows: No. 20, $10.50 per gross; No. 5, $20 per gross; No. 10, $12.25 per gross; No. 120, $20 per gross; No. 50, $30 per gross; No. 51, $10 per gross.

COUNTING THE COST.

A CANADIAN fast Atlantic service has been the subject of frequent conversation in Canada for some time past. The necessity for such a line and the advantages accruing from it have been emphasized in the press and on the public platform, while statesmen and capitalists have been laying their heads together as to how the project shall be actually consummated.

Yet, with all the eagerness with which this important work is being regarded by patriotic Canadians, there is danger that some important features may be overlooked. To many people the great obstacle will simply be the construction and maintenance of the vessels of the line. They believe that when once the line, as such, is a complete fact, that then everything will be perfection.

But this is the twentieth century, and a few years witness changes which relegate the perfect system of to-day into the antiquated system of yesterday. The Fuerst Bismarck, launched a few years ago at a cost of $1,500,000, is far surpassed in speed and equipment by the Deutchland of 1900, costing $3,000,000. In 1857 the highest steam pressure maintained in the boilers of an Atlantic steamship did not exceed 60 lb. to the square inch. In the latest vessels, boilers are constructed to withstand a pressure of 225 lb. As the years advance the development becomes more rapid. The demand for economy of time is everywhere heard. Whether it be for the transmission of thought, as in the cable or telephone, or in the transmission of merchandise, as in the transportation facilities, increased rapidity is the great desideratum.

It becomes apparent, therefore, if Canadians are to establish a fast line, that they must be prepared to keep it fast or at least relatively fast. If the turbine principle within a few years revolutionizes ocean traffic, then must the Canadian line adopt that principle or fall far behind.

Emil Boas, the New York agent of the Hamburg-American Line, believes in the marvellous prospects of the turbine principle. He writes in a New York paper: "The application of the turbine principle to the propulsion of the steamships I regard as one of the most significant incidents in the history of naval architecture. Unless I am very much mistaken, it will revolutionize present methods. The remarkable speed developed in the ships in which it has been applied indicates that it will be generally adopted."

WHY IT WAS DELAYED.

"IT'S utterly impossible! that insert could never have been printed in Canada."

Such was the dictum of the post office authorities when The MacLean Publishing Company inquired why the Special Fall Number of The Canadian Grocer was being held at the Toronto post office. The insert, of course, was the beautiful piece of work advertising Ogilvie's Flour.

According to the post office regulations —and we are in entire sympathy with them—a publication, any portion of which is printed abroad, is denied the ordinary use of the mails.

The insert referred to was executed in its entirety on the company's premises and the Special Fall Number of The Canadian Grocer was sent out in complete accordance with the requirements of the postal authorities. The latter, on discovering the finely-printed Ogilvie page, promptly concluded that it could never have been produced in Canada, and accordingly stopped the carriage of the edition. Headquarters had to be got at over the long-distance telephone line, and as soon as the Deputy Postmaster-General was assured by the editor that the page was a Canadian product he immediately gave orders by wire to send the edition out in the usual way.

The incident, while unfortunate in one respect, is decidedly encouraging in another. It is a handsome compliment to Canadian artists and to the Canadian engraving and printing industry from men who are competent to judge. We must acknowledge that it is only a short time since the Canadian industry was far behind that across the border in the more modern and scientific branches of the art, but to-day we find, on the testimony of business men, that they can get work done quite as well and quite as cheaply here as in the United States.

The incident served to call forth many compliments to The Canadian Grocer. The paper is usually mailed on Thursday night, so that practically all of Quebec and Ontario get their copies the following day and the Maritime Provinces and Western Canada soon after. On the Saturday following the date of publication a number of letters and even telephone messages came from different parts asking what had become of the paper, and on Monday and the few following days, letters poured in from all over Canada complaining of the non-arrival of The Grocer. Nearly all of them had something to say complimentary to the paper, and showing in what high esteem it was held. A number enclosed another year's subscription, thinking possibly their term had expired, and requesting that all back numbers should be supplied. Finally, it became necessary to send out a printed circular to explain the delay.

FLURRY IN SHELLAC.

THERE has been quite a flurry in the shellac market during the past month, prices in New York having advanced in the last 10 days about four points and about 10c. during the past month, for the ordinary "tn" grade. Handlers there will not accept orders for delivery later than December 31 of this year. Cables from the primary market at Calcutta arrive daily announcing advances, but, of course, the New York or London market does not go up accordingly. The stocks on hand on these markets are important factors in determining the prices.

The present excitement in shellac is due to a decrease in the supply and an increase in the demand. From all accounts it is apparent that there will not be as large a quantity available for shipment from Calcutta this year, as in previous years. Added to this is a new feature in the shape of an unexpected demand from Russia which is taking larger amounts of shellac than usual from the primary market. This is causing the appreciation in prices, and if Russia continues to buy the gum at the rate she has been doing, there is no telling how high the price of the article will go.

THE OFFICE

DEVOTED TO THE OFFICE STAFF OF BUSINESS ESTABLISHMENTS.

BOOKKEEPING IN THE RETAIL STORE.

(By the Critic.)

MANY merchants owe their inability to succeed in business to a failure to keep a proper system of books. There is not a proper account kept of the cash receipts and disbursements, too often the ledger is not correctly posted, and sometimes no ledger is kept at all. Accounts are not rendered promptly, and often goods are sold without being charged or an entry made in the cash book. Carelessness everywhere is predominant in the bookkeeping part of the business, and carefulness flung to the winds. The business becomes neglected all around, all from the little leak commenced through not being systematic in the keeping of the books. And then we hear of an assignment or compromise.

The merchant should pay strict attention to the keeping of his accounts. Thus he is enabled at all times, quickly and correctly, to ascertain his reeeipts, his expenditures, the amount of cash he should have on hand, the exact cost of running his business, and the total profits he has made. It gets him into a systematic way of doing things which will much contribute to his financial success. His expenses can better be cut down and economy practised with greater success on all sides. Fewer temptations are presented to the clerks to be dishonest to their employer, and so correctly-kept books may be looked upon as a preventative of fraud.

The excuse of the merchant is that he is not able himself to keep his own books. If that is the case it will pay him to send to a business college his son or a bright clerk in his employ to learn bookkeeping. In a town or city this can be done with little expense to himself, by allowing the clerk an hour or two during the day to receive a lesson, or by sending him to the night classes of the college, where such classes exist. Anybody doing this is sure to be amply repaid for his pains.

OFFICE CHAT.

Never wait until the last minute to get things in shape for the fall campaign—it is time for all plans to be matured now, and all stocks to be ordered for immediate shipment.

Correspondents who consider themselves thoroughly competent to write upon the topic of bank advertising, either from observation or experience, are invited to correspond upon this subject with the editor of The Office. State, short and sweet, what you actually know.

The average man or woman is the best judge of what he or she wants to purchase, and, naturally, they want articles that are extensively advertised. Good business judgment suggests that the proper thing to do is to meet the demand by supplying the articles that are wanted.

There are all sorts of people in the world, and we suppose there are some who admire sensationalism and vulgarity in ads. But people of this sort bear about the same relation to the great mass of the public as the riff-raff in the top gallery of a theatre bear to the rest of the audience. As a rule, they have little money to spend, and are, therefore, not worth catering to.

HINTS FOR THE OFFICE.

Encourage your clerks. They get the blues the same as you do. Keep them contented by using them well, and by letting them know you appreciate their efforts.

Keep your office clean. Spend a few dollars for paint and varnish. Make your business appear prosperous and respectable. This is a business drawing policy.

Letter Writing—Be brief. Be interesting.

Delay in answering your correspondence means a loss of business as well as a source of annoyance to all concerned.

A sensible way to do in signing your name is to write so that others can at least make a close guess as to what it is.

An incomplete letter is worse than a sore thumb. Correspondence should be carefully read, and all points of inquiry covered in reply.

SET OF OFFICE RULES.

The office manager of a large manufacturing concern recently handed the following to each of his clerks:

We shall deserve well of the company if we meet for work at 8.30 in the morning, take half an hour for luncheon, and so thoroughly clear up all the pressing affairs of the day that we can quit at 5 o'clock.

Find the easy, the quick and the safe way to do things. By this method study how to accomplish 10 per cent., or even 25 per cent. of results for a given expenditure of strength.

Let nothing go over till to-morrow that ought to be disposed of to-day. Let no customer or possible customer expect to hear from us in the morning, or in the next mail, and be disappointed.

In all our intercourse with customers (each one of whom is almost our employer), with all possible customers (who may become almost our employers), and with the public generally, let us be absolutely polite, accommodating and helpful. In letters a very little of this goes a great way; in personal contact it is intolerable to be anything else.

Over the telephone let us be especially polite, so as to bring ourselves in contrast with many telephone operators, office boys and others, who seem to wish to insult you because they are at a safe distance.

Study your work so as to constantly make it quicker, safer, better. Please go to your chiefs with suggestions for the improvement of our service. Please come to me with them.

OFFICE ACCESSORIES.

The Lamson Consolidated Store Service Co. are introducing their new "Ideal" cash carrier. This carrier is entirely new. It is noiselesss, easily operated, material and workmanship of the best.

The Stimpson Credit Register system is proving very popular with its patrons. This system does away with the system of entering sales on blotter, transferring to journal, from journal to ledger, and from ledger to statement. It reduces the transaction to a single entry.

Brown Bros., wholesale manufacturing stationers, are showing 27 new styles of wood-base inkstands with the "Peerless non-scratching rubber feet." This original improvement prevents costly office furniture and library desks from becoming scratched. The designs are in gold, black, mahogany and birds-eye maple.

MONEY IN PATENTS.

Brown—What puts you in such good humor this morning?

Robinson—I've just got a patent for my new ink eraser. I wouldn't take $50,000 for it.

Brown—Didn't you get a patent last year for inventing an indelible ink?

Robinson—I did and I sold it for $30,000, and now I've invented an eraser that will even remove writing done by my own indelible ink.

Brown—What are you going to do next?

Robinson—I'm going to invent another indelible ink that cannot be erased by my eraser. I tell you there is money in this patent business if you only get about it in the right way.

Trade Marks and the Laws Governing Them.

BY EDGERTON R. CASE, Patent Solicitor, Toronto.

THE subject of trade marks is a most interesting, and, to manufacturers and merchants, a vital question. All persons engaged in trade have a desire to conserve unto themselves the fruits of their legitimate efforts. From very early times men have made use of seals and other emblems to indicate ownership. In fact, the use of these devices is coeval with the birth of traffic. Without a recognized and well-established law by means of which men are guaranteed the exclusive use of marks or devices to distinguish their goods from those of another manufacturer, there would be no guarantee of a manufacturer receiving adequate returns for money he would invest in his business. When a trade mark has been used for many years by a manufacturer or a merchant, and indicates to the the public that the article it is attached to is of first-class quality, this trade mark is a valuable asset. Not only have men from early ages marked the fruits of their toil with their own paricalar device, or mark, but they also have marked, or branded, whole flocks and herds, so as to indicate to whom the animals belonged. As is well known, this custom is very common on our sheep ranches and among the Indians in the Northwest.

Among the ancient Egyptians, Greeks and Romans sign boards were extensively used, which became distinctive proprietary marks. In Herculaneum and Pompeii have been discovered many different signs to indicate the occupation of different persons who lived in those cities. Thus there have been found a goat, the sign of a dairy; a mule driving a mill, the sign of a baker; and, at the door of a school, the not very seductive sign of a boy undergoing a birching at the hand of the master. In the former of these cities, at the door of a shoemaker was painted a Cupid carrying a pair of ladies' shoes, one on his head, the other in his hand. As is well-known, 1,000 years or so ago very few people could read; at least, this was an accomplishment that the common people did not possess, and, as a merchant sold more goods to illiterate people than he did to educated people, he had to avail himself of rebuses by means of which he made his name hnown. For instance, a hare and a bottle stood for Harebottle, and two cocks for Cox. As it is well known, Luther was generally represented by the symbol of a swan, and hence "The Bible and Swan" was the characterstic sign of an inn in honor of Luther.

Watermarks on paper are also used as proprietary signs. It may not be generally known, but a sort of watermark is that shown in the securities issued by the United States in which threads of various-colored floss silk are incorporated into paper during the process of its manufacture. Such threads constitute proprietary marks of the Government, and it is a highly penal offence for any person to have such paper, illegally, in his control or possession. A very curious case was tried many years ago, relative to a will. It was believed that the will was false, but, as it was so well executed, this belief could not be substantiated. While the counsel for the plaintiff was studying the document carefully one night, he happened to hold it between his eyes and a candle, and immediately discovered that the date the paper of the will was manufactured in was shown by a watermark. As this date was subsequent to the execution of the alleged will, its illegality was easily proven.

It is curious that the Chinese excel in the institution of commercial guarantee by means of trade marks. Nearly all the goods exported from China are sealed by bands of paper bearing the particular mark of the exporter. Some time ago a cargo of tea arrived at London from Canton, but what was the amazement of the purchasers to find that the boxes were filled with rice straw! The vessel and cargo were forthwith sent back to China. Upon the arrival of the ship at that port, the Hongs were immediately assembled and each one recognized his own mark. It appears that the men who were engaged to load the tea were thieves, and, in place of loading the proper chests on to the vessel, they shipped same to a nearby island and substituted the chests filled with rice-straw in place thereof. Notwithstanding the loss, and in order to maintain their reputation for integrity, the Chinese merchants made it good.

The world-wide importance of trade marks has been recognized by the leading countries in the world from the fact that they joined together, and, on March 20, 1883, at Paris, France, formed what is well known as the International Union for the Protection of Industrial Property.

Manufacturers, and those who use trade marks, would save themselves a great deal of unnecessary trouble and expense if they were to make diligent inquiry as to the appositeness of a particular device they wish to adopt as distinctive of articles in which they deal. It is not every word or name that can be registered as a valid trade mark. The device used must not be descriptive of the goods. For instance, in ex. p. Kenyon decided September 9, 1902, the words "Catarrhal Jelly" as a trade mark for a jelly-like remedy for catarrh were held to be descriptive and not registerable. In case an application is made to register a trade mark that resembles one already registered, this application would be rejected. This was the case in ex. p. Grossmith decided September 2, 1902. Grossmith wished to register the word "Florodora" for a particular class of goods, but was refused registration in view of the prior registered mark "Floridena." It is well to point out here that before a device can exist as a trade mark, it must be attached to a vendible commodity.

The protection afforded a manufacturer by a valid trade mark does not extend only to prohibiting the use by any person of the same mark in connection with the same class of goods, but it also protects him from unfair competition, as is set forth in the following case: Fuller v. Huff, et al, decided August 21, 1900.

1. Term "Health Food" means healthy food or health-producing food, is therefore descriptive of quality, and cannot be a technical trade mark, either with or without the word "Company" any more than the words "Nutritious Wine" could be a valid trade mark.

2. The law of unfair competition is that when a mark, name, or phrase has been so used by a person in connection with his business or articles of merchandise as to become identified therewith, and indicate to the public that such articles emanate from him, the law will prohibit others from so using it as to lead purchasers to believe that the articles they sell are his, or as to obtain the benefit of the market he has built up thereunder.

3. The courts in considering the use by competitors of the name under which a rival has previously gained a business reputation, although the name is not strictly a trade-mark, have attached great importance to long-continued and exclusive use, and have demanded a higher order of commercial integrity, and have frowned upon all filching attempts to obtain the reputation of another.

4. If a trade-name has been so identified with the business of a manufacturer as to inform the public that the name upon goods means that they are the product of that person, and another adopts and displays the name, it is not material that he has not also adopted the particular dress in which his predecessor has presented his goods.

WIRE NAILS
TACKS
WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

ANNE CHAPMAN, hardware merchant, Hastings, Ont., is offering to compromise.

A demand of assignment has been made on Joseph Filion, contractor, Montreal.

Wilkes & Michaud are the curators of Henderson & Lovelace, coal dealers, of Montreal.

Mathias Rousseau, general merchant, of Warwick, Que., has assigned to Lamarche & Benoit.

Joseph E. Metson, painter, Galt, Ont., has assigned to A. E. Milligan, Galt, and the creditors met on November 15.

Mrs. P. M. Cauchon, general merchant, Etchemin, Que., has assigned, and Alf. Lemieux is provisional guardian.

A consent of the assignment of The John McArthur Co., dealers in paints and oils, Montreal, has been filed, and they have assigned,

A. M. Mowat & Co., late general merchants, Dauphin, Man., have assigned to C. H. Newton, and their creditors will hold a meeting on November 14.

The creditors of the estate of C. T. Bailey & Co., general merchants, Qu'Appelle, Assa., are requested to file claims with H. T. Harmer, assignee, Qu'Appelle.

PARTNERSHIPS FORMED AND DISSOLVED.

Courtois & Hemond, sash and doormakers, Montreal, have dissolved.

Bowman & Sparling, agricultural implement agents, Roland, Man., have dissolved.

Wm. Lipsett, blacksmith and wagonmaker, Staffordville, Ont., has admitted L. Lipsett into partnership.

Pennell & Haldenby, agricultural implement agents, Teeswater, Ont., have dissolved; M. S. Haldenby continues.

J. W. Bishop & Co., contractors, of Montreal, have dissolved and ceased to do business in the Province of Quebec.

E. Picher & Cie, mill supplies, etc., Quebec, have dissolved and the business is continued under the style of Picher & Paquet.

SALES MADE AND PENDING.

R. J. Nesbitt, tinsmith, Brighton, Ont., is advertising his business for sale.

J. A. Carnett, harnessmaker, Wapella, N.W.T., has sold out.

David Poulter, grocer and blacksmith, Moray, Ont., is selling out.

D. McNaughton, blacksmith, of Varna, Ont., is advertising his business for sale.

The assets of Adrien Barrette, general merchant, St. Tite, Que., are to be sold.

Thomas Gilpin, planing miller, Wiarton, Ont., is advertising his business for sale.

Henry Brookbank, blacksmith, Hartney, Man., is advertising his business for sale.

Edwin Henry, general merchant, Waskada, Man., is advertising his business for sale.

The assets of J. D. Lalonde & Co., general merchants, St. Benoit, Que., are to be sold.

W. Misner, plane and shinglemiller, of Springfield, Ont., is advertising his business for sale.

GOOD VARNISH

is the result of three things :

Good Materials, Proper Appliances, Skill in making.

THE SHERWIN-WILLIAMS VARNISHES are good varnishes in every respect. They are carefully made from specially selected and directly imported gums. The oil used in them is old-tanked, pure, refined oil. The appliances—kettles, filters, storage tanks, etc.—are all of the latest improved kind. The men who make them are trained workmen who know how to make good varnishes—who have been brought up in the varnish business.

There are no other varnishes that are so well known, that please the painter so well, or sell so well.

If you want good varnishes—varnishes that are ready sellers and money-makers—write to-day for price list and full information.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CLEVELAND.

CHICAGO, NEW YORK, NEWARK, MONTREAL, BOSTON, TORONTO, SAN FRANCISCO. KANSAS CITY

The assets af Alp. Fontaine, general merchant, St. Alexis de Montcalm, Que., are to be sold.

The estate of Henry Short & Sons, dealers in sporting goods, Victoria, B.C., are selling out.

The stock of G. Dumas, general merchant, St. Gervais, Que., was sold at 63 cents on the dollar.

The assets of C. D. Fontaine & Co., general merchants, Shawenigan Falls, Que., are to be sold.

The assets of the estate of J. Pineau & Co., general merchants, Bic, Que., are to be sold on November 19.

CHANGES.

Wurtele & Jenssen, contractors, Quebec, have registered.

H. & P. Corbeille, builders, have registered at Montreal.

E. Gariepy & Co., carriagemakers, of Montreal, have registered.

Arthur Laurin & Co., painters, etc., of Montreal, have registered.

D. Chevier & Co., masons, St. Cunegonde, Que., have registered.

W. Clendenning & Sons, stove manufacturers, Montreal, have registered.

Joseph Desforges & Co., hardware merchants, Montreal, have registered.

A. Soper & Co., blacksmiths, Aylmer, Ont., are succeeded by Price & Son.

Wm. Bradshaw, general merchant, of Bickford, Ont., has sold out to M. Webster.

R. B. Cockerton, agricultural implement agent, Dauphin, Man., has sold his Gilbert Plains branch to John R. Eagle.

FIRES.

Blue & Deschamps, Rossland, B.C., had their sawmill damaged by fire; partially insured.

DEATHS.

Peter Davidson, builder, of Freelton, Ont., is dead.

Jean T. Couillard, of Couillard, Fils & Co., general merchants, Rimouski, Que., is dead.

THEIR ANNUAL MEETING.

The annual convention of the travelling staff and leading officials from the several branches of The Canada Paint Co. will commence, as usual, at the head office and works of the company, William street, Montreal, on Monday, November 17, and will be continued until the "orders of the day" are all disposed of.

The personnel of the travelling staff of this Canadian company is of a very high order. They are all trained salesmen and the fact that the business of The Canada Paint Co. is continually expanding is to be attributed, in no small measure, to their indomitable perseverance and push. Without being unnecessarily obtrusive, and being backed up by first-class stock, they seem to capture the business, compelling The Canada Paint Co. to again increase their plant materially for the coming season.

PROPOSED LOCOMOTIVE WORKS.

IT is reported that the promoters of the locomotive works, which it is proposed to establish at Longue Pointe, Montreal, are being backed by the United States Locomotive Co., the president of which is S. R. Callaway. It is also said that the Kingston company will be merged and incorporated with the American organization.

Some months ago, during a visit to Montreal, Mr. Callaway made an inspection of the various suburbs of the city on the lookout for a suitable site for the works. Two hundred and fifty acres were purchased at Longue Pointe for $80,000, and this area, it is expected, will give sufficient room for a plant to be erected which would be capable of turning out 1,000 engines a year. The company will also manufacture for export to a considerable extent, and as good shipping facilities can easily be arranged for, the site chosen for the works is looked upon as excellent.

The company will be capitalized at $1,000,000, and about 1,500 men will be given employment. When in operation these works should be one of the largest enterprises which have been started in Canada for some years.

A TRIP TO THE WEST INDIES.

"To the British West Indies, via Halifax," is the title of a booklet recently issued by Pickford & Black, of Halifax, N.S. It is the story of a trip last winter by a party of Canadians on the steamship Dahome of the Pickford & Black line, and is full of illustrations of the different points visited on the trip. The book will be mailed for the asking. Mention THE CANADIAN GROCER.

STEEL FOR THE KING.

The tool steel manufactured by Jonas & Colver, of Sheffield, Eng., has apparently been found unexcelled by the British War Office, to judge from the following extract just to hand from a Sheffield newspaper: "The order for the whole of the tool steel required by His Majesty's arsenals and rifle factories, for a period of three years, has for the third time been placed by the War Office with Jonas & Colver, Limited, Continental Steel Works, Sheffield."

As the tool steel used for army purposes must necessarily be of the highest quality to be procured, the giving of the contract for a third time to this firm reflects great credit on their steel, as well as on themselves for keeping it continually up to the standard. Jonas & Colver are represented in Canada by William Abbott, Montreal.

Reputation - Builders.

A single Gun that will do for twenty years what is expected of it by thousands of users will build for itself a reputation that

Price Competition Does Not Effect.

A source of great satisfaction and profit to the

Maker, Dealer and User of

Iver Johnson Single Guns.

The trade prefer them; the public demand them.

Semi-Hammerless, Trigger Action or Top Snap. Automatic Ejector or Non-Ejector. 12-16 gauge; 28 to 34-in. barrels. Advanced and unexcelled features.

Send for lately published catalogue.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Salesroom: 99 Chambers St. FITCHBURG, MASS.

MANTELS, GRATES and TILE.

Are any of your customers building a new house? If so, why not try and sell them a mantel as well as hardware? They will want one, and it will pay you. Write us for catalogue and price.

THE BATTY STOVE & HARDWARE CO.

76 York St., TORONTO.

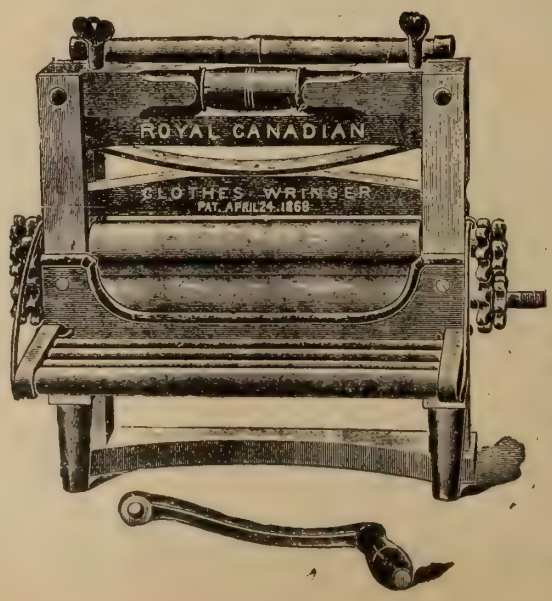
Strathy Wire Fence

IS THE PERFECT WIRE FENCE.

Under pressure, its stays have a Hinge Movement, and spring back to place when pressure is removed. Factory-woven with coiled wire, or Hand-made with plain or coiled wire.

WRITE FOR QUOTATIONS. Agents Wanted.

Strathy Wire Fence Co., - Owen Sound.



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"Royal Canadian"

Clothes Wringer

And 14 other different varieties.

All our wringer rolls are guaranteed, and vulcanized to the shafts. Our new price list and catalogue is just issued. We can save you money in this line.

J. H. Connor and Son, Limited

OTTAWA, ONT.

Delorme Bros., 15 Debresoles St., Montreal, agents for Montreal and East.

H. S. HOWLAND, SONS & CO., LIMITED.

WHOLESALE ONLY

37-39 West Front Street, **Toronto.**

ONLY WHOLESALE

Eley's Loaded Shells

Order at Once.

JUST ARRIVED.

We Ship Promptly.

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Eley Bros., Limited.
England.

Standard Loads.

Loaded With Best Black Powder.

IN STOCK TO-DAY.

10 Gauge--Size of Shot : 2, 3, 4, 5, 6, 7, 8.
12 Gauge--Size of Shot : 1, 2, 3, 4, 5, 6, 7, 8, 10, BB., SSG.
16 Gauge--Size of Shot : 4, 6, 7.
20 Gauge--Size of Shot : 4, 6, 7.

Loaded With Smokeless Powder.

10 Gauge--Size of Shot : 2, 3, 5, 6, 7, 8.
16 Gauge--Size of Shot : 4, 5, 6, 7, 8, 10.

FOR FURTHER PARTICULARS SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, **Toronto.**

OUR PRICES ARE RIGHT

Graham Nails are the Best.

Factory: Dufferin Street, Toronto.

ORDERS SOLICITED

MACHINERY AND ELECTRICAL SUPPLY DEPARTMENT

MACHINERY NOTES.

GEO. H. EVANS, manager of E. Leonard & Sons' machine works, St. John, N.B., has purchased 150 acres of land at Grand Bay, where he intends erecting a moulding shop.

L. Girard & Frere, machinists, Montreal, have dissolved.

It looks as if the miners of The Nova Scotia Steel and Coal Company would go on strike.

A 20-inch "Crosby" upright drilling machine, including chucks, was shipped to The Walker Foundry, Belleville, Ont., by H. W. Petrie, Toronto.

The Orangeville Electric Light and Power Co., Limited, Orangeville, Ont., have sold out to C. W. Watson, who will take possession on December 1, 1902.

The Office Specialty Manufacturing Co. have added to their plant in Newmarket a dimension saw table. This machine was installed by H. W. Petrie, Toronto.

The Clarksburg Foundry and Machine Shop has been purchased by Tait & Dick. They intend to erect a new moulding shop in connection with the machine industry.

The Gee Electrical Machine Company, Toronto, has assigned to E. R. C. Clarkson. A winding-up order has been granted and Mr. Clarkson is the permanent liquidator.

Guelph is to have a new iron and steel industry. A number of manufacturers in Montreal and New York State have organized a company to be known as The Page-Hersey Iron and Tube Company, with a capital of $500,000. Their head office and foundry will be in Guelph.

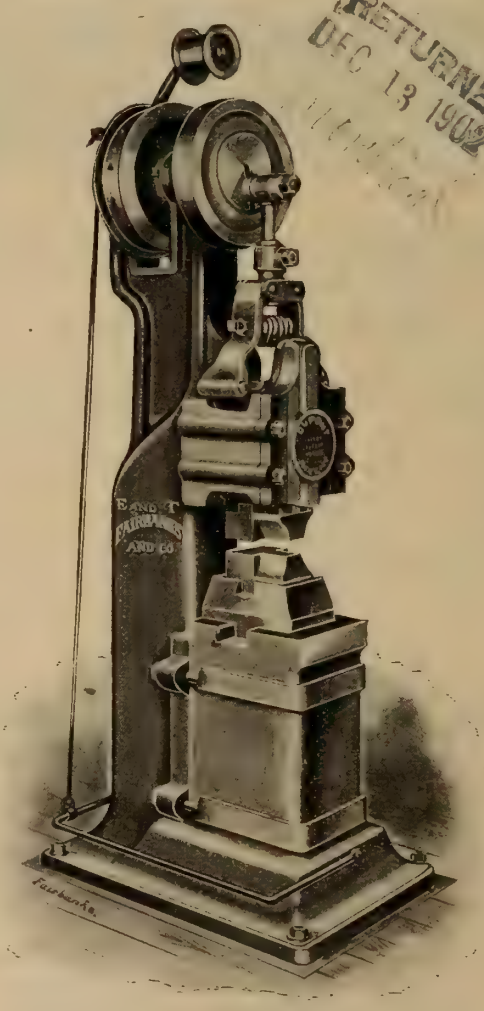
The Toronto Machine Tool Co., 155 George street, Toronto, have purchased from H. W. Petrie, Toronto, a No. 1 power press, manufactured by The G. A. Crosby Co. This press is fast becoming popular in Canada, where it is now being made.

A NEW LIST.

H. W. Petrie, Front street west, Toronto, is supplying the trade with a monthly stock list of machinery. It is a very valuable book for every business man who is at any time buying new machinery. It gives a list of nearly all kinds of machinery carried in stock by this firm.

THE FAIRBANKS POWER HAMMER.

THE FAIRBANKS CO. are presenting a new power hammer that is especially adapted for the sort of work required in carriage factories, car works, edge tool and general shops. The hammer, as it will be seen by the accompanying illustration, is operated by an adjustable crank, the crank-pin sliding



RETURNED DEC 13 1902

in a groove in the crank plate, allowing the operator to lengthen or shorten the stroke at will. Motion is applied to the head or ram, by means of a circulating rod in a sleeve or collar supplied with a large set screw, or, as in the large sizes, a clamp to hold the rod in position, and to this sleeve are hinged two side arms, these in turn being connected to the ram by metal links.

By the use of a steel spiral spring, carefully adjusted between these arms, the force and weight of the blow are many times multiplied, but with an elasticity that removes all danger of breakages and at the same time the jar is so thoroughly cushioned that it is not noticeable in the machine when the blow is struck. The head strikes a quick, sharp blow at the rate of 250 to 500 blows per minute, according to the size of the machine, and instantly gets away from the work, thereby avoiding any chilling of the stock. The entire working parts of the hammer are at the top, in full view of the operator, every part is readily accessible, being easily operated by inexperienced men. Raising or lowering the hammer is accomplished by loosening the bolt and when at the required place, tightening again.

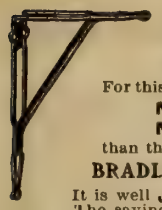
Another feature claimed for the machine is the small amount of power required to run it, and a saving of power means money saved. The entire machine is constructed with a view to durability, the best of material being used throughout.

In writing for catalogues, address The Fairbanks Company, Montreal; also kindly mention "Hardware and Metal."

NEW MACHINERY TO CANCEL STAMPS.

There have recently been installed in the Montreal post office two of the latest patent automatic stamp-cancelling machines. The machines are a valuable addition to the post-office equipment and will expedite considerably the work of getting the out-going mail ready for distribution. They work at an average speed of about 1,000 letters per minute, which is more than twice as fast as the old method. The letters are made up into bundles and placed in the machine, through which they are carried in a steady stream past the cancel stamp.

Work is progressing rapidly on the Deseronto-Napanee extension of the Bay of Quinte Railway. The first train will probably run about December 1.



Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be
NOTHING BETTER
NOTHING CHEAPER
than the . . . .
BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong** and **Light.** The saving in freight is a good profit, aside from the **lower price** at which the goods are sold.

☞ Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

BEFORE MOVING.

into my new warehouse I am prepared to make some very low figures on the followin machinery:

SQUARING SHEARS.

24-in. "Crown" Squaring Shears, Crosby Make, NEW.
20-in. " " " " " " "

PUNCHES AND PRESSES.

No. 2 A Screw Punch, English Make.
No. 2 Blacksmiths' Punch and Shears, Bremer Make.
No. 3 Lever Punch, Walker Make.
No. 1 Pendulum Foot Power Press, Crosby Make.
Nos. 16, 18, 19, 20 Power Presses, Crosby Make, NEW.

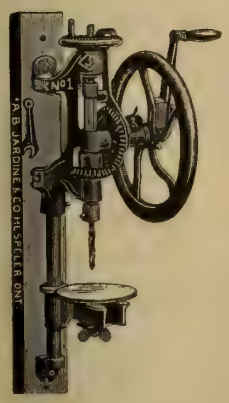
DRILLING MACHINES.

13-in. Friction Cone Drill, Knecht Make.
10-in. " Disc " Sutton "
20-in. Round Base Drill, Wheel & Lever Feed, Barnes Make.
23-in. Square " " " " " " "
No. 1 Fulton Punch Drill.
No. 3 " "
No. 66 Blacksmiths' Drill, Buffalo Make.
No. 68 " "
100-inch Radial Drill, London Tool Co. Make.

A fine stock of Engineers' and Millmen's Supplies. Write for Monthly Stock List and Prices.

H. W. PETRIE

131-3-5-7-9-141-43-45 Front St. West and
8-10-12-14-16-18-20-22 Station St., TORONTO.



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Blacksmiths' Hand Drills.

The very best.

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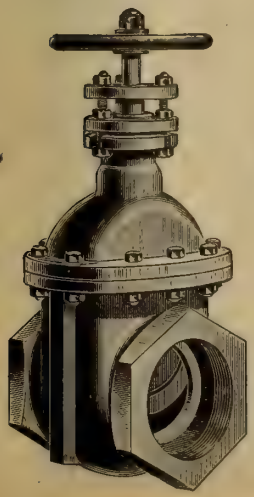

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VALVES

Write for Catalogue. It tells all about them.

The Kerr Engine Co.
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Walkerville, Ont.

THE ADAMS STOVE PIPE REGISTER.

Design Patented June 29, 1897.

Design Patented August 31, 1897.

Made by

The Adams Company
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"The Peerless"

is the best Bolster Spring ever produced. A fine line for the hardware trade. Write Us For Prices

James Warnock & Co. = Galt, Ont.

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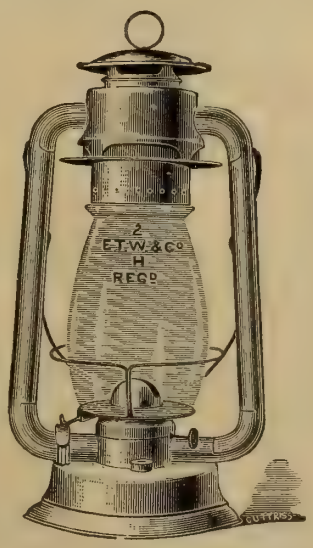
Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.



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COLD BLAST LANTERN

GET THE ORIGINAL.
We lead, others imitate.

E. T. WRIGHT & CO.,
Manufacturers, HAMILTON, ONT.

IDEAL

QUICK ADJUSTING
BOOT & SHOE
HOLDER

PAT JULY 1ST. 1902.

ALL METAL

Strong Neat Durable

The Canada Hardware Co.,
Limited
Wholesale Merchants
MONTREAL

DEERING COMPANY'S FACTORY AT HAMILTON.

Its Extent and Importance—Construction Being Actively Pushed.

THIS week a representaive of "Hardware and Metal" paid a visit to the new buildings of The Deering Division of The International Harvester Company, now in course of erection in Hamilton, Ont. It may be said, not even excepting the buildings now being erected for The Otis Elevator Company at the foot of Victoria avenue, that it is to the construction of the works of this company now under the hands of some of the best known contractors of the city of Hamilton, that the attention of the industrial Hamiltonians is chiefly directed. This enterprise may, indeed, well rouse their interest and enthusiasm, for it promises more employment, perhaps, for the laboring classes of the "Ambitious City" than any factory yet constructed.

The location of The Deering plant at the foot of Sherman ave., near the bay, was chosen chiefly on account of shipping facilities and for its proximity to the smelter and steel works of The Hamilton Iron and Steel Company, from whom, it is understood, The Deering Co. will derive much of the iron utilized in their factory. This latter company will greatly enlarge their capacity in the near future; in fact, they are already much pressed to produce the desired output and are making arrangements to add a new furnace to their steel factory in a couple of weeks.

The plant, comprising in all 15 acres, was annexed to the city, as Alderman Findlay, contractor for the roofing, etc., explained, by orders of the council, that the company might be granted exemption from taxes. No inducements, however, in the shape of bonuses, were offered. The facilities which Hamilton offered for the procuring of pig iron and other material was the chief attraction to the company.

The superintendent of the Canadian division of The Deering Company is Mr. B. A. Kennedy, while the superintending architect, is Mr. T. T. M. Brooks, both of Chicago. The latter paid a few days' visit to the works last week, but the main supervision is entrusted to the inspector, J. Zeitel, who, for 12 years, has been enaged in the services of The Deering Harvester Company. The local architect is E. P. Patterson, who has designed the buildings of many of the leading industrial concerns of Hamilton.

Operations on the buildings began on July 15, the necessary excavations being performed by John Dickinson & Son, who, when their contract is completed, will have removed approximately 15,000 cubic yards of earth at the charge of 35c. per cubic yard. Since that time about 375 men in all have been constantly employed at construction. Progress has been rapid and many of the chief buildings are much advanced. The roofing of the wood shop has commenced, while Stamp & Co. are already engaged in painting this building. On the grey iron building the iron trusses are now being hoisted up by a derrick and engine, to give support to the roofing. The factory is also well under way. The work of construction of the forge, situated between the grey iron building and the wood shop has just commenced, while preparations are being made for the erection of the malleable iron foundry. Operations for erecting the warehouse will commence next week.

The total number of buildings will be in the neighborhood of 20. The largest will be the malleable iron foundry, which will be three storeys high and 100 feet x 86 feet in dimensions. This foundry will contain 16 annealing ovens, of huge proportion, and like the grey iron foundry, is crowned by steel trusses furnished by The Hamilton Bridge Co., which afford ample provision for ventilation and lighting. Altogether there will be 66,000 lights, or 60 tons of glass in the building. The grey iron building, consisting of two storeys and a basement, will be 555 x 86 feet in dimensions, the wood room, 250 x 86 feet, the forge, 260 x 86 feet and the warehouse, 500 x 86 feet. On the south side of the grey iron factory is the cupola house, 56 x 36 feet, two-storeys in height, with steel and concrete arches, fire-proof, of course.

The heating of these buildings will be both by hot air and steam, the foundries being heated by steam and the factories and wood building by hot air. The fan employed in the case of the hot air in the winter time will be used for ventilation purposes during the summer. The company have their own sewage, which is composed of brick and constructed at the cost of $31,000.

A sub-station, 60 x 90 feet in dimensions, will be erected between the foundries for the generation of electric power. This will be, for the most part, transmitted from Decew Falls, although arrangements are being made to obtain 3,500 horse-power independent of this source. A pump-house, 60 x 90 feet in dimensions, containing six duplex pumps and ten boilers, will secure sufficient fire protection. This is, of course, to be located close to the bay.

The plumbing of the buildings is to be furnished by Purdy & Mansell, of Toronto, who closed the contract with the firm last week. The buildings will be provided with the automatic sprinkling system. The most up-to-date devices are utilized in every part of the construction.

It is estimated that 3,000,000 of brick will be required for the new buildings. George Webb, Hamilton, has the contract of the mason and brick work. For the carpenter work, furnished by Halliday and The Campbell Bros., over 3,000,000 feet of lumber will be necessary. This is supplied chiefly by McAllister & Thompson, of Hamilton. The roofing, supplied by Alderman Findlay, will be of about 1,000 squares of asbestos and about the same number of gravel roofing in addition to 300 squares of Carey's asphalt manganese roofing. The contract of painting and glazing of the malleable iron foundry is given to Peter Thompson, while Stamp & Co. have received the contract for the remaining buildings.

The machinery will be placed in the buildings as soon as they are closed in. Much of this will be derived from the company's factory in Brockville, which will now be transferred entirely to Hamilton. This means the loss to Brockville of employment for 250 men.

Already 2½ miles of railway are laid in the yards, and, when completed, the tracks will consist of about 10 miles of radial ways. Tracks will enter on both sides of the warehouse. Entrance will be afforded to both the T. H. & B. and Grand Trunk railway companies. A pier 1,200 feet in length will effect an opening to shipping transportation by water.

Although it will be long before all the buildings projected will be completed, Mr. Zeitel thinks that by March 1 the company will be able to employ between 1,000 and 1,200 men. This will probably mean the egress of many men to the east of the city, though the radial railway is not very far distant from the location of the plant.

THE "RADIANT SHELBY" LAMP

is the standard.

Produces 50 per cent. more useful light from the same amount of current, as compared with other lamps.

Highest Efficiency, Longest Life.

For sale by all prominent dealers in Electrical Supplies.

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HAMILTON, ONT.

WALTER GROSE, Montreal,
Selling Agent.

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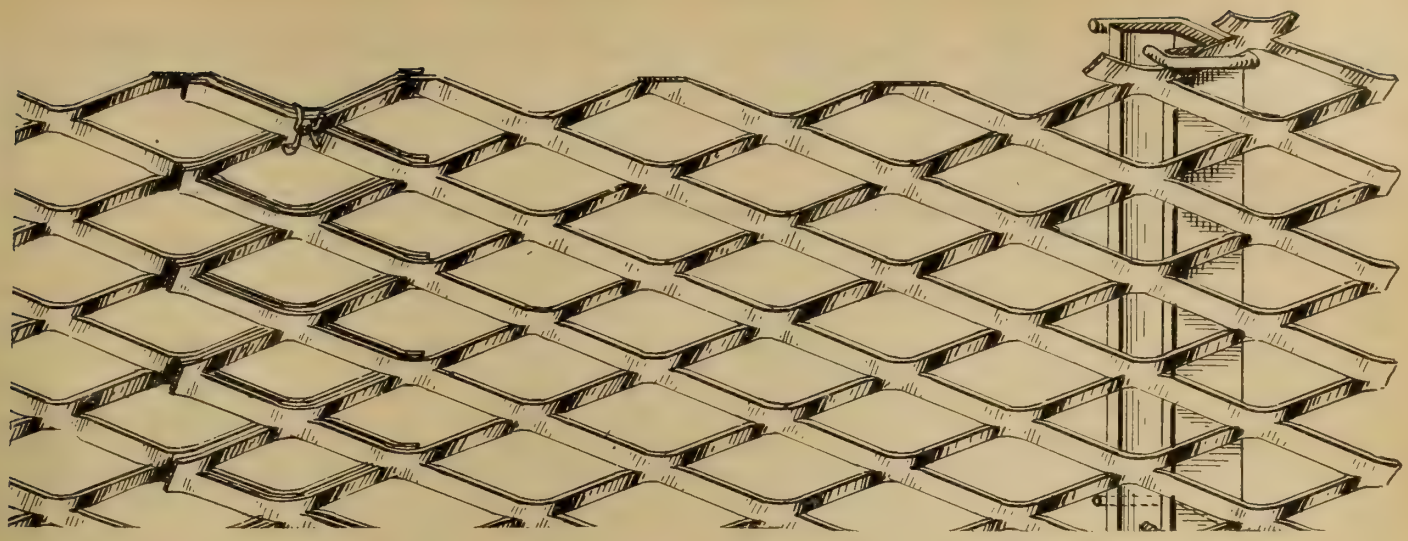

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Cheapest and Best in the Market

PERFECT KEY

Write for Prices and Discounts

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NIXON AND WINTERBOTTOM, Ltd.

MANUFACTURERS.

PYRAMID WORKS, SHEFFIELD, ENGLAND.

Registered Trade Mark.

Registered Trade Mark.

TABLE CUTLERY BUTCHERS' KNIVES & STEELS FARRIERS' KNIVES	ESTABLISHED 1861 TELEGRAMS "PYRAMIDS, SHEFFIELD."	BREAD KNIVES PUTTY, PALLETTE, SHOE & POTATO KNIVES

CASE CARVERS A SPECIALTY

Canadian Agents: W. L. HALDIMAND & SONS, St. Dizier Street, MONTREAL.

PAINT, OIL AND BRUSH TRADES

W. H. EVANS ON PURE AIR.

AT a recent meeting at the Windsor Hotel, Montreal, of the Canadian Railway Club, a paper was read by Mr. Cowan upon "Car-Cleaning." Mr. W. H. Evans, of The Canada Paint Co., made the following remarks which were well received by the members present, and will appeal to all who travel by rail:

Although I am proud to say I am a member of the "Canadian Railway Club," I am not exactly a railroadman, but, as an old commercial traveller:

> I've travelled about a bit in my time,
> And of cars I've been in a few.

As regards the outside of cars and painting, of course, I have very little to add to the interesting discussion. I must, however, congratulate Mr. Cowan on his valuable paper, and quite agree with him as to "what is worth doing at all is worth doing well," and Mr. Rosevear's remarks are also clearly to the point.

Leaving the discussion to you gentlemen, who are practical, I will, therefore, venture to speak in connection with the cleanliness and comfort of railroad cars. I do not think altogether that the stuffiness and mustiness of cars, to a great extent, is owing to the defective cleaning, but it is largely due, as Mr. Rosevear says, to the people who patronize the cars. I have seen passengers get on the steamers at Liverpool, who have perhaps come across the continent of Europe, and during their long journey have never had a bath. They land here, and perhaps proceed further without a bath. This is one class who are, perhaps, the victims of circumstances. They feel comfortable, like the Hottentots, in their coat of dirt and do not care to shed it. Coming nearer home there are cars, not far from Montreal (I won't mention one road or the other) really, to get into them about four o'clock in the morning is something like getting into the "Black Hole" of Calcutta, and the atmosphere is something fearful. I think, as Mr. Rosevear says, the lighting question should be a subject of debate, and that ventilation should also be a question for papers, because the feeling to-day is for air, and lots of it, and if cleanliness be next to godliness, a ride in a nice, sweet car should convey one to "the realms of bliss," and in the "poetry of motion." —(Hear! Hear!)

I think there is too much plush in the better class of coaches, that more leather or any sanitary covering of that type should be used. Wicker work and rattan should largely displace a great deal of velvet and fluffy furnishings, and that partitions and divisions, while very ornamental, should be done away with as far as practical, making cleanliness and disinfecting much easier, thus improving the ventilation and diminishing the number of "cozy corners" for the propagation of microbes, bacilli germs, and other bacteria of the times "too numerous to mention."—(Applause.)

TO FILL WALLS, ETC.

ACCORDING to an exchange some try to decorate newly plastered walls when they are so green that they cannot be done well with anything, though they may appear to be dry.

When rough or brown plaster, and especially that made without lime, has so much suction that it cannot be easily coated without first preparing, we advise using a filling prepared as follows:

Dissolve one-half pound sal soda in one-half gallon of hot water; when the soda is dissolved, add one-half gallon of genuine boiled linseed oil, stir well, then add to the mixture another gallon of warm water, and lastly to the whole mixture, one pint of good vinegar.

It is necessary to have the proportions right to keep the oil and water from separating, and to keep the oil from coming through the kalsomine. It will be seen that this preparation, ready for use, costs less than 15c. a gallon. It should be applied freely to rough walls, and should stand at least 12 hours, and longer, if convenient, before applying water color. It is also adapted for use on smooth walls with suction, but more especially for rough walls. It may also be used over kalsomine where one coat has been applied and did not produce good work.

A good coat of paint will stop a water stain as a rule; a heavy coat of good varnish is quicker; some have resorted to laying foil or gold leaf on small creosote stains.

TURPENTINE OPERATORS PLEASED.

The past year is regarded as having been very good for the turpentine operators of Mississippi, as both turpentine and rosin have maintained uniformly good prices—turpentine averaging 33c. per gallon and rosin $1.75 per barrel of 280 lb.

On the line of the Mobile, Jackson and Kansas City Railway, from Mobile to the present terminus at Wingate, there are 26 stills, each producing an average af 16 barrels of turpentine and 48 of rosin per day. The 26 distilleries make 416 barrels of turpentine a day, or 12,480 per month, a grand total of 99,840 barrels for the season. There is an average of 50 gallons to the barrel, so that the grand total for the 26 stills will this year easily foot up to 4,992,000 gallons. Turpentine has been steady at an average of 33c. per gallon all this season, so the cash consideration for this important product of the pine forests nets $1,647,360, or probably about $63,360 to each distiller.

There is a persistent story, as old as the distilling of turpentine, that the receipts from rosin pay the entire expenses of the naval stores manufactory. If this be true the gentlemen engaged in that business have enjoyed a profitable season; and if it be not the fact, they have made a profit entitling them to congratulations.—Paint, Oil and Drug Review.

HINTS AND SUGGESTIONS.

To take the yellow tinge out of white lead paint, add a very little prussian blue.

As a general thing the brushes are an index to the worth of the painter. The better the brush the better the painter.

The paint that for the longest time will put off the necessity of repainting is, in the nature of things, the best and most economical.

Linseed oil is a fatty, unctuous vegetable oil, and is said to be the most insoluble of all the oils; hence its use for preserving and in painting outside exposed surfaces.

Decoration is one of the greatest factors in the civilization of nations. In fact, there was no civilization nor any attempt by man to raise above mere animal life, until he became a decorator.

PAINT AND OIL MARKETS.

MONTREAL.

TURPENTINE and linseed oil again form the interesting features of the week, each article having been reduced in price another cent. There has been no change of great importance in the position of either the above staples, the growing abundance of supplies on this market, coupled with a demand that is of not much more than moderate proportions, being accountable for the drop in price. The movement in the general

John Bowman

HARDWARE & COAL CO.

LONDON, ONT.

WINDOW GLASS
WINDOW GLASS

We have just received by Steamer "Mexican" a **large consignment of Window Glass.**

Can ship all sizes promptly.
Prices right.

COLD WATER PAINT
INDELIBLO

Have you any customers who are always asking for a cheap paint and a good paint ? Have you any factories, elevators, sheds, alleyways, shafts; or customers who have; and do the cleaning up in the quiet winter season ? Put them on to **Indeliblo.** There's money in it for you, and no smell, dust, dirt or waste for them. Sanitary, washable, waterproof. White and colors.

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Makers

THE MURALO COMPANY, New Brighton, Borough of Richmond, New York

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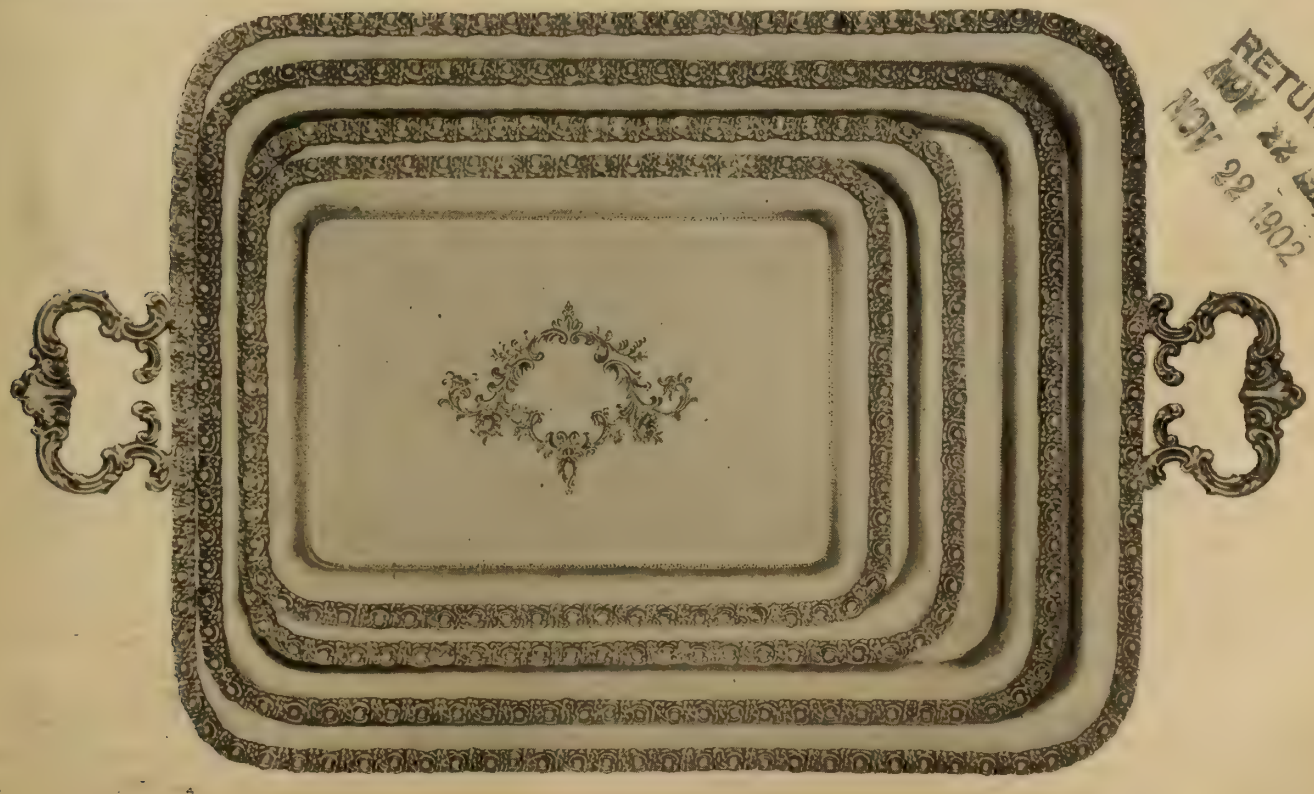
CHRISTMAS SILVERWARE Our line is very complete both in Novelties and Staples. Do not place your order until you see what w have to offer. If you have not a copy of our Catalogue write for it. Remember that we are strictly a Canadian Company, that our factory is equipped with the most up to-date Machinery, and our prices are right.



RETURNED NOV 22 1902

No. 1392. Waiters. Made in 11, 12, 15, 17 and 20 inches.

THE TORONTO SILVER PLATE CO., LIMITED, Factories and Salesrooms, King St. West, **TORONTO, CANADA.**
E. G. GOODERHAM, Managing Director.

list of paints, while not as brisk as that of the previous week, has, nevertheless, been quite satisfactory. Some jobbers have reduced prices on white lead, making the base price $4.75 in ton lots and $4.90 in less quantities. We quote :

GROUND WHITE LEAD.—Best brands, Government standard, $5.15 to $5.25 ; No. 1, $4.77½ to $4.87½ ; No. 2, $4.40 to $4.50 ; No. 3, $4.02½ to $4.12½ ; No. 4, $3.65 to $3.75, all f.o.b. Montreal. Terms, 4 months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5.25 in casks ; kegs, $5.50.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote : Bulk, in bbls., $1.90 per 100 lb.; bulk, in less quantity, $2.05 ; bladders, in bbls., $2.25 ; bladders, in 100 or 200-lb. kegs or boxes, $2.40 ; in tins, $2.55 to $2.65 ; in less than 100-lb. lots, $3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50 ; in 100-lb. kegs, $4.75 ; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25 ; kegs, $4.50, and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c. ; less quantities, 5½c.; flake litharge, casks, $5.25 ; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 66c.; boiled, 69c. In 5 to 9 bbls., 1c. less. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gal. advance.

TURPENTINE.—Single barrels, 76c.; 2 to 4 barrels, 75c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45 ; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.45 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PARIS GREEN.—Petroleum, bbls., 16¾c. per lb.; arsenic kegs, 17c.; 50 and 100-lb. drums, 17½c.; 25-lb. drums, 18c.; 1-lb. packages, 18½c.; ½-lb. packages, 20½c.; 1-lb. tins, 19½c.; ½-lb. tins, 21½c. f.o.b. Montreal. Terms : 3 per cent. 30 days, or four months from date of delivery.

TORONTO.

Business in paints and oils has been steady during the past week. Putty is moving very fast and the price is firm. There is no change to note as regards quotations. We quote :

WHITE LEAD.—Ex-Toronto, pure white lead, $5 to $5.25 ; No. 1, $4.62½ to $4.87½ ; No. 2, $4.25 to $4.50 ; No. 3, $3.87½ to $4.12½.; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards ; ½c. per lb. extra will be charged for 12½-lb. pkgs.; genuine dry white lead in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $5 to $5.12½ ; ditto, in kegs of 100 lb., $5.50 ; No. 1, in casks of 560 lb., $4 ; ditto, kegs of 100 lb., $4.50.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6 to $6.25 ; Lehigh, in casks, $6.00.

SHINGLE STAIN.—In 5-gallon lots, 60 to 75c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb. ; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35c.; in less than cases, 40c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35 ; white, $2.35 to $2.45 per gal. ; in less quantities, 10c. extra.

PUTTY.—Bladders, in barrels, $2.25 ; bladders, in 100-lb. kegs, $2.40 ; bulk in bbls., $1.90 ; bulk, less than bbls. and up to 100 lb., $2.05 ; bladders, bulk or tins, less than 100 lb., $2.90.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity ; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon ; No. 1, $1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 9 to 9½c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 67c.; boiled, 70c.; 3 to 5 bbls., raw, 66c.; boiled, 69c.; 6 to 9 bbls., raw, 64c.; boiled, 66c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 78c.; 2 to 4 bbls., 77c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

GASOLINE AND BENZINE.—We quote: Benzine, 18¾c. and gasoline, ordinary, 21¼c. and engine, 22¼c. f.o.b. Toronto.

WINDOW GLASS.

MONTREAL.

Wholesalers report a number of sorting-up orders this week, but the volume of business doing is not large. No quotable change has been made. Prices are as follows : First break, 50 ft., $2.10 ; second, $2.20 for 50 ft.; first break, 100 ft., $4 ; second break, $4.20 ; third break, $4.70 ; fourth break, $4.95.

TORONTO.

The market for glass has been exceptionally good during the past week, with prices about the same as last quoted. Quotations are : Under 26 in., $4.25 ; 26 to 40 in., $4.65 ; 41 to 50 in., $5.10 ; 51 to 60 in., $5.35 ; 61 to 70 in., $5.75 ; 71 to 80 in., $6.25 ; 81 to 85 in., $7 ; 86 to 90 in., $7.75. Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days. Discount, 15 per cent.

AFTER COMBER'S QUAIL.

Congratulations are due to Thomas Beattie, the well-known hardware dealer of Comber, Ont., for the excellent shooting done by him last week. The vicinity of Comber is one of the best quail districts in Ontario, and many are the local hunters of that delicious bird. Among them Mr. Beattie ranks high as a sportsman and good shot. On this occasion he surpassed himself, securing a large number of quail, which testified to his first-class markmanship, as well as to his activity while in the field.

ADDING TO THEIR PREMISES.

P. & F. Corbin, of New Britain, Conn., are making extensive changes in their plant in order to increase their output. They have just completed a large seven-storey, fireproof building to be used for general manufacturing purposes, and are now at work on a new foundry building, to be 60 ft. wide and 600 ft. long, located on their property on the annex adjacent to the tracks of the New York, New Haven and Hartford Railroad. It is expected that the building will be ready for occupancy by January 1, as the mason work is now practically completed. These improvements will necessitate the employment of 100 additional iron moulders, 70 brass moulders and 500 extra help in general manufacturing.

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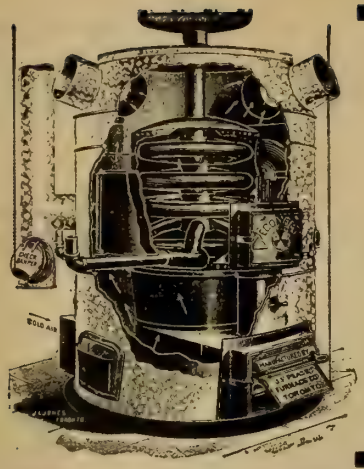


Combination Heating.

No system of heating will give better results than an **"ECONOMY"** Combination Heater installed with the accurate adjustment which our long experience enables us to guarantee.

We have a splendid new booklet on the Combination System. We know that you would be interested in it, and, on receipt of a post card, we will gladly mail you a copy.

J. F. Pease Furnace Co., Limited, Toronto.

Drumming For Trade—

The up-to-date hardware dealer will find that our specialties "make quite a noise," and produce excellent business.

In gas and electric fixtures we offer a line which is superior to anything on the market, not only as to variety and design, but wonderful value for the price.

In steam engineering specialties, such as Engineers' Clocks, Indicators, Steam Gauges, etc., the dealer carrying our line is always certain to command the most desirable trade.

The J.M.T. Steam Valve, too, is an ideal line to carry.

Its leadership is unquestioned. Over 1,000,000 of these valves are in use in all sections of the Dominion for steam, water, gas, ammonia, and sulphite.

Can we not talk to you?

The James Morrison Brass Mfg. Co., Limited,
TORONTO.

Made of

Extra Quality of Tin.

½ and 1 gallon sizes.

Made in Canada exclusively by

THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL, P.Q.

NOVA SCOTIA MARKETS.

Halifax, November 11, 1902.

FOR the last two weeks the hardwaremen report that they have been very busy, and that an unusually large amount of business has been done considering the season of the year when many lines are not specially available to increase trade. The dealers throughout the Province are buying largely, no doubt considering that the general prosperity of the country warrants them in doing so. Merchants along the shore ports have been placing large orders in time to secure the advantage of water carriage before winter comes on. The unusually fine weather for the season also tends to increase trade and lends facility to the movement of goods.

There is still a great demand for guns, ammunition and all kinds of sporting goods, from which the retailer who keeps a full line is reaping as much benefit as the wholesaler. There have also been good orders filled for skates, hockey sticks and other apparatus of the winter game, as well as the oval pigskin which the athletic youth delights to chase or carry over the field to the risk of life and limb.

Horse blankets, sleigh bells and robes, and other winter goods have been selling readily, both wholesale and retail. Lnmbermen's supplies also continue to be in good demand, more so than usual, as preparations are being made in all the big lumbering centres for a very heavy winter's work.

A general feeling prevails that there will be a continuation of the present activity. The general conditions in the country seem to give evidence of this. Payments for October were very well met, and showed, if anything, an improvement over the previous month. There is every indication that money will continue to be plentiful throughout the winter, and this fact gives confidence and a hopeful tone to business all around.

Builders' materials are still in very fair demand, and there will be considerable building operatlons carried on all winter if the weather is at all favorable. The building in the city of the big Citizens' Free Library, through the $75,000 gift of Andrew Carnegie, will create a big local demand in this line. It is expected that the work will be commenced at once—the site, which was the bete noir of the citizens—having been finally decided on.

The coal situation has created a heavy demand for stoves, stovepipes and fittings, and the dealers have been very busy supplying the demand for the last month, and will continue to be until the snow and frost comes. A representative of one of our largest stove foundries in Canada, in the city last week, stated that nearly every foundry is short—by hundreds of stoves—in filling their orders. The unusual activity of the dealers in the city bears out this statement. This is how the great coal strike has affected Canada.

The export from this port for the two weeks ending December 8 amounted to $367,066, appropriated as follows: West Indies, $99,600; United States, $134,955; Great Britain, $76,252; Newfoundland, $36,666; South America, $9,670; various foregn ports, $10,913. The amount for the corresponding period last year was $483,770.

R. C. H.

The immortal Shakespeare says,—
"the apparel oft proclaims the man."

The label *oft* proclaims the quality of the goods, but not always. For instance, take Decorators' Pure White Lead, one of the famous brands of the **Canada Paint Company.** It has a host of feeble imitators which are "dull, stale and unprofitable," but if the package bears the name of the **Canada Paint Company** it is genuine and may be purchased with every confidence. Another White Lead, the old-time painters' favorite at home and abroad, the "Elephant" genuine, is also innocent of all adulteration and, like the **Canada Paint Company's** Decorators' Pure, bears the following guarantee:

205 ST. JAMES STREET.

THE WHITE LEAD ASSOCIATION OF CANADA
GUARANTEED
PURE LEAD
AND OIL

MONTREAL.

CANADIAN STANDARD.

THE WHITE LEAD PAINT CONTAINED IN THIS PACKAGE IS GUARANTEED BY THE WHITE LEAD ASSOCIATION OF CANADA TO BE ABSOLUTELY PURE.

John Heyd

Accountant and Trustee,
Secy. of the Association.

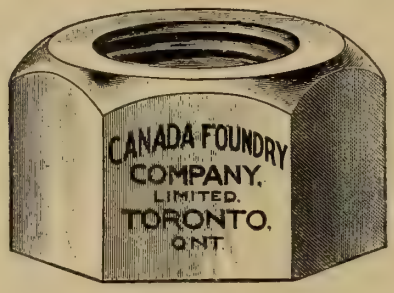
THE
CANADA PAINT COMPANY,
MONTREAL—TORONTO, Canada. **LIMITED.**

Send for our new Price List.

SPECIAL DISCOUNT TO THE TRADE.

Cold Pressed Nuts.

Square and Hexagon.



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Polished, Case-Hardened, Blued Cap Screws, Set Screws, Machine Screws, Coupling Bolts, Thumb Screws, and Special Milled Work.

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Telegraph, Telephone, Trolley and Transmission Lines.

Round, Square and Rectangular for Electrical Machines.

Brass Wire

of all kinds and for all purposes.

Plain Wire

Annealed,
Annealed and Oiled,
Tinned, Coppered,
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"Crescent" Hat and Coat Hooks, Poultry Netting,
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Galvanized Wire

Barb Wire, Plain Twist,
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MONTREAL AND TORONTO.

HEAD OFFICE New Coristine Building, St. Nicholas Street, **MONTREAL.**

Long Distance Phones to all Departments.

The P. R. Cumming Manufacturing Co.,

LIMITED.

NO. 22.

No. 33 (double blade) is similar in construction and finish.

Something New!

THIS is an entirely new style of mincing knife of our own design. The shank is a flat tinned steel band, drawn tightly into a groove encircling the handle, the blade being riveted between the ends. This construction does away with any hole in the handle, which consequently cannot split or come loose. The handle itself is stained and shellacked, the whole making the neatest and strongest mincing knife ever put on the market.

MADE ONLY BY **The P. R. Cumming Manufacturing Co., Limited, Clarksburg, Ont.**

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, November 14, 1902.

HARDWARE.

WHILE the demand for general hardware has not been up to that of last week, as some of the steamers have made their last trips to points reached by navigation, there is yet a heavy movement, particularly with those centres which must be reached by railway, and are in consequence in a hurry to secure their supplies during the last week of the low freight rates. Prices on screen doors and windows, for 1903, to Montreal or Ottawa, have been given out and will be found in another column of this issue. An advance was made last week in the price of screen wire cloth.

SPRING HINGES.—The new list for 1903 on spring hinges for screen doors is as follows: No. 20, $10.50 per gross; No. 5, $20; No. 10, $12.25; No. 120, $20; No. 50, $30; No. 51, $10.

BARB WIRE.—There is nothing doing in this line. The price is scarcely more than nominal at $2.90 per 100-lb. keg, f.o.b. Montreal and $2.55 f.o.b. Cleveland.

GALVANIZED WIRE.—The market continues very quiet and uninteresting. Our quotations are as follows: Nos. 6, 7 and 8 gauge, $3.20; No. 9, $2.55; No. 10, $3.30; No. 11, $3.40; No. 12, $2.70; No. 13, $2.80; No. 14, $3.80; No. 15, $4.30; No. 16, $4.55; No. 17, $4.95; No. 18. $5.20. In carlots, f. o. b. Cleveland, the prices are: No. 9, $2.15; No. 12, $2.30; No. 13, $2.40, not dutiable. No. 10. $2.20; No. 11, $2.25; No. 14, $2.50; No. 15, $2.95; No. 16, $3.05, dutiable. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—In this wire there is no change whatever. Quotations are: Bright and annealed, $2.60 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—There is very little doing. The discount on fine wire remains at 25 per cent., with the following net extras: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—There is not much demand at present and the market is quiet. Discount is 62½ per cent.

FENCE STAPLES.—There is no new phase in this market to report. Trade is dull. Galvanized staples aee quoted at $3.25 per 100-lb. keg; bright at $2.90 per 100-lb. keg. For 25 and 50-lb. packages, 25c. extra is charged.

WIRE NAILS.—A small amount of business has transpired on this market on a basis of $2.55 per keg, in small lots and $2.50 in carlots f.o.b. Montreal, London, Hamilton, Toronto, Gananoque, Brantford, Windsor, Ont., St. John and Halifax.

CUT NAILS.—Nothing of importance has occurred on this market, which rules quiet at $2.45 per keg in small lots and $2.40 in carlots.

HORSENAILS.—Since the last advance in the price of "New Countersunk" heads, no further change is reported. Other lines are unchanged as to price. The movement continues active. We quote: "C" brand, 40, 10 and 7½ per cent. off; on "M" brand, "Oval," 57½ per cent.; "New City," 57½ per cent.; "New Countersunk," 65 per cent.

HORSESHOES.—These are still in good demand and a lively business is in progress at unchanged prices. We quote as follows: Iron shoes, light and medium, pattern, No. 2 and larger, $3.35; No. 1 and smaller, $3.60; snow pattern, No. 2 and larger, $3.60; No. 1 and smaller, $3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; feather-

Nickel-Plated Tea Kettles

THE "CLIMAX."

THE "PERFECTION"

The "CLIMAX"

is an extra heavy kettle—made of 18-oz. copper throughout. Has double-seamed **SPOUT.** Is finished with an extra coat of nickel and highly polished.

Made in two sizes, Nos. 8 and 9.

Not the cheapest but certainly the best Tea Kettle on the market.

The "PERFECTION"

is a high grade nickel-plated kettle. Has double-seamed **SPOUT** and seamless body.

Made in 7 sizes with flat bottoms. 3 sizes with pit bottoms.

The "Perfection" is splendid value, and a rapid seller as a medium-priced, high-grade kettle.

Each kettle carefully packed in a cardboard box.

The McCLARY MANUFACTURING CO.,

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

ENGLISH
GERMAN
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} PORTLAND CEMENTS.

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31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .
Salt Glazed Vitrified
SEWER PIPE
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THE CANADIAN SEWER PIPE CO.
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CHARCOAL PIG IRON
BRAND "DESERONTO."
Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"
BRAND
Foundry Pig Iron.
Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.
Write for Prices to Sales Agents
Drummond, McCall & Co.
or to MONTREAL, QUE.
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

weight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra. F.o.b. Montreal only.

RIVETS AND BURRS.—Business in rivets and burrs is of a quiet nature at present and there is no new feature to note. The discounts are as follows: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS.—Trade continues quiet and the prices are unchanged all round. We quote: Norway carriage bolts, 55 per cent.; common, 50 per cent; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼c. per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

SCREWS.—A few orders have been received this week for small lots, but the volume of business doing is small. The discounts are quoted as follows: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—No further change in price is reported since the reduction of Thursday last. The inquiry is still somewhat light. We quote Manila, 14c.; British manila, 12c.; sisal, 12c. and lathyarn 11c.

BUILDING PAPER.—Jobbers report business fair considering the time of the year. Orders, however, are chiefly confined to small quantities. We quote: Tarred felt, $1.70 per 100 lb.; 2-ply, ready roofing, 85c. per roll; 3-ply, $1.10 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O K and I X L, 65c. per roll; heavy straw sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—This has been advanced 2½c. and is now quoted at $1.40 per 100 square feet. The market is dull.

POULTRY NETTING.—There is no change and the market is quiet. We quote: English or Canadian netting, for 1903 delivery, as follows: 60 per cent. off on 2 x 2 mesh, 19 wire, and 50 per cent. off on 2 x 2 mesh, for heavier.

HARVEST TOOLS.—Trade is very quiet. The discount for 1903 is 60 and 10 per cent. off.

FIREBRICKS.—These are still moving somewhat slowly. No quotable change is reported. We quote: English, $16 to $21 and Scotch, $17 to $22 per 1,000.

CEMENT.—Some improvement is noted in the demand this week and the market is fairly active and steady. We quote as follows: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per barrel ex-wharf, and American, $2.10 to $2.20 ex-cars.

SKATES.—There is a good demand and an active trade is doing. We quote as follows: Halifax pattern, 36c. per pair;

A. C. LESLIE & CO.
HEADQUARTERS FOR
IRON, STEEL and METALS
BEST BRANDS AT LOW PRICES TO WHOLESALE BUYERS.
SANDERSON'S STEEL IN STOCK.
509-512 Merchants Bank Building, MONTREAL.

WELL-MADE PUMPS
McDougall Pumps
are well made, out of the very best material, and by skilled workmen.
The dealer need have no hesitation in selling McDOUGALL PUMPS, for they are the best to be had, and, if after a fair trial they do not give satisfaction, we will take them back and refund the money.

THE R McDougall Co., Limited
GALT, ONT.
"Quality the Best, Prices Right."

Pig Tin.
"Boustead & Co's" Penang
"Straits"
"Lamb and Flag"
Copper —"Lake" —"MA"
Galvanized Sheets.
ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
OPEN HEARTH STEEL

Suits Everybody.

THIS IS WHAT

Elastilite Varnish

DOES.

It suits the dealer, because it always satisfies the customer, and, being a Registered Brand, it does not come into competition with ordinary makes of Varnish, thus protecting your profit.

In tins only from ½-pint to 1 gallon.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED

Toronto, Ontario, Canada.

Canadian Agents for Buehne's "Red, White and Blue" Brand Steel Wool.

Not "How Cheap" But "How Good"

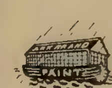
(OUR MOTTO)

That is the proposition facing the paint dealer who looks to the future and expects to establish a reputation. The problem is solved in

"Ark Brand" Paint.

It is not a cheap (and poor) paint, but it is as good as our experience has enabled us to make. It is based on the proper proportions, Zinc, Lead and Linseed Oil, and is better and more economical than any Strictly Pure White Lead ever produced. You owe it to yourself to stock "Ark Brand" Paint.

FREE—OUR PRACTICAL BOOKLET: "PAINT AND HOW TO USE IT."



Manufactured by

THE FRANCIS-FROST Co. Limited

TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler.

nickel-plated, 65c.; ladies' nickel-plated, 60c.; ladies' concave nickel-plated, $1.35 plain hockey, 27c. to $1.35; nickel-plated hockey, 60c. to $2.50; double-end hockey, $1.50 to $3. Skate straps, 35c. to $1.35.

HOCKEY STICKS.—Along with skates there is a brisk trade doing in hockey sticks. Quotations follow: Best second-growth, goal keepers', $4.20 per dozen; ash, $2.90; elm, $2.25; boys' elm, $1.10; common, 90c. Regulation pucks, $1.50 per dozen.

SNOW SHOVELS.—Business continues fairly satisfactory in this line., and our quotations are as follows: "Habitant," $2.25 to $2.40; "Victor," 30 per cent. off; steel railroad shovels, 48 and 5 per cent. off.

FIRE SHOVELS.—These are still moving out rapidly. The prices are unchanged. Quotations are as follows: No. 70, $38\frac{1}{2}$ to 40c. per dozen; No. 55, 55 to 60c.; No. 57, $82\frac{1}{2}$ to 90c.; No. 60. $82\frac{1}{2}$ to 90c.; No. 65, 1.37\frac{1}{2}$ to $1.45; No. 80, 50 to 55c.; "Duplex," No. 7, $1.21; No. 9, $1.52; No. 11, $1.82.

LANTERNS.—There is a good demand for lanterns of all descriptions. We quote: Tilt, lift, or hinge, No. 0, $4 per dozen; Cold Blast, $7 per dozen; dashboard, No. 0, $5.75 per dozen; cold-blast dashboard, $9 per dozen. Extras are as follows: Japanning, 50c. per dozen; copper-plating cold blast, $2 per dozen. The prices quoted are f.o.b. London, Hamilton, Toronto, Belleville, Kingston and Montreal.

METALS.

No actual change in prices has been reported this week, although the position of bar iron has become stronger and some dealers are anticipating an advance. Tinplates on the American market are to be reduced 10 per cent. on December 1. Nothing of note has been learned during the week from the English market for tinplates, which is considered steady. There is still a great demand for all structural materials for buildings and bridges, and although facilities are increasing for the more prompt supply of such lines, there is no easing off to be seen in the market.

BAR IRON.—This is in good demand and as supplies are none too large, dealers are looking for an advance. The market is now very firm at the following prices: Merchants' bar, $1.95; horseshoe iron, $2.20 and extra refined, $2.35.

BLACK SHEETS.—There is no change in the situation. A fair trade is passing. We quote: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50 and 8 to 20 gauge, $2.50.

GALVANIZED IRON.—The demand for galvanized iron is fair and a moderate trade is doing at the following prices: No. 28, Queen's Head, $4.40; Apollo, $10\frac{3}{4}$ oz., $4.40; Fleur de Lis, $4.15; Comet, $4.25 and "Bell" brand, $4.30. For less than case lots, 10c. extra is charged.

SOIL PIPE AND FITTINGS.—There is not much doing. Quotations are: Light soil pipe, 3 to 6 inch, 50 per cent., medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8-inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.; extra heavy fittings, 8-inch, 45 per cent.

PIG TIN.—This metal retains all its firmness, though no actual change in the prices is reported. We quote: Summerlee, $22.50 to $23.50, on wharf, exclusive of handling.

INGOT COPPER.—There is no change. We quote 13c. per lb.

INGOT TIN.—Tin continues quiet on this market. Straits tin sells at 28 to 29c.

PIG LEAD.—There is only a small amount of business doing in this line. The price in carlots is $2.90, and in less quantities, $3.25.

LEAD PIPE.—Business continues fairly good. No change in prices has been made. Composition and waste sell at 8c. and ordinary at 7c. The discount is $37\frac{1}{2}$ per cent.

IRON PIPE.—Prices on iron pipe are firm, owing to some shortage in supplies. This condition is likely to prevail until the end of the month. Quotations are now as follows: Standard pipe, per 100 feet, in lengths under 19 feet: Black, $\frac{1}{4}$, $2.40; $\frac{3}{8}$, $2.65; $\frac{1}{2}$, $2.85; $\frac{3}{4}$, $3.65; 1-in., $5.20; $1\frac{1}{4}$, $7.35; $1\frac{1}{2}$, $8.95; 2-in., $12.55. Galvanized, $\frac{1}{4}$, $3.20; $\frac{3}{8}$, $3.15; $\frac{1}{2}$, $3.85; $\frac{3}{4}$, $5; 1-in., $7.20; $1\frac{1}{4}$, $10.05; $1\frac{1}{2}$, $12.20; 2-in., $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, $\frac{1}{2}$, $4.20; $\frac{3}{4}$, $5.25; 1-in., $7.55; $1\frac{1}{4}$, $10.55; $1\frac{1}{2}$, $12.75; 2-in., $17.60. Galvanized, $\frac{1}{2}$, $5.20; $\frac{3}{4}$, $6.65; 1-in., $9.55; $1\frac{1}{4}$, $13.25; $1\frac{1}{2}$, $16; 2-in., $21.90. For threads and couplings 5 per cent. is added.

TINPLATES.—There has been no change on the local market. Jobbers report a fair demand. Charcoal tinplates are quoted at $4.75 to $5.25 and cokes, $4.25.

STEEL.—The market is quiet and unchanged as to price. We quote: Sleigh-

shoe, $2.05; tire, $2.20; bar, $2.05; spring, $2.85; reeled machinery, $2.75; toecalk, $2.70.

SHEET STEEL.—No change has been made and trade is quiet. We quote: Nos. 10 to 20, $2.50; 3-16, $2.50; ¼, 5-16 and ⅜, $2.40.

TOOL STEEL.—A few fair-sized orders have been received this week, but in general the market is quiet. We quote: Black Diamond, 8c.; Sanderson's, 8 to 12c., according to grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 8 to 15c.; "Air Hardening," 45 to 60c.

CANADA PLATES.—There is a fair demand. No new feature has developed. We now quote: 52s, $2.70 to $2.80; 60s, $2.85 to $2.90; 75's, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized, 60's, $4.45 to $4.55.

TERNE PLATES.—Business is still quiet. The price is $7.50.

COIL CHAIN.—There is not much doing. No change has been made in the prices. We quote $5.85 to $6.25.

ANTIMONY.—We quote 10c.

ZINC SPELTER.—The market is quiet. We quote 5c.

SOLDER.—As usual, there is a steady demand for solder, and a good movement is reported at unchanged prices. We quote: Bar solder, 20c. and wire solder, 18c. per lb.

SCRAP METALS.

No change whatever has occurred in the prices of scrap materials during the week. The demand for machinery iron is still very good, and prices remain firm as quoted. Other lines are comparatively quiet. Our quotations are as follows: Heavy copper and wire, 10c. per lb.; light copper, 8c.; heavy red brass, 10c.; heavy yellow, 8¾c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½c.; iron, No. 1, wrought, $15; No. 2, $7 per ton; machinery scrap, $16; stove plate, $12; malleable and steel, $5; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6¼ to 6½c. per lb.

HIDES.

Beef hides have gone down 1c. all round since our last report. Other lines are unchanged and the market is not particularly active. We quote: No. 1 hides, 9c.; No. 2, 8c.; No. 3, 7c. Calfskins, 8 to 10c.; lambskins, 60c.

MONTREAL NOTES

The prices on screen doors and windows and spring hinges for same for 1903 are out.

IMPROVED BUILDING MATERIALS.

All the newest and most effective ideas are embodied in our metallic goods.

The points that make for convenience in handling—for long duration—for most efficient service.

The points that make fully satisfied customers. Isn't it to your own interest to sell the goods that never require an after apology or explanation? Consult our catalogue for full information about our metallic

CEILINGS, CORNICES, LATHING,
SHINGLES, SKY LIGHTS, CORRUGATED IRON,
SIDINGS, VENTILATORS, FINIALS.

And other goods for all kinds of architectural purposes.

Metallic Roofing Co., Limited

Wholesale Manufacturers,

TORONTO. MONTREAL. WINNIPEG.

ONTARIO MARKETS.

Toronto, November 14, 1902.

HARDWARE.

THE demand for all fall lines of hardware has been well maintained. Some of the boats have already started on their last trip to the upper lakes before the close of navigation, and jobbers are very busy trying to rush off as many orders as they can by the remaining boats. Rope has been reduced in price to meet the lower prices made by some English and Scotch manufacturers, who are endeavoring to find a market for the article in this country. The decline is 1c. on pure and British manila, and ½c. per lb. on sisal and single and double lathyarn. To meet the cut in the prices of wire made by the United States Steel and Wire Association last week, the prices of barb wire staples have been reduced for Canada and the new prices are $2.80 per 100 lb. for bright staples in 100-lb. kegs, with 25c. extra in 25 and 50-lb. boxes, and 20c. extra per keg for galvanized staples.

BARB WIRE.—No barb wire is being sold for immediate delivery, but the retail trade are buying quite a quantity for spring shipment at present prices. We quote as follows: $2.67½ from Cleveland and 12½c. less in carlots. From stock, Toronto, $2.90.

GALVANIZED WIRE.—There is nothing doing in galvanized wire. Quotations follow: Nos. 6, 7 and 8, $3.20 per 100 lb.; No. 9, $2.55; No. 10, $3.30; No. 11, $3.40; No. 12, $2.70; No. 13, $2.80; No. 14, $3.80; No. 15, $4.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots and 12½c. less for carlots of 15 tons.

FINE STEEL WIRE.—Business in this line continues quiet. The discount is still 25 per cent.

SMOOTH STEEL WIRE.—There is not much demand for this line and prices are unchanged. We quote $2.60 per 100 lb. Oiling, 10c.; coppering, 60c. and tinning, $2 per 100 lb. extra. Shipping points Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS.—Trade in wire nails is keeping up well. We quote base price as follaws: $2.50 in carlots and $2.55 for less quantities. The shipping points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—These are fairly active and unchanged in price. We quote base price at $2.50 per keg and 10c. less for carlots.

HORSE NAILS.—There is still a good trade for horse nails, and the discounts are now as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "M" brand, 50, 10 and 5 per cent.; "Monarch," 60 2-3 per cent.; "Countersunk" head, 60 per cent.

HORSESHOES.—These keep fairly active and the prices are unchanged. We quote: Iron shoes, No. 2 and larger, light, medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—The demand for screws, though not as great as it was, is still heavy and the market keeps bare of supplies. We quote the discounts as follows: Flat head bright, 87½ and 10 per cent. discount; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent. and flat head bronze, 70 per cent.

RIVETS AND BURRS.—These are still in good demand and scarce. The prices are unchanged. We quote the discounts as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—The demand for bolts and nuts is, if anything, a little better than it was, but there is still a scarcity of them on the local market. We quote: Carriage bolts, common $1.00 list), 50 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3.00 list), 55 and 10 per cent.; machine bolts, all sizes, 50 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—Manufacturers of spades and shovels are still finding it difficult to keep jobbers supplied with sufficient stocks to meet the demand. The discount is 40 and 5 per cent.

ROPE.—There is still a good demand for rope. The prices of pure and British manila have been reduced 1c. and of sisal and single and double lathyarn, ½c,

owing to offerings being made on the Canadian market of Scotch and English rope at lower prices than were ruling previous to this decline. We quote: Pure manila, 14c.; British manila, 12c.; sisal, 12c.; lathyarn, single, 11c. and double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per dozen.

HARVEST TOOLS.—These are quiet. The discount is 60 and 60 and 10 per cent.

LAWN MOWERS.—No trade is as yet being done in lawn mowers. Quotations are as follows: Woodyatt, 12-inch wheels, $7.50; Star, 12-inch wheels, $5.50; Daisy, 12-inch wheels, $4.90; Philadelphia, 10-inch wheels, $6; Ontario, 10-inch wheels, $12.75. The other sizes are in proportion. The discount is 50 per cent.

GREEN WIRE CLOTH.—This is quiet and the prices are unchanged at $1.40 per 100 square feet.

EAVETROUGHING, ETC.—There is still a considerable quantity of eavetroughing going out to various parts of the country. We quote: Eavetroughing, 10-in., per 100 ft., $3.10; conductor pipe, 2-in., per 100 ft., $3; 3-in., $4; 4-in., $5.25; 5-in., $6.75 and 6-in., $9.

CUTLERY.—Trade in cutlery is becoming active and will continue so till Christmas.

BUILDING PAPER.—There is still a good sorting trade in building paper of all kinds. The prices are unchanged. We quote: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c .per roll; tarred fibre, 60c. per roll.

ASH SIFTERS.—These are still active and scarce. The quotations are unchanged at $13.20 per gross.

TINWARE AND ENAMELLED WARE.—A good demand keeps up for the full lines of tinware, such as stoveboards, stovepipes, stove furniture, etc. Lanterns are also active.

STOVES AND RANGES.—The demand for these keeps up well.

SCREEN DOORS, ETC.—There is nothing doing at present in screen doors and windows. We quote: Screen doors, common, 2 or 3 panel, walnut stained, 3-in. style, $6.60; stained, yellow or green, $6.80; in natural colors, oil finish, $8.15; 4 in. style, 20c. per dozen extra.

CEMENT.—There are no new orders being taken for cement, and as the weather continues favorable for outside work the manufacturers are busy on outstanding contracts. We quote: Canadian Portland, $2.80 to $3.20; hydraulic, $1.35 per bbl. At the works the prices are $2.50 to $2.70 per bbl.

METALS.

The general market for metals keeps steady with no very heavy demand for anything. There is a large amount of material being delivered at present on the orders which were booked during the past spring and summer. The tin market outside was rather uncertain, being weak and strong by turns. Copper was dull with little business reported and few inquiries, excepting for small parcels, but in iron and steel, trade and industry are making steady progress.

PIG IRON.—The pig iron market continues strong and active. We quote: $23 for No. 1 and $22.50 for No. 2 at the Canadian furnaces. On track, Toronto, No. 2 Summerlee is quoted at $23.

STEEL BOILER PLATES.—A good, steady demand keeps up for steel boiler plates. The mills are reported sold up till April. The price is $1.80 per 100 lb. in carlots.

STEEL RAILS.—The prices are unchanged at $30 per ton for those for steam railways and $36 per ton for those for electric railways.

TOOL STEEL.—There is a good, heavy demand for this steel and the prices are firmly maintained. Quotations follow: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 8 to 15c.; ditto, "Air Hardening," 30 to 50c.; Chas. Leonards', 8 to 9c.; Park's "Silver," 12 to 14c.; Park's Special, 15 to 20c.

MILD STEEL.—The heavy demand for mild steel continues and the article is scarce. We quote $2.50 to $3 per 100 lb. f.o.b. Toronto.

BOILER TUBES.—There is a heavy trade doing in boiler tubes.

SPRING STEEL.—This metal is in active demand. The prices are strong at $3 to $3.50 on track, Toronto.

BAR IRON.—A heavy demand is reported for bar iron and the prices are strong and unchanged. Quotations are: $2.05 up base. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb., 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS.—These are in fair demand at present and the prices are unchanged. We quote: Common, $3.15 for 28 gauge, and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—These are in good, steady demand, the colder weather having had the effect of increasing sales. We quote: All dull,, $2.90 to $3; half-polished, $2.85 to $3.10; all bright, $3.75 to $3.85.

GALVANIZED SHEETS.—There is a steady call for galvanized sheets. We quote as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 29 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—A moderate business is being done in tin. We quote $31 to $32 per 100 lb.

TINPLATES.—These are rather quiet. We quote: Charcoal, $4.75 to $5 and cokes, $4.25 per box.

COPPER.—There is very little being done in copper at present. Prices are as follows: Ingot copper, $13 per 100 lb. and sheet copper, $22 to $23.

BRASS.—This metal is unchanged. The discount is 15 per cent.

LEAD.—There is very little demand for lead. The prices are unchanged at $3.50 for pig lead and $3.75 per 100 ft. for bar.

IRON PIPE.—There is a good demand for iron pipe with a scarcity of stock, the mills being still behind with their orders. Quotations are as follows per 100 feet: ¼-inch, $2.40; ⅜-inch, $2.65; ½-inch, $2.85; ¾-inch, $3.65; 1-inch, $5.20; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; galvanized, 1-inch, $7.20. Trade discount is 4 per cent. for carlots.

ZINC SPELTER.—The market is dull. The price is 5 to 6c. per lb.

ZINC SHEETS.—A fair amount of business in small lots is doing in zinc sheets. We quote: Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER.—This metal continues in active demand.

ANTIMONY.—A moderate demand is reported for antimony. We quote $9 per 100 lb.

PETROLEUM.

Business in oils is very brisk with a slight increase in crude and possibilities of an advance in refined in the course of a few days. We quote as follows:

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL

COVERT MFG. CO.
West Troy, N.Y
Steel Carriage and Wagon Jacks,
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICES.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

Don't Forget the Name. . .
NEWMAN'S INVINCIBLE FLOOR SPRINGS
Strong, Quick, Reliable, Effective.
Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.
W. NEWMAN & SONS, Birmingham.

Oneida Community Goods
HALTERS, COW TIES SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT.

..A..
STANDARD.
The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.

Dundas Axe Works, Dundas, Ont.
W.L. Haldimand, Jr., Eastern Agent, Montreal.

Lily White, Canadian, 15 to 15½c. in bbls.; Silver Light, Canadian, 16½ to 17c. in bbls.; Crystal Spray, water white, American, 18 to 18½c. in bbls.; Pennoline, best American imported, 19½ to 20c. in bbls. In bulk, 2c. per gallon less.

HIDES, SKINS AND WOOL.

HIDES.—The demand for hides is still moderate and the prices are unchanged. Quotations are as follows: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8½ to 9c. per lb.

SKINS.—The demand is principally for calfskins. Our quotations are as follows: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do, 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings and lambskins, 60c.

WOOL.—There is little doing in the wool market. The quotations are steady at 13½c. for fleece and 7½c. for unwashed wool.

TALLOW.—Prices of tallow are weak at 6¼ to 7c. per lb.

SEEDS.

Local competition is forcing up the prices of alsike rather higher than the export market would warrant, so that the market here is rather nervous. The present quotations are $7 to $7.60 per 100 lb. for prime to choice seed. The prices for red clover are $6.25 to $6.60 per bushel outside, and timothy is quoted at $1.50 to $1.75.

COAL.

There is considerable coal being shipped to Toronto by boat, and it will continue so as long as navigation remains open. Hard coal is quoted at $8 per ton and soft coal at the international bridges is $6 per ton.

OLD MATERIAL.

The old material market is very busy. In fact, nearly all dealers have more work than they can attend to. The prices remain about the same as a week ago, and our quotations are as follows: Heavy copper and wire, 10c. per lb.; light copper, 8 to 8½c.; heavy red brass, 9½c.; heavy yellow brass, 8 to 8½c.; light brass, 5 to 5½c.; lead, 2 to 2¼c.; scrap zinc, 3c.; iron, No. 1 wrought, $13.00 per net ton; No. 2 wrought, $4.50; machinery cast scrap, $14 to $15; stove plate, $10; malleable and steel, $6 to $6.50; old rubbers, 6½c. per lb. and country mixed rags, 50c. per 100 lb.

MARKET NOTES.

The prices of barb wire staples have been reduced.

The prices of pure and British manila rope have declined 1c. and both sisal and single and double lathyarn rope have declined ½c.

A LOT OF ELEY'S SHELLS.

H. S. Howland, Sons & Co. have just received a large shipment of Eley's loaded shells. The demand for Eley's goods this season has been much greater than the supply, so that dealers who at present are short will be glad to have a chance to assort their stock again this season. See the advertisement of this firm as to the sizes and kinds they have now in stock on another page of HARDWARE AND METAL.

"GLOBE" BRAND FILES AND RASPS

ARE MANUFACTURED BY THE

Nicholson File Co.

at their Dominion Works, PORT HOPE,

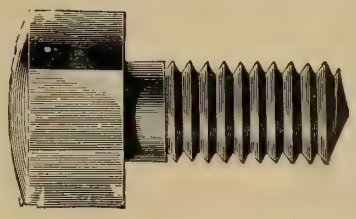
by experienced workmen, from the highest grade of steel.

Every File Carefully Tested and Fully Warranted

Files and Rasps for all purposes supplied in this well-known brand.

FOR SALE BY:

Caverhill, Learmont & Co.,	Montreal.	Wm. Doyle, - - -	Quebec.
Frothingham & Workman,	Montreal.	Rice Lewis & Son, - -	Toronto.
L. H. Hebert, - -	Montreal.	Aikenhead Hardware, Limited,	Toronto.
N. Lemieux & Sons, -	Quebec.	Hobbs Hardware Co., -	London.
H. & J. Young, - -	Quebec.	D. H. Howden & Co., -	London.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

FOR SALE.

AN OPENING. BEST AND MOST SUCCESSful hardware business in first-class Western Ontario town, 2,500 population. Agricultural district equal to any in Canada. Good live stock, value over $4,000. Proprietor going into manufacturing. Splendid opportunity, must sell quick. Address "Hardware," care London Fence Machine Company, London, Ontario. (tf)

BUSINESS WANTED.

MANUFACTURING BUSINESS FOR VICTOR and Richard Forster. Address B. FORSTER, (44-3) Elora, Ont

The Grey and Bruce Portland Cement Company of Shallow Lake, Limited,

Manufacturers of

"HERCULES" BRAND OF

Portland Cement

Unsurpassed for Sidewalks, Floors, and all work requiring the Highest Grade of Portland Cement.

HEAD OFFICE: OWEN SOUND.

A BIG CONTRACT.

Mackenzie, Mann & Co. have just closed a contract with Gerald Lomer, Montreal, acting on behalf of German makers, for about 40,000 tons of steel rails and fastenings for their requirements on the Canadian Northern and their Nova Scotia roads. The competition was very keen for this contract, which is approximately the largest ever placed at one time in Canada.

Other contracts for very large quantities of steel rails have recently been placed by the Grand Trunk and Canadian Pacific Railways, the latter including a large contract for shipment round the Horn to Vancouver. German makers are also doing a very large business in steel rails, through their Canadian agency, to Mexico and Central America, also to Gulf ports in the United States. At the same time, it is stated that the German State railways are now arranging the relaying of their roads with heavier rails, which will undoubtedly soon put a stop to the possibility of further export business.

Marshall Smith, general merchant and hotelkeeper, Ladner, B.C., is advertising his hotel for rent.

THE CARE OF STOCK.

By A. Welsh Briton.

IN the organization of any industry there must be a system upon which to work so as to obtain the greatest amount of production or distribution with the least amount of labor, whether it be in the small departmental store of a remote village, or a large wholesale hardware establishment in the biggest city. It is necessary in each, if order is to be maintained and progress made, that some person be in charge of the stock and responsible for its good order. Where the keeping of stock is left to everybody, then, as in most cases, the stock is never kept in an orderly manner.

In a well-regulated retail hardware store, each clerk should have his duties to perform when not attending to customers; one to arrange and dress the windows, show-cases, etc., invariably the one to perform such work shows some ability in art, or be of a novel turn of mind, with some knowledge and judgment of seasonable wares. Another should be given charge of the stock, to see that all the shelves are properly filled and classified, to note in the want book as stock becomes low, to bring forward seasonable goods, and put away, nicely cleaned and papered, out-of-season stock, ready whenever required for future sale.

The stock-keeper should have a good memory and be able quickly to locate his wares, to have a place for everything, and no goods of a different class or kind to be placed behind other stock. Sales are often lost by the failure of clerks not following this plan. They discover too late, after the departure of their would-be customer, that they have the very article in stock required. This can be avoided by having one of the clerks made stock-keeper, and instead of the employer throwing away "Hardware and Metal" when through with it, he should give the clerks in turn a copy, and note the ones who take an interest in their work. He will be the one interested in his hardware paper.

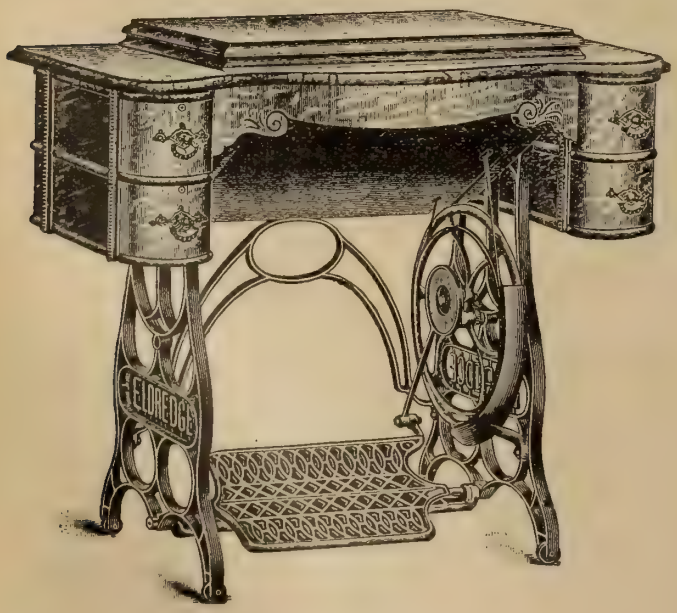
What is true of the retail store is more so of the wholesale house. You have in wholesale hardware establishments in Canada millions of dollars worth of stock, which by injudicious stock-keeping could easily depreciate if improperly kept. A good stock-keeper is the buyer's right hand and a big help to the clerks who put up orders; he also draws the attention of the travellers when they return from their trips that a certain line ought to be pushed, so that as far as possible, very little, if any, should be carried over.

The stock-keeper should be like the buyer, well ahead of his time, in keeping his stock before the visitors to the sample-room, and, above all, he should stop the senseless breaking open of original packages by clerks who are too lazy to properly open and tie up a package when putting up orders. Classification of stock is adopted by most wholesale houses, but very few handle their stock in such a manner that the youngest novitiate to the hardware business could pick out a certain package immediately.

The system adopted by most English and American houses is to shelve the stock by classification. The classified goods would run in consecutive numbers, or alphabetical order, e.g., locks designated by numerals would begin on the left with the lowest number and proceed to the right; those by letters would be carried in alphabetical order. B would naturally follow A, as No. 3,800 would precede No. 4,000, so if the stock of locks No. 3,950 were out it would show a vacant space between the former numbers, and the clerk putting up orders would waste no time by further search after a line "out of," but the indiscriminate placing of stock upon shelves when classified causes confusion when not arranged as suggested.

Next in importance is the assistance the stock-keeper should be to the buyer. One well versed in his stock is able quickly to hand the buyer a list of goods in stock in any particular line, who, in turn, immediately sees the requirements and keeps ahead accordingly with his regular lines. His seasonsable goods should be in stock at least two or three months before the season's requirements, first sending out his last season's goods; by so doing his stock is always in good shape. A stock-keeper, prompt and methodical, makes stocktaking at the end of the year a pleasure.

The Greatest Money-Maker



ever offered to the Hardwareman.

It's easy to sell such goods as these.

We have others in wide variety.

Let us talk the matter over with you, we can SHOW YOU.

CAVERHILL, LEARMONT & CO.

Wholesale Hardware Merchants MONTREAL.

WINDOW GLASS.

Send in your specification now and secure good sizes before the assortments get broken up. Large stocks are now arriving, but so are orders, and many good sizes are sent out as fast as they come to hand. Then when arrivals cease, prices generally stiffen up for the winter. Buy now.

STAR, DIAMOND, DOUBLE.

Rolled, Ornamental, Cathedral, and all kinds of glass.

A. RAMSAY & SON
MONTREAL.

IRON METALS RUBBER

We are headquarters for all kinds of new and old metals, babbitt, solder, etc.

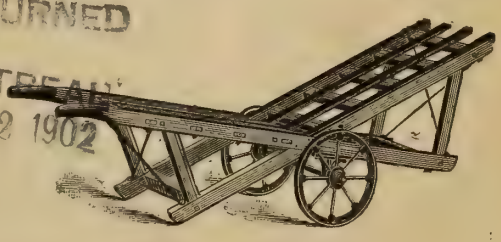
It will pay you to ask for our prices before buying.

WANTED—We pay highest market price for scrap metals. Write us when having any for sale.

FRANKEL BROS.

92 Wellington St., MONTREAL. **116-130 George St., TORONTO.**

TRUCKS



RETURNED MONTREAL DEC 12 1902

ALL STYLES

RETURNED MONTREAL DEC 12

Two, Three, Four and Six Wheeled Warehouse Trucks, Baggage Barrows, Hotel Trucks.

Special Trucks made to order, and Rubber-Tired Wheels furnished when required.

Our Prices are Reasonable. Send for Catalogue and Discount Sheet.

MONTREAL—THE FAIRBANKS COMPANY—VANCOUVER

HEATING AND PLUMBING

BUILDING PERMITS ISSUED.

TORONTO.

THE following building permits were issued by the City Commissioner during the past week: D. B. Coon, two-storey attic and brick pair semi-detached dwellings, Roxborough street, for $7,000; Chas. Mould, one-storey detached brick dwelling, Campbell ave., $1,200; Thos. Robertson, two-storey brick addition to factory, Queen street east, $2,700; Charlotte Spears, two-storey dwelling, on Dupont street, $2,500; Wm. Worsfold, two-storey brick and stone dwelling, on Brock ave., $1,100; Mrs. Gullett, for a two-storey and attic brick dwelling, on Walker ave., $2,600; Mrs. L. Roberts, for a two-storey dwelling, Havelock street, $1,000; J. H. Tedd, two-storey and attic brick and stone dwelling, Victor avenue, $2,500; R. J. Lytle, pair semi-detached two-storey and attic solid brick dwellings, Smith street, $2,800; S. F. Aberdeen, two-storey and attic stone and brick dwelling, Gladstone ave., $2,500; Confederation Life, one-storey brick shed, $300; H. McBean, two-storey brick stable, Dundas street, $1,200; Domestic Supplies Co., Limited, two-storey factory, Esplanade $1,200; Samuel Crow, 2½-storey brick dwelling, Spadina Road, $4,500.

MONTREAL

The following were additional permits issued in Montreal during October: To A. Chennevert & Co., Dorion street, two three-storey buildings, size of each, 40 x 36, cost of each, $500; to G. Gelinas, on City Hall avenue, two-storey building, size 22 x 60, to cost $1,000; School Corporation, St. James Square, four-storey building, 152 x 100, cost $16,000; to S. Carsley & Co., Mount Royal ave. and Drolet street, five-storey building 75 x 18, cost $9,000; to E. Durand, one building, 25 x 30, cost $1,300; to Joseph Roy, Labell street, one building, 25 x 32, cost $500; to Olivet Baptist Church, on Dorchester street, building, 52 x 149, to cost $42,000; to Joseph Thomas, of St. Ignace street, three-storey building, 17 x 30, cost $800.

OTTAWA

The following building permits were issued at Ottawa during the past week: H. Sylvester, frame dwelling, Elm street, $400; Charles Hopewell, solid brick dwelling, Blackburn ave., $3,500; D. O'Connor, sr., brick addition, on Nepean street, $2,000; H. Morrison, brick-veneered dwelling, Ralph street, $1,300; Wm. Black, frame dwelling, MacLean street, $500; C. H. Stata, brick-veneered dwelling, Pretoria ave., $1,000; Mrs. George Mason, brick-veneered dwelling, Gilmour street, $3,000; Mrs. Elizabeth Gosselin, double frame dwelling, Henderson ave., $2,700; Wm. Arnold, alterations to shop fronts, Kent street, $500; S. L. Richard, brick-veneered dwelling on Cumberland street, $3,200.

PLUMBING AND HEATING CONTRACTS.

Guest & Co., Church street, Toronto, are putting in a new boiler for Dr. Beatty, Berkekey street.

W. R. Willis, plumber, Yonge street, Toronto, has the contract for two new houses on Scollard street.

Harrison & Robertson are supplying the heating apparatus for Thos. Moore's four houses on Spadina ave., Toronto.

The Toronto Furnace Company are installing the steam-heating system in the Roman Catholic church, Close avenue, Toronto.

The Bennett & Wright Co., Limited, of Toronto, have the contract for the heating of the building on Yonge street belonging to Ambrose Kent.

The heating contract for The Dominion Express Company's new offices in the Union Station, has been awarded to The Bennett & Wright Co., Limited, Toronto.

Wright & Co., Spadina ave., Toronto, have the plumbing contracts for Mr. Jones' house, St. Patrick street, and Donald McDonald's house on Church street.

AUTOMATIC VALVE TESTED.

Chief Tremblay, of the St. Cunegonde fire brigade is the inventor of a new automatic water valve. This valve was given a very severe test last week in the presence of several leading residents of St. Cunegonde, and the trial proved a success in every sense of the word. It is claimed for this valve that it possesses many improvements on the old system of water valves. The valve is constructed in three pieces, the body, bush, and the cut-off. The bush is permanently secured to the hydrant and embodies the main part of the valve. The body of the valve, to which the hose is attached, enters the hydrant through the bush. When operated with a key it works inside the bush by means of the opening thread.

BUILDING NOTES.

There is a new hotel being erected at Petrolea.

A company of United States gentlemen have purchased a site for a new hotel in Winnipeg.

The American Abel Engine and Threshing Co., of Winnipeg, are erecting a large warehouse.

The T. H. Pratt Company's new building at Hamilton will be completed about the first of next month.

Sullivan & Langdon, of Kingston, Ont., have secured the contract for the new armouries at London, Ont.

It is understood that The Cockshutt Plow Works will erect new premises in Brantford, Ont., that will cost $100,000.

Work on the Macdonald Institute in connection with the Agricultural College, Guelph, Ont., will be commenced shortly.

The new residence of Adam Lind, London, Ont., which is built of cement is now completed and has a very substantial appearance. Cement houses are growing favor throughout Ontario.

MANY BUILDINGS BEING ERECTED

Any person taking a tour of the streets of Montreal city could not help but notice the large number of new and handsome buildings in course of erection. The new Board of Trade building is rapidly nearing completion, and when finished will be a credit to Montreal. White stone is used on the front and sides of the building, while at the back the very best of white brick is being used. The new Coristine building at the corner of St. Nicholas and St. Peter streets is a magnificent establishment, being modernly fitted up throughout Rapid progress is being made with the new London, Liverpool and Globe building on St. James street, and it is expected that it will be ready for occupation by May of next year. The addition to Konig & Stuffman's building on Victoria Square is completed, and this building can now be counted as one of Montreal's sky-scrapers. The large addition being made to the Bank of Montreal, when completed, will transform this bank into one of the most magnificent in America.

A NEW HEATING CO.

The Standard Heating and Sprinkling Co., Montreal, has been organized. The head office will be in Montreal. The object will be to install heating plants, fire extinguishers, and also to carry on a general plumbing business. The capital will be $50,000. Mayor Cochrane, of Montreal is understood to be one of the chief promoters.

TWO PROFITABLE LINES FOR THE HARDWARE TRADE

They are **Bicycles**

The Bicycle trade is now on a sound business basis and offers a good profit to energetic hardwaremen who handle well-established lines, such as :

Cleveland, Massey-Harris, Brantford, and Perfect.

These bicycles are standards of excellence; made from the best materials obtainable, and by expert and highly-paid workmen. They sell on their merits. We want the hardware trade to handle them, and will make terms and prices that assure good profits.

Bicycle Sundries

People ride bicycles for several seasons now, and need new parts such as :

Tires,	Handlebars,	Saddles,
Rims,	Pedals,	Toolbags,
Brakes,	Spokes,	Grips, etc., etc.

These goods should form part of any up-to-date hardware stock. We, the largest manufacturers in this line in Canada, are the people to supply them.

Write us, mentioning "HARDWARE AND METAL."

CANADA CYCLE & MOTOR CO., Limited,

TORONTO JUNCTION, CANADA.

GOOD ADVERTISING.

A LARGE bread manufacturer in Toronto is at present announcing his intention of giving prizes for the best advertisements of his bread, written by the school children of the city. There is no entrance fee; only the children are advised to try a loaf of the bread before writing their copy, so that they can describe its good qualities accurately.

Here is a man who evidently believes in publicity, and he knows how to get it. It is all well enough to appeal to the men and women who have to purchase the bread, but it is a stroke of policy to start first with the children. Through them the whole family is bound to become interested and outsiders as well. If the average contestant doesn't let everyone within a radius of two miles know what he is doing he is no ordinary child.

This instance is cited here just by way of a hint. There may be merchants throughout the country who will find a helpful idea in this scheme. While it may not be advisable for the great majority of tradespeople to attempt it, yet a good many may be in a position to put it to the test.

* * *

In looking over a pile of newspapers the other day in a vain endeavor to find some bright and interesting grocers' advertisements, the writer came across a considerable white space in the centre of which appeared the important (?) announcement, "This space belongs to Blank, the dry goods merchant."

Looking at this so-called advertisement from a purely utilitarian point of view, what commercial advantage is it going to give Mr. Blank? Is it going to arouse the slightest interest on the part of the public in Mr. Blank's business? Pause, and think to what good purpose that white space might have been used. Surely, Mr. Blank, if he had any business worth advertising at all, might have put something in it to interest the average housewife. But no, he has lost the opportunity.

Advertising is a serious matter and should not be treated with levity. Moreover, it costs money and is expected to bring in returns. If a merchant is going to make an April fool joke of it, like Mr. Blank has done, he will have to take the consequences.

* * *

In last week's issue of The Toronto Moon, some fun was made of the great preponderance of advertising matter in the leading magazines of to-day. The periodicals were viewed from the standpoint of the advertising, as if that portion were the only part worthy of attention. When reference was made to the few pages of reading matter, they were put aside with a few remarks about their lack of interest and their uselessness.

All these may, of course, be pure and simple irony, but it has a vein of truth in it. There is no doubt that the advertising matter in the magazines has more attraction for some people than the literary portion. Even to the magazine reader the pages of advertising have a decided interest; so that all around the advertising matter forms a fair percentage of the total value of a magazine from the standpoint of the average reader.

* * *

"Ad World" is the title of a new monthly published in Montreal devoted to the interests of the advertising public and to the study of modern office methods.

* * *

There are few things that advertising can't do, no matter how good it may be or how wisely placed. It can't restore health and strength to a broken-down business that's drawing its last breath and hasn't enough vitality to take any nourishment. It can't sell enough of a poor article to make it profitable in the long run. It can't sell very much of a good thing if an equally good and well-advertised thing of the same kind is sold at a lower price. And it can't do the most good anyhow unless it is pretty good itself unless there's real thought and method in it—business arguments, interesting details, facts.

There are a few things that advertising can and will do—that it is doing right along for those who know how to use it. Advertising of the right sort will help any legitimate business under Heaven that deserves help. Backed by the right goods and prices it will do more to build up a business than any other one force known to the business world. Under its influence the small business will grow in that easy, continuous way that pays after spurts and booms are dead and forgotten. It widens and expands the big business along safe, sure lines. It will pull many a business out of the hole when it's a matter of finding a wider market for a good thing and finding it promptly. All this and more advertising has done, and is doing and will do.—American Machinist Mailing Card.

ELECTION OF OFFICERS.

On Saturday night, November 8, the Dominion Commercial Travellers' Association, at their meeting in Montreal, elected the following officers by acclamation :

President—J. Robinson, reelected.
Vice-President—George A Mann, reelected.
Treasurer—J. S. N. Dougall, reelected.
Directors—J. Paterson, A. D. Gall, P. J. Paradis, R. Booth, jr., S. A. Agnew.
Dinner Committee—L. O. Demer, Le-Sueur, Beauchamp, Mann, Dwyer, Cote, Murdock, Agnew, Dougall, Paradis, Doutre, Robertson, Paterson, Lefebvre, Gall and Evans.

JAPANESE ENAMELS.

For artistic decorative work and baths. A great variety of tints and colors.

OIL WOOD STAINS.

"ANCHOR" Oil Wood Stains are made from permanent pigments, and when applied to ordinary wood give a perfect imitation of the various woods indicated by the name of the stain.

VARNISH WOOD STAINS.

With one application "Anchor" Varnish Wood Stains will give to common woods a close imitation of the wood indicated by the name of the stain, with a fine glossy surface.

The above specialties are good sellers and money-makers.

TRADE MARK

Send us a post card and let us tell you all about them.

HENDERSON & POTTS,

Established 1874,

HALIFAX and MONTREAL.

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, Ottawa, Ont.

Barb Wire,
Hay Wire,
Cut Nails,
Wire Nails,
Cordage,
Glass,
Etc.

The Only Exclusive Wholesale Hardware Firm Between Montreal and Toronto.

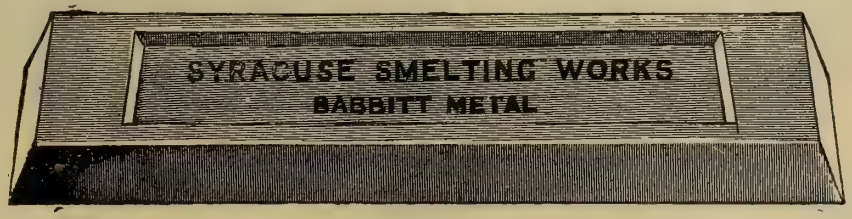
Tarred and Dry Sheathing,
Tarred Felt,
Rosin, Pitch,
Chopping Axes,
Broad Axes,
Cross Cut Saws,
Etc.

A complete stock of Lumbermen's and Builders' Hardware always on hand. **A Trial Solicited.**

PRICES RIGHT. ASK FOR PRICES.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.



For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold Street, New York.

Syracuse Smelting Works

ATKINS

HIGH-GRADE, SILVER STEEL SAWS

Are the FINEST that Money, Experience and Skill can Produce.

No dealer's Stock is complete without them. They are easy to sell. Every saw warranted.

Write for Catalogue and Prices.

E. C. ATKINS & CO.

Factories and Home Office: INDIANAPOLIS, IND.

American Steel & Wire Co.

New York: Empire Building.

Montreal: New York Life Building.

Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

THE LONDON SCALE WORKS
GEORGE M. FOX
(Successor to John Fox)
Manufacturer of Railroad, Hay and Platform Scales.
91 York Street, LONDON, ONT.

Surprises IN **HORSE BLANKETS, JUTE** and **DUTCH KERSEY HORSE BLANKETS,** Jute and Cotton **SURCINGLES.** Lowest prices. Descriptive list and prices sent on application.
H. F. FALKINER, - TORONTO.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

FENCES and GATES
IN WIRE AND IRON.
We can furnish anything required, from a plain wire fence for the farm to an ornate iron fence for residence or public building. Special prices to hardware trade. **Send for catalogues.**
The Dennis Wire and Iron Co.,
LONDON, ONT.

TRADE WITH ENGLAND
Every Canadian who wishes to trade successfully with the Old Country should read
"Commercial Intelligence"
(The address is 168 Fleet St., London, England.)
The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

PAINTS We manufacture these brands:—"LION," "PEERLESS," "OWL," "RAVEN," also Ready-mixed House and Floor Paints, Roof, Barn, Bridge and Brick Paints, Coach Colors, Varnishes, Japans, etc. Our prices will interest you. Write us,
The Ottawa Plant Works, Ottawa, Ont.

1,000 PRINTED ENVELOPES
For $1.00
We do good printing cheap—500 Noteheads, 500 Envelopes and 500 Statements for $2.50.
Snaps in Stationery of all kinds.
WEESE & CO., Jobbers,
54 Yonge Street, - Toronto.

FREE INSURANCE AGAINST FIRE
PLASBESTER
AGENTS WANTED IN EVERY TOWN.
the BEST ASBESTOS WALL PLASTER
Fire Proof
Frost "
Sound "
Will not crack.

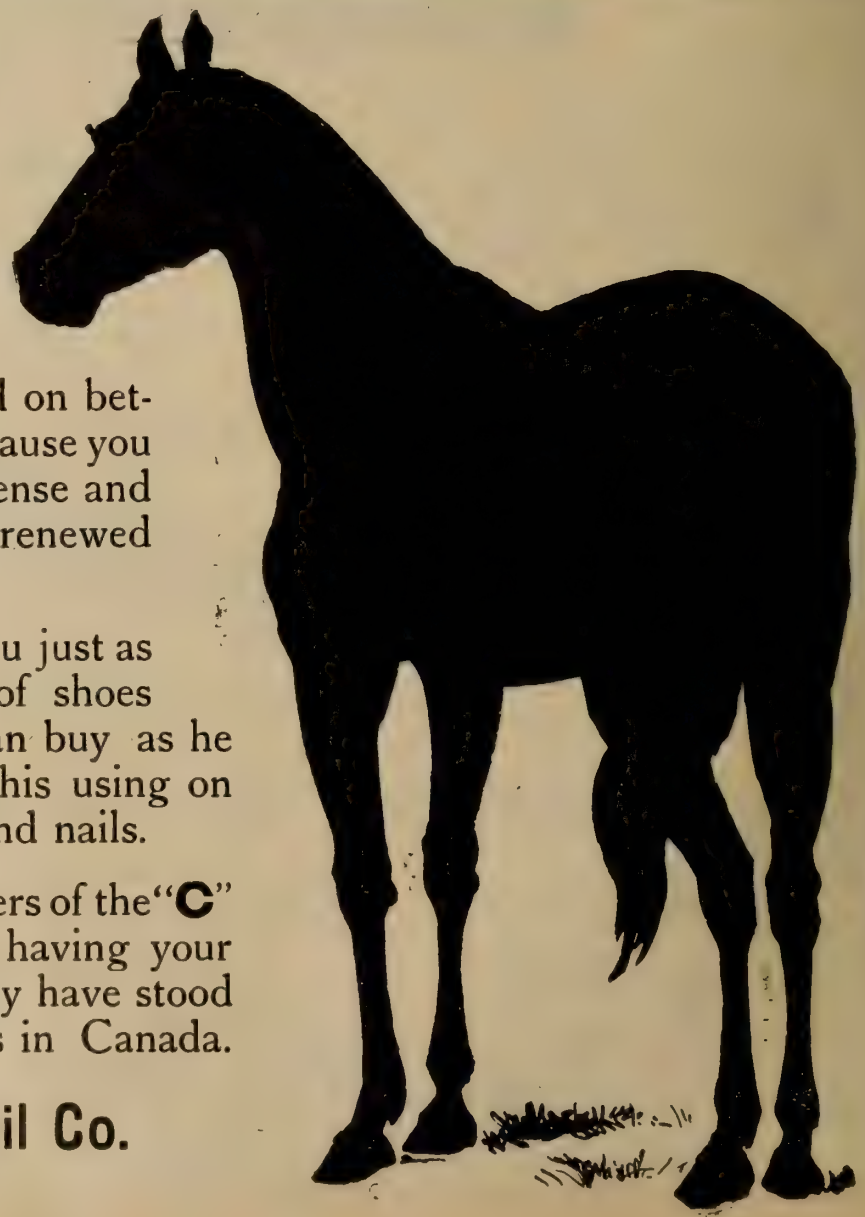
IF I COULD TALK

I would say that you will study my welfare and true economy, by always using the "**C**" brand Horse Nails in putting on my shoes.

They will last longer, hold on better, and save you money, because you would not be put to the expense and trouble of getting my shoes renewed so often.

The Farrier will charge you just as much for putting on a set of shoes with the cheapest nail he can buy as he would if you insisted upon his using on your work only the "**C**" brand nails.

Test the claims of the makers of the "**C**" brand nails for yourselves by having your horses shod with them. They have stood the test for the past 37 years in Canada.



Canada Horse Nail Co.
Montreal.

FRANK MILLER'S

HARNESS PREPARATIONS.

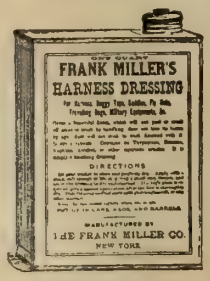
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant jet black gloss which will not peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness

Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, hus adding life.

The highest quality of oil on the market.

A Modern Machine Shop Outfit

is title of our new catalog just issued; it describes and illustrates our celebrated line of machine tools, required in the modern machine shop of to-day.

Perhaps you'd like a copy—it's free.

The Garvin Machine Co.

Spring and Yarick Sts.,

(43-3) New York, N.Y., U.S.A.

LAMB FENCE

Cheapest Because It's Best.

The H. R. LAMB FENCE CO., Limited, London, Ont.

CANDAPER ROLL HOLDER.

The most satisfactory holder and cutter on the market. Being constructed of steel throughout it is less liable to get out of order. Best spring knife. Hardware men will find it a profitable thing to handle.

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

Steward & Romaine Mfg. Co.

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement.

124 North Sixth St., Philadelphia, Pa.

GALVANIZING

Our plant is modern, and capacity large. Prices O.K. Other branches:

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK, ETC., ETC.

Ontario Wind Engine & Pump Co., Limited, 505 Atlantic Ave., Toronto.

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage. Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made.

HARRINGTON & RICHARDSON ARMS CO.

Also makers of H. & R. Revolvers.

Catalog on request. Worcester, Mass., U.S.A.

E. B. SALYERDS

Manufacturer of

Hockey Sticks

PRESTON,

Ontario, - Canada.

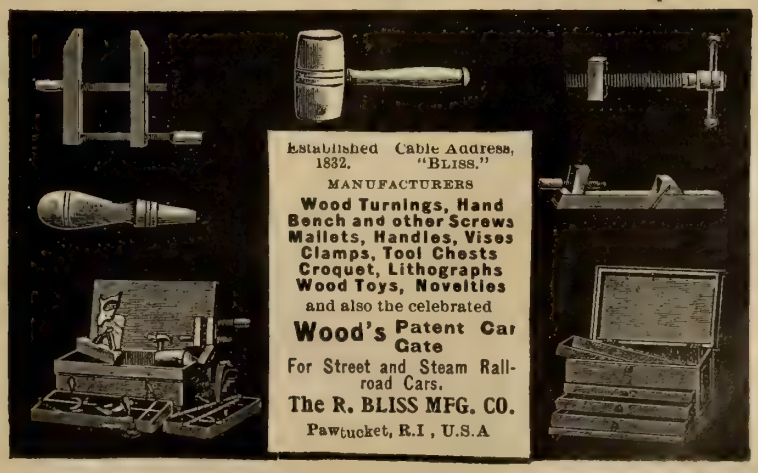
The Best Stick.

Made of Rock Elm.

Wholesale Trade Only Supplied.

Ask your Wholesale House for the Preston make of Stick.

Write for Prices.



Established 1832. Cable Address, "BLISS."

MANUFACTURERS

Wood Turnings, Hand Bench and other Screws Mallets, Handles, Vises Clamps, Tool Chests Croquet, Lithographs Wood Toys, Novelties

and also the celebrated

Wood's Patent Car Gate

For Street and Steam Railroad Cars.

The R. BLISS MFG. CO.

Pawtucket, R.I., U.S.A

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS. *ESTABLISHED 1825.* *75 YEARS.*

MANITOBA MARKETS.

WINNIPEG, November 10, 1902.

A STEADY trade is reported in all lines and there is one rather important change to note this week, that of a drop on galvanized iron. In paints, oils and glass, the trade is quiet owing to the increasingly cold weather. The fuel situation has improved to the extent of anthracite coal being dropped to $11 per ton. Dealers do not guarantee this price to continue should navigation close early and they be obliged to bring it in all rail. The tension of the situation is felt to be relieved. If a fairly good fall of snow should come early wood will, no doubt, drop from its present high figures.

The price list for the week is as follows:

Barbed wire, 100 lb	$3 30
Plain twist	3 40
Staples	3 95
Oiled annealed wire ... 10	3 42
" ... 11	3 48
" ... 12	3 56
" ... 13	3 66
" ... 14	3 76
" ... 15	3 91

Annealed wires (unoiled) 10c. less.

Cut Nails—		Wire Nails—	
2d 1 in	$4 10	1 in	$4 20
3d Fin. 1⅛ in	4 10	1⅛ in	4 20
3d 1¼ in	3 75	1¼ "	3 85
4d 1½ in	3 50	1½ "	3 60
5d 1¾ in	3 50	1¾ "	3 60
6d 2 in	3 40	2 "	3 50
8d 2½ in	3 25	2½ "	3 35
10d 3 in	3 20	3 "	3 30
20d 4 in	3 15	3½ "	3 25
30d 4½ in	3 10	4 "	3 20
40d 5 in	3 10	4½ "	3 20
50d 5½ in	3 10	5 "	3 20
60d 6 in	3 10	5½ "	3 20
		6 "	3 20

Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	4 30
No. 2 and larger	4 05
Snow shoes, No. 0 to No. 1	4 55
No. 2 and larger	4 05
Steel, No. 0 to No. 1	4 40
No. 2 and larger	4 35

Bar iron, $2.70 basis.
Swedish iron, $5.00 basis.

Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized Iron, American, 16 gauge	4 50
18 and 20 gauge	4 25
22 and 24 gauge	4 50
26 gauge	4 75
28 gauge	5 00
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Apollo, 10¾ oz.	5 00
28 guage	4 75
26 "	4 50
24 "	4 25
Queen's Head, 24 gauge	4 50
26 guage	4 75
28 "	5 00
Genuine Russian, per lb	11
Imitation " "	6¾
Tinned, 24 gauge, 100 lb.	8 00
26 gauge	8 25
Tinplate, IC charcoal, 20 x 28, box	10 50
" IX "	12 50
" IXX "	14 50
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	6 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	$13 00
" ⅜	13 50
" ¼ and 5-16	13 70
Manila, 7-16 and larger	17 00
" ⅜	17 55
" ¼ and 5-16	18 00
Solder	20
Cotton Rope, all sizes, per lb	17
Axes, chopping	$7 50 to 12 00
" double bitts	12 00 to 18 00
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	57½ p.c.
Bolts, carriage	50 p.c.
Machine	50 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¾
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 p.c.
Harvest tools	60 p.c.
Axe handles, turned, s.g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.

PETROLEUM.

Water white American	23½c.
Prime white American	22½c.
Water white Canadian	22c.
Prime white Canadian	20½c

SCRAP.

No. 1 cast iron	$14 to $15 per ton
No. 2 "	5 to 6 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 79
Less than barrel lots	84
Linseed oil, raw	71
Boiled	74
Lubricating oils, Eldorado castor	27½
Eldorado engine	26½
Atlantic red	29½
Renown engine	41
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 25
26 to 40 ... per 50 ft.	2 50
41 to 50 ... " 100 ft.	5 50
51 to 60 ... " " "	6 00
61 to 70 ... per 100-ft. boxes	6 50
Putty, in bladders, barrel lots ... per lb.	2½
kegs ... "	2¾
White lead, pure ... per cwt.	6 00
No. 1 ... "	5 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1.30 to $1.90

BUILDING A NEW FACTORY.

The Russell & Erwin Manufacturing Co., of New Britain, Conn., have placed the contract with B. H. Hibbard for the construction of a new manufacturing building to be 50 ft wide, 200 ft. long, and seven storeys high. The construction will be fireproof throughout and the floors will have a capacity of 250 lb. per sq. ft., so that the building can be used for carrying all classes of manufactured goods. It is expected that this building will be completed and ready for use about February 1.

A good galvanized-iron-worker knows the different makes of his stock, and uses the one that pays him best.

Apollo.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

YOU NATURALLY EXPECT THAT THE GOODS **YOU** BUY WILL GIVE ENTIRE SATISFACTION TO **THOSE** WHO BUY FROM YOU. WHEN YOU PURCHASE

2 AND 3 PLY READY ROOFING,
BUILDING PAPERS,
SHEATHING AND CARPET FELT,
COAL TAR PRODUCTS,
HANGING AND PRINT PAPER,
BROWN AND MANILLA WRAPPING

from us your expectations will be realized. Our lines are all guaranteed to give entire satisfaction. Quality, the best.

ALEX. McARTHUR & CO., 82 McGill Street, MONTREAL.

PAPER MILLS: JOLIETTE, QUE. FELT FACTORY: HARBOR AND LOGAN STREETS, MONTREAL.

CURRENT MARKET QUOTATIONS

November 14, 1902.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—
56 and 28 lb. ingots, 100 lb. $31 00 $32 00

TINPLATES.

Charcoal Plates Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$6 75
I.X. "	....	8 25
I.X.X. "	....	9 75
Famous, equal to Bradley—		
I.C.	....	6 75
I.X.	...	8 25
I.X.X.	....	9 75
Raven and Vulture Grades—		
I.C., usual sizes	....	5 00
I.X. "	....	6 00
I.X.X. "	....	7 00
I.X.X.X. "	....	8 00
D.C., 12½x17	....	4 50
D.X	....	5 25
D.X.X.	....	6 00

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	4 25
I.C., special sizes, base	....	4 75
20 x 28	....	9 00

Charcoal Plates - Terne.

Dean or J.G. Grade -		
I.C., 20x28, 112 sheets	.....	8 50
I.X., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X. X., 14x56, 50 sheet bxs.
" 14x60, "
" 14x65, " } 7 00

Tinned Sheets.

72x30 up to 24 gauge	....	8 00
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	....	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3 in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth & Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "silver" tool steel	0 12	0 14
" "special"	0 15	0 20
Jonas & Colver's tool steel.	0 08	0 15
" "air hardening"	0 45	0 60
Drill steel, per lb.	0 08	0 10

BOILER TUBES.

		Per foot.
1½, 1¾ and 4 inch	....	0 09
2½ in	....	0 16
3 in	....	0 13
3½ in	....	0 16
4 in	....	0 31

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅝ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
"	3 05	3 50
"	3 15	....

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

Black pipe—		Per 100 feet.
⅛ inch	....	2 90
¼ "	....	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	...	5 20
1¼ "	...	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	20 00
3 "	....	24 00
3½ "	....	30 00
4 "	....	37 50
4½ "	....	42 00
5 "	....	47 00
6 "	....	60 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Discount on pipe up to 2 in. 4 p.c. Larger sizes nett.
Malleable Fittings—Discount 25 p.c.
Cast Iron Fittings—
On all cast iron fitting, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis.
All others—discount 60 p.c.

GALVANIZED SHEETS.

	G.C.	Comet.	Bell.	Queen's Head.
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	4 00	4 05
26 "	4 25	4 00	4 15	4 25
28 "	4 50	4 25	4 35	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.		....	....
" ¼ "	...	7 85	8 10
" 5-16 "	...	5 25	5 50
" ⅜ "	...	4 50	4 75
" 7-16 "	...	4 25	4 50
" ½ "	...	4 20	4 50
" 9-16 "	...	4 05	4 50
" ⅝ "	...	4 00	4 50
" ¾ "	...	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 p.c.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

	Ingot.	Per 100 lb.
English B.S., ton lots	....	13 00
Lake Superior	....	....

Bars.

Cut lengths, round, ½ to ⅞ in	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00

Sheet.

Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

Boiler and T.K. Pitts.

Plain tinned, per lb	....	0 28
Spun per lb.	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 3
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per lb	5 50	6 00
Domestic "	....	....

ZINC SHEET.

5-cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD.

Imported Pig, per 100 lb.	....	3 50
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe, 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7 50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount 50 per cent.
" " fittings, discount 50 and 10 p.c.
Med. & Extra heavy pipe fittings, dis. 60 p.c.
7 and 8-in. pipe, discount 50 per cent.

SOLDER.

	Per lb.	Per lb.
Bar half-and-half, guarant'd	....	0 20
Bar, half and-half, commer'l	....	0 19½
Refined	....	0 19
Wiping	....	0 18½

ANTIMONY.

Cookson's, per lb	....	9 00

WHITE LEAD.

	Per 100 lb.	
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White	....	5 75
Elephant and Decorators' Pure	....	5 25
Brandram's B.B. Genuine	....	7 00
" " No. 1	....	6 00
"Monarch" brand	....	6 12½
Decorator's Pure	....	5 25
Essex Genuine	....	5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt.	$4 75
Genuine, 100 lb. kegs, per cwt	5 00
No. 1, 560 lb. casks, per cwt	4 25
No. 1, 100 lb. kegs, per cwt	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 50
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 25
Second qualities, per gallon	....	1 10
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co's pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Stewart & Wood's Champion pure	....	1 10
Standard Paint Co' "New Era"	....	1 30

The Francis-Frost Co. 'Ark Brand,' $1.2 gal
" " " Brit. Navy Deck 1 50 "

COLORS IN OIL.

25 lb. tins, standard Quality.

Venetian red, per lb	0 04½	0 06
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "	....	0 06
Marine black	....	0 09
Chrome green	....	0 10
French imperial green	....	0 12
Signwriters' black	....	0 16
Burnt umber	...	0 11
" sienna	....	0 11
Raw umber	....	0 11
" sienna	....	0 11

COLORS, DRY.

Common ochre, bbls	1 20	1 30
Yellow ochre (J.F.L.S.), bbl	....	2 00
Yellow ochre (La Belle)	1 15	1 25
Brussels ochre	....	2 00
Venetian red (best), bbl	1 75	2 00
English oxides, per cwt	3 00	3 25
American oxides, bbls	1 25	2 00
Canadian oxides, bbls	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb	....	0 0
" umber, " "	....	1 10
Raw do	. .	0 09
Drop black, pure	....	0 09
Chrome yellow, pure	....	0 18
Chrome greens, pure per lb	0 09	0 10
Golden ochre	0 04	0 05
Ultramarine blue, in 28-lb. boxes, per lb	0 06	0 18
Fire proof mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb.	....	0 07
Mortar color, per 100 lb.	1 25	1 50
Pure Indian red, No. 45, lb	0 08	0 10
Whiting, bbl	0 55	0 60
English vermilion in 30-lb. bags.		0 95

BLUESTONE.

Casks, for spraying, per lb.	0 07
100-lb. lots, do per lb	0 08

PUTTY.

Bulk in bbls	1 90
Bulk in less quantity	2 05
Bladders in bbls.	2 25
Bladders in kegs, boxes or loose	2 40
Bladders in 25-lb. tins	2 25
Bladders in 12½ lb. tins	2 65
Bladders in bulk or tins less than 100 lb	2 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	....	1 25
" No. 1	....	1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine, brown japan	1 25	1 20
" black japan	0 85	1 20
" " No. 1	0 50	0 75
Elastilite varnish, 1 gal. can, each,		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels: Size 1, $1.20; size 2, 70c.; size 3, 40c. each.

Sherwin-Williams' copal varnish, assorted case, from ½-pts. to 1 gal. $2.50.

CASTOR OIL.

East India, in cases. per lb.	0 00½	0 10
" small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 20
" neatsfoot	....	0 90

GLUE

Common	0 08	0 09
French medal	0 10	0 14
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16

HARDWARE.

Ammunition.

Cartridges.

B. B Caps Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 40 p. c., Amer
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Central Fire Pistol and Rifle 10 p.c. Amer

STEEL, PEECH & TOZER, Limited

Phœnix Special Steel Works. The Ickles, near Sheffield, England.

Manufacturers of

Axles and Forgings of all descriptions, Billets and Spring Steel, Tyre, Sleigh Shoe and Machinery Steel.

Sole Agents for Canada.

JAMES HUTTON & CO., - MONTREAL

Central Fire Cartridges, pistol sizes Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.
Central Fire, Military and Sporting, Amer. add 5 p.c. to list. B.B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads	per lb
Best thick white felt wadding, in ¾-lb bags	1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads in boxes of 1,000 each, 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Adzes.
Discount, 20 per cent.

Anvils.
Wright's, 80-lb. and over 0 10¾
Hay Budden, 80-lb. and over 0 09¼
Brook's, " " " 0 11¼

Augers.
Gilmour's discount 65 and 5 p.c. off list.

Axes.
Chopping Axes
Single bit, per doz 5 50 10 00
Double bit, " 11 00 18 00
Bench Axes, 40 p.c.
Broad Axes, 25 per cent.
Hunters' Axes 5 50 6 00
Boys' Axes 5 75 6 75
litting Axes 6 50 12 00
andled Axes 7 00 10 00

Axle Grease.
Ordinary, per gross 5 75 6 00
Best quality 13 00 15 00

Bath Tubs.
Zinc 6 00
Copper, discount 15 p.c. off revised ist

Baths.
Standard Enameled.
5½-inch rolled rim, 1st quality 24 00
" " " 2nd " 20 00

Babbit Metal.
Tandem" A .... per lb. 0 27
" B .... " 0 21
" C .... " 0 11½
Magnolia Anti-Friction Metal, per lb 0 25
Frictionless metal, per lb 0 23
Hercules, per lb 0 15

SYRACUSE SMELTING WORKS.
Aluminum, genuine 0 45
Government " 0 44
Tough " 40
Hard " 0 40
Dynamo 0 30
Special 0 25
Harmony 0 22
Car Box 0 20
Extra 0 15

THE CANADA METAL CO.
No "O" babbit 0 06
No. 1 babbit 0 08
Star " 0 10
Hercules " 0 15

Metallic babbit 0 20
Imperial " 0 30

Bells.
Hand
Brass, 60 per cent.
Nickel, 55 per cent.
Cow.
American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.
Door.
Gongs, Sargant's 5 50 8 00
" Peterboro', discount 45 per cent
Farm.
American, each 1 25 3 00
House.
American, per lb 0 35 0 40

Bellows.
Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 40 per cent.

Belting.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 p.c.

Bits.
Auger.
Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen. net list.
Car.
Gilmour's, 47½ to 50 per cent.
Expansive.
Clark's, 40 per cent
Gimlet.
Clark's, per doz 0 65 0 90
Damond, Shell, per doz 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind and Bed Staples.
All sizes, per lb 0 07¾ 0 12

Bolts and Nuts. Per cent.
Carriage Bolts, common ($1 list)... 55 and 10
" " full square ($2.40 list) 55 and 10
" " Norway iron ($3 list) 50 and 10
Machine Bolts, all sizes .... 50 and 10
Plough Bolts .... 50 and 10
Blank Bolts .... 50 and 10
Bolt Ends .... 50 and 10
Sleigh Shoe Bolts .... 65 and 10
Coach Screws, cone point .... 66⅔ and 10
Nuts, square, all sizes, 3¾c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove rods, per lb .... 5½ to 6c.
Nuts, in 50 lb. lots ¼c. per lb. extra, in less than 50 lb. lots, ½c. etxra.

Boot Calks.
Small and medium, ball, per M 4 25
Small heel, per M 4 50

Bright Wire Goods.
Discount .... 62½ per cent

Broilers.
Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ pe cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 . " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 0 00

Butchers' Cleavers.
German, per doz 6 00 11 00
American, per doz 12 00 20 00

Butcher Knives.
Bailey's, per doz. 0 60 6 30

Building Paper, Etc.
Tarred felt, per 100 lb 1 70
Ready roofing, 2-ply, not under 45 lb. per rol 85
Ready roofing, 3-ply, not under 65 lb. per roll 1 10
Carpet felt, per ton 40 00
Dry sheathing, per roll, 400 sq ft 35
Tar sheathing, " " " 45
Dry fibre " " " 50
Tarred fibre, " " " 60
O.K. & I.X L., " " " 65
Resin-sized, " " " 40
Oiled sheathing, " 600 " 1 10
" " " 400 " 70
Roof coating in barrels, per gal 17
" " small packages 25
Refined tar, per barrel 4 50
Coal tar, " 4 00
Coal tar, less than barrels, per gal... 15
Roofing pitch, per 100 lb 85

Bull Rings.
Copper, $2.00 for 2½ in. and $1.90 for 2 in.

Butts.
Wrought Brass net revised list.
Cast Iron.
Loose Pin, dis., 60 per cent.
Wrought Steel
Fast Joint, dis. 65, 10 and 2½ per cent.
Loose Pin, dis. 65, 10 and 2½ per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Carpet Stretchers
American, per doz 1 00 1 50
Bullard's, per doz 6 50

Castors.
Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.
Nos. 31 and 32, per gross 8 50 9 50

Chalk.
Carpenters Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.
Socket, Framing and Firmer.
Broad's, dis. 60 and 10 per cent.
Warnock's, dis. 60 and 10 per cent.
P. S. & W. Extra 60, and 10 p.c.

Churns.
Revolving Churns, metal frames—No. 0, $8—No. 1, $8.50—No. 2, $9.00—No. 3, $10.00—No. 4, $12.00—No. 5, $16.00 each. Ditto, wood frames—20c. each less than above. Discounts: Delivered from factories, 53 p.c.; from stock in Montreal, 51 p.c. Terms, 4 months or 3 p.c. cash in 30 days.
Churn frames, including bearings levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2 65. Metal frames 25c. extra. Discount 15 p.c., net 30 days.

Clips.
Axle dis. 65 per cent.

Closets. Net.
Plain York or Ontario Syphon Jet. $9 60
Emb. York or Ontario Syphon Jet. 10 20
Fittings 1 00
Plain Elgin or Teu. Syphon Washout 6 00
Emb. Elgin or Teu. Syphon Washout 6 60
Fittings 1 25
Low Down Elgin or Teutonic, plain 9 60
" " " " emb. 10 20
Plain Richelieu 3 75
Emb. Richelieu 4 00
Connections 1 25
Low Down Ont. Sy. Jet, plain 11 70
" " " " " emb'd. 12 30
Closet connection 1 25
Basins P.O., 14 in 0 70
" oval 17 x 14 in 1 50
" " 19 x 15 in 2 25

Compasses, Dividers, Etc.
American dis. 62½ to 65 per cent.

Conductor Pipe.
Plain or Corrugated.
2-inch, per 100 feet 3 00
3 " " " 4 00
4 " " " 5 25
5 " " " 6 75
6 " " " 9 00

Cradles, Grain.
Canadian, dis. 20 to 25 per cent.

Crosscut Saw Handles.
S. & D., No. 3, per pair 17½
" " 5, " 22½
" 6, " 15
Boynto pattern " 20

Door Springs.
Torrey's Rod, per doz ...... (15 p.c. 2 00
Coil, per doz 0 88 1 60
English, per doz. 2 00 4 00

Draw Knives.
Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 60 and 10 per cent.

Drills.
Hand and Breast
Millar's Falls, per doz. net list.
DRILL BITS.
Morse, dis., 37½ to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.
Common, cork-lined, dis. 35 per cent.

EAVE TROUGH.
10-inch, per 100 ft $3 10

ELBOWS. (Stovepipe.) per doz.
5 and 6-inch, common 1 20
7-inch 1 35
Polished, 15c. per doz. extra.

ESCUTCHEONS.
Discount, 40 per cent.

ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.

FILES AND RASPS.
Great Western .... 70 and 10 per cent
Arcade .... 70 " 10 "
Kearney & Foot .... 70 " 10 "
Disston's .... 70 " 10 "
American .... 70 " 10 "
J. Barton Smith .... 70 " 10 "
McClellan .... 70 " 10 "
Eagle .... 70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5 "
Royal .... 80 "
Globe .... 70 to 75 "
Black Diamond, 60 and 10 to 60, 10 and 5 p.c
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co's "Simplicity" file handle, per gross 85c. to $1.50.

GLASS—Window—Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 20	4 25	....	6 25
26 to 40	2 40	4 65	....	6 75
41 to 50	....	5 10	....	7 50
51 to 60	....	5 35	....	8 50
61 to 70	....	5 75	....	9 75
71 to 80	....	6 25	....	11 00
81 to 85	....	7 00	....	12 55
6 to 90	....	7 75	..	15 00
91 to 95	..	....	...	17 50
96 to 100	...	....	...	20 50

GAUGES
Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's Nos. 26 to 33, each... 1 65 2 40

HALTERS.
Rope, ⅜ per gross ....
" ½ " 9 00
" ⅝ to ¾ 14 00
Leather, 1 in., per doz 3 87½ 4 00
" 1¼ in., " 5 15 5 20
Web, — per doz 1 87 2 45

HAMMERS.
Nail
Maydole's, dis. 5 to 10 per cent Can. dis. 25 to 27½ per cent.
Tack.
Magnetic per doz 1 10 1 20
Sledge.
Canadian per lb 0 07½ 0 08½
Ball Pean.
English and Can., per lb.... 0 22 0 25

HANDLES.
Axe, per doz. net 1 50 3 00
Store door, per doz 1 00 1 50
Fork.
C. & B., dis. 40 per cent. rev list.
Hoe.
C. & B. dis. 40 per cent. rev. list.
Saw.
American, per doz 1 00 1 25
Plane.
American per gross 3 15 3 75
Hammer and Hatchet.
Canadian, 40 per cent.
Cross-Cut Saws.
Canadian, per pair 13½

HANGERS. doz. pairs.
Steel barn door 5 85 6 00
Stearns, 4 inch 5 00
" 5 inch 6 50
Lane's covered—
No. 11, 5-ft. run 8 40
No. 11½, 10-ft. run 10 80
No. 12, 10-ft. run 12 60
No. 14, 15-ft. run 21 00
Lane's O.N.T. track, per foot. 4½

HARVEST TOOLS
Discount 60 and 10 per cent.

HATCHETS
Canadian, dis 40 to 42½ per cent.

We've Got You Solid

if you commence handling our

Building Papers, Roofing Felts and Wire-Edged Ready Roofing

BECAUSE our goods please your customers, and, after all, the consumer is the man behind the gun in such matters.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

HINGES.

Blind, Parker's, dis. 1[illegible]% per cent.	
Heavy T and strap, 4-in., per lb	0 06½
" " 5-in., "	0 06¼
" 6-in., "	0 06
" 8-in., "	0 05¾
" 10-in., "	0 05½
Light T and strap, dis. 65 and 5 per cent	
Screw hook and hinge—	
6 to 10 in., per 100 lbs	4 50
12 in. up, per 100 lbs	3 25
	Per gro. pairs
Spring	1) 50

HOES.

Garden, Mortar, etc., dis. 60 to 60 and 10 p.c.
Planter, per doz. 4 00 4 50

HOLLOW WARE

Discount, 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 47½ per cent.

Wire.

Hat and Coat, discount 45 per cent.
Belt, per 1,000 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.

"C" brand 45, 10 and 7½ p.c. off list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk. 65 per cent.
"Monarch," 65 per cent.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1. and smaller.
Light, medium and heavy	3 35	3 60
Snow shoes	3 60	3 85
Steel Shoes.		
Light	3 45	3 70
Featherweight (all sizes)	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.
Toe weight steel shoes 6 70

JAPANNED WARE.

Discount, 45 and 5 p.c. off list, June 1899.

ICE PICKS.

Star per doz. 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	30	0 50
American, 60 and 10 to 65 and 5 p.c.		

KEYS.

Lock, Can., dis. 40 to 40 and 10 p.c.
Cabinet, trunk, and padlock, Am. per gross 60

KNOBS.

Door, japanned and N.P., per doz	1 50	2 50
Bronze, Berlin, per doz	2 75	3 25
Bronze Genuine, per doz	6 00	9 00
Shutter, porcelain, F. & L screw, per gross	1 30	4 00
White door knobs—per doz.	95	1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz	7 00
No. 3 "Wright's"	8 50
Ordinary, with O burner	4 00
Dashboard, cold blast	9 00
No. 0	5 75
Japanning, 50c. per doz. extra	

LEMON SQUEEZERS.

Porcelain lined, per doz.	2 20	5 60
Galvanized	1 87	3 85
King, wood	2 75	2 90
King, glass	4 00	4 50
All glass	0 50	0 90

LINES.

Fish per gross	1 05	2 50
Chalk "	1 90	7 40

LAWN MOWERS.

Woodyatt, 12-in. wheel	7 50
Star "	5 50
Daisy "	4 90
Philadelphia, 10-in. wheel	6 00
Ontario, "	1 75

Discount, 50 per cent.

LOCKS

Canadian, dis 40 to 40 and 10 p.c.		
Russel & Erwin, per doz	3 00	3 25
Cabinet		
Eagle, dis. 30 p.c.		
Padlocks		
English and Am. per doz	50	6 00
Scandinavian, "	1 00	2 40
Eagle, dis. 20 to 25 p.c.		

MACHINE SCREWS. Iron and Brass.

Flat head discount 25 p.c.
Round Head discount 20 p.c.

MALLETS.

Tinsmiths' per doz	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.	3 85	5 00
Caulking each	60	2 00

MATTOCKS.

Canadian, per doz. 5 50 6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.
German, 15 per cent.
Gem, each, $1.15.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Quotations are:	Cut.	Wire.
2 d and 3d	$3 45	$3 55
3 d	3 10	3 22
4 and 5d	2 85	3 05
6 and 7d	2 75	2 90
8 and 9d	2 60	2 70
10 and 12d	2 55	2 65
16 and 20d	2 50	2 60
30, 40, 50 and 60d. (base)	2 45	2 55

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.50
Cut nails in carlots are $2.40 base.
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 75 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent

NAIL PULLERS.

German and American 1 85 3 50

NAIL SETS.

Square, round, and octagon per gross 3 38 4 00
Diamond 12 00 15 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60, 10 and 5 p.c.
2-in. Mesh, 18 w.g. and heavier, 50 p.c.

OAKUM.

Per 100 lb

Navy	6 00
U.S. Navy	7 25

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal. per doz. 10 00
Zinc and tin, dis. 50, 50 and 10
Copper, per doz. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAILS.

Dufferin pattern pails, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
6, 10 and 14-qt. flaring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross	1 35	1 50
Brass head "	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 p.c.

PINE TAR.

½ pint in tins, per gross	7 80
1 " " "	9 60

PLANES.

Wood bench, Canadian dis. 40 per cent American dis. 50.
Wood, fancy Canadian or American 7½ to 40 per cent.

PLANE IRONS.

English per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37½ 40 p.c.

Button's Imitation, per doz.	5 00	9 00
German, per doz	0 60	2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 p.c.
"J.M.T." Cushion work. dis. 50 p.c.
Fuller work, dis. 65 p.c.
6 doz. lots and over of the above extra dis 10 p.c.
Lever Handle Stops and Waste, discount 60 p.c. With, in lots of 2 doz. and over, an extra dis. of 10 p.c.
"J.M.T." Globe, Angle and Check Valves, dis. 55 p.c.
Standard Globe, Angle and Check Valves, dis. 65 p.c.
"J.M.T." Radiator Valves, dis. 55 p.c.
Standard " " dis., 65 p.c.
Patent Quick Opening Valves, dis. 70 p.c.

No. 1 compression bath cock, net	2 00
No. 4 " "	2 00
No. 7, Fuller's	2 20
No. 4½, "	2 35
Patent Compression Cushion, basin cock, hot and cold, per doz	15 00
Patent Compression Cushion, bath cock. No. 2208	2 25
Square head brass cocks, 60 p.c.	
" " iron " 60 p.c.	
Competition Globe, Angle and Check Valves discount, 70 p.c.	
Competition Quick Opening Radiator Valves, discount, 70 p.c.	

PRESSED SPIKES.

Discount 22½ per cent.

PULLEYS.

Hothouse, per doz	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS.

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES.

Saddlers', per doz	1 00	1 85
Conductors' "	9 00	15 00
Tinners', solid, per set	0 00	0 72
" hollow per inch	0 00	1 00

RANGE BOILERS.

	Net.
Dominion, 30 gal.	6 00
Dominion, 35 "	7 00
" 40 "	8 00
Ronald's Galvanized, 30 gallons	7 40
" " 35 "	8 40
" " 40 "	9 60
Copper, 30 gallons	23 00
" 35 "	24 00
" 40 "	28 00

Discount off copper boilers 10 per cent.

RAKES.

Wood, per doz. net 1.10 up

RAZORS.

	per doz.
Elliot's	4 00 18 00
Geo. Butler & Co.'s	4 00 18 00
Boker's	7 50 11 00
" King Cutter	12 50 15 00
Wade & Butcher's	3 60 10 00
Theile & Quack's	7 00 12 00
Bailey's	6 00 12 00
Bailey's "Brantford"	10 00 11 00
Carbo Magnetic	15 00
Griffon Barbers' Favorite	10 75
Griffon No. 65	13 50
Griffon Safety Razors	13 50
" Stropping Machines	13 50

REGISTERS.

Discount 40 per cent

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c. per lb.
Copper Rivets without proportion burrs 45 p. c. dis. cartons, 1c. per lb. extra, net.
Copper Burrs only, 30 and 10 p.c.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent

ROPE, ETC.

Sisal	12
Pure Manilla	14
"British" Manilla	12
Cotton, 3-16 inch and larger	16
" 5-32 inch	21
" ⅛ inch	22
Russia Deep Sea	15
Jute	8
Lath Yarn, single	11
Lath Yarn, double	11½
Sisal bed cord, 48 ft. per doz.	65
" " 60 ft. "	80
" " 72 ft. "	95

RULES.

Boxwood, dis. 55 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

	per set.
Mrs. Potts, No. 55, polished.	70
" No. 50, nickle-plated.	75

SAND AND EMERY PAPER.

B & A. sand, 40 and 5 per cent.
Emery, 40 per cent.
Garnet (Rurton's), 5 to 10 p.c. advance on list.

SAP SPOUTS.

Bronzed iron with hooks, per doz. 9 50

SAWS.

Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.

Crosscut, Disston's, per ft.	0 35	0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3		
Hack, complete, each	0 75	2 75
" frame only		0 75

SASH WEIGHTS.

Sectional, per 100 lbs	2 50	2 75
Solid, "	1 75	2 00

SASH CORD.

Per lb. 0 23 0 30

SAW SETS.

Lincoln and Whiting, per doz.	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25
X-cut Sets, No. 3 Woodyatt (Morrill)	9 50

SCALES.

Burrow, Stewart & Milne—
Imperial Standard, 40 per cent.
Weigh Beams, 35 per cent.
Champion Scales, 55 per cent
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.
Warren's new Standard 40 p.c.
" " Champion 55 p.c.
" Weighbeams, 35 per cent.

SCREW DRIVERS

Sargent's per doz	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 3-in. style per doz. 6 60
Common doors, 2 or 3 panel, yellow and green std., 3-in. style, per doz 6 80
Common doors, 2 or 3 panel, in natural colors, oil finish, per doz. 8 15
4-in. style 20c. per doz. extra.

SCREWS.

Wood, F.H., bright and steel, 87½ and 10 p.c.
Wood R. H., " dis. 82½ and 10 p.c.
" F. H., brass dis. 80 and 10 p.c.
Wood, R. H., " dis. 75 and 10 p.c.
" F.H., bronze, dis. 75 p.c.
" R.H. " 70 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz. 3 25 4 00
" iron, " 4 25 5 00
Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.

Per doz., net 5 00 8 00

SCYTHE SNATHS.

Canadian, dis. 40 p.c.

SHEARS.

Bailey Cutlery Co., full nickeled dis. 60 and 2½ p.c.
Bailey Cutlery Japan handles, 67½ p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.

SINKS.

Steel and galvanized, discount 45 per cent.

SNAPS.

Harness, German, dis. 25 p.c.		
Lock, Andrews'	4 50	11 50

SOLDERING IRONS.

1, 1½ lb., per lb	0 37
2 lb. or over, per lb	0 34

SQUARES.

Iron, No. 493, per doz	2 40	2 55
" Mo. 494, "	3 25	3 40

Steel, dis. 60 to 60 and 5 p.c.
Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.

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Washita	0 28	0 60
Hindostan	0 06	0 07
" slip,	0 09	0 09
		0 13
Labrador	....	0 15
" Axe	....	0 50
Turkey	....	1 50
Arkansas	0 00	0 10
Water-of-Ayr	0 00	5 00
Scythe, per gross	3 50	25 00
Grind, 2 in, 40 to 200 lb, per ton	....	28 00
" under 40 lb. "	....	29 00
Grind. under 2 in. thick "	....	

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5 and 6 inch Per 100 lengths	....	7 00
7 inch " "	....	7 50

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No. 4—3 dozen in case, net cash	$4 80
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Cheese-box tacks, blued	80 & 12½
Trunk tacks, black and tinned	85
Carpet tacks, blued	80 & 15
" " tinned	80 & 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned— In bulk	80 & 10
In dozens	75
Swedes, upholsterers', bulk	85, 12½ & 12½
" brush, blued & tinned, bulk	70
" gimp, blued, tinned and japanned	75 & 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	5 12½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
Lining tacks, in bulk	15
" " solid heads, in bulk	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	25
Zinc glazier's points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Shoe nails	60
Clinch and duck rivets	45

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English, ass skin, per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
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Staging, "	0 27	0 35

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Wright's	....	0 13½
Brook's	....	0 12¾
Pipe Vise, Hinge, No. 1	....	3 50
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SMOOTH STEEL WIRE.

No. 0-9 gauge		$2 60
10 "		6c. extra.
11 "		12c. "
12 "		20c. "
13 "		30c. "
14 "		40c. "
15 "		55c. "
16 "		70c. "

Add 60c. for coppering and $2 for tinning

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Leader per doz.	$30 00	33 00
Royal Canadian "	....	24 00
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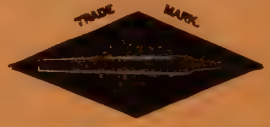

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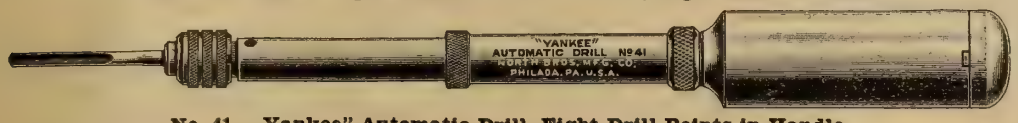

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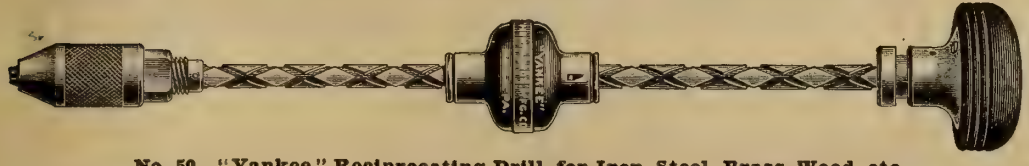

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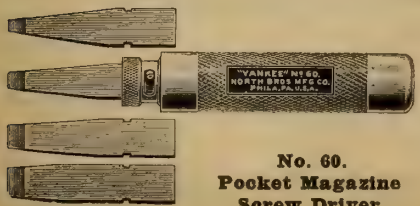

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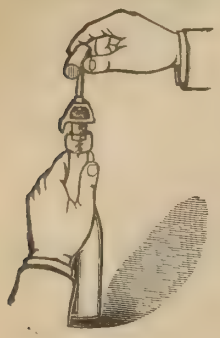

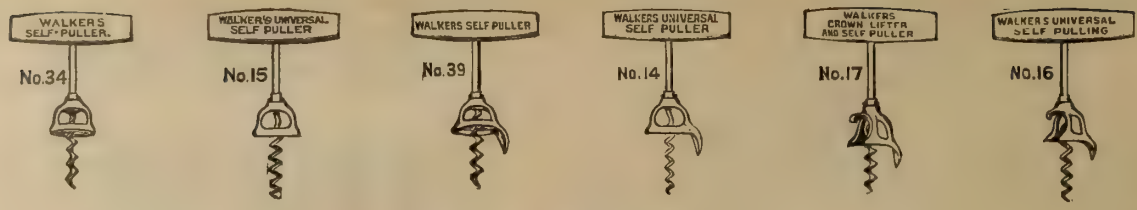

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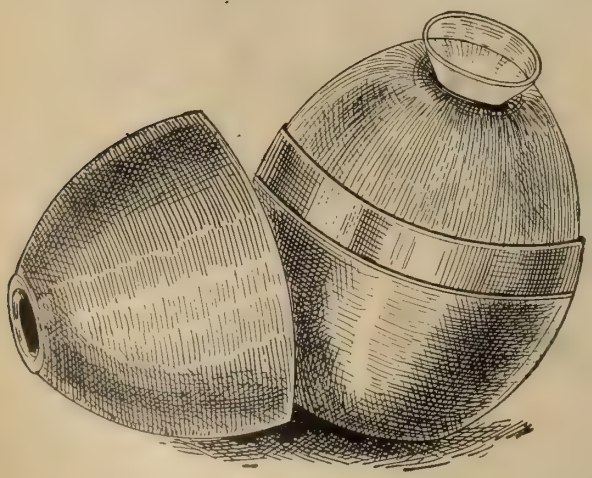

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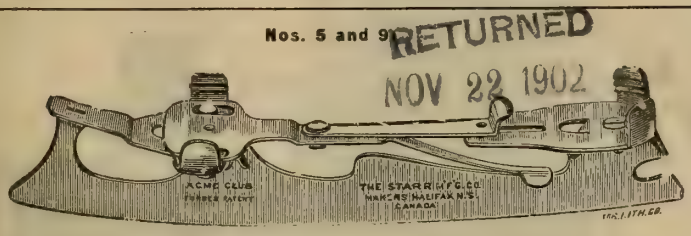

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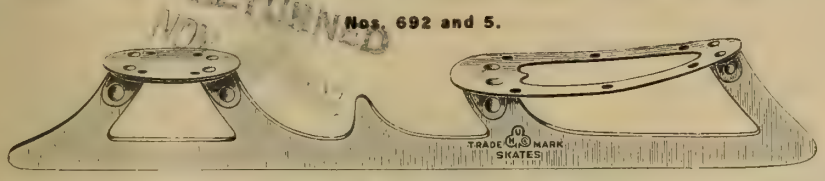

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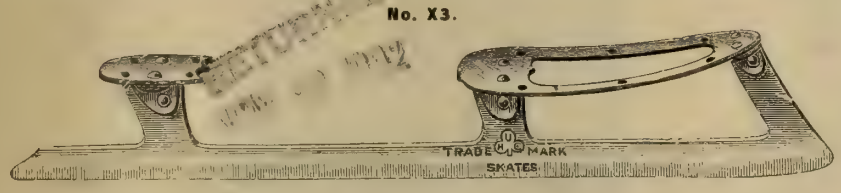

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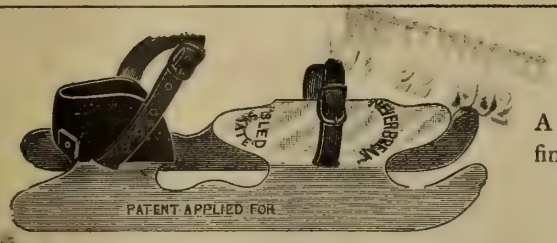

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NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.

No. 25
100 Candle Power.

Do you want the Agency for it?

THEN WRITE FOR
OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

THE "DOMINION JEWEL" RANGE

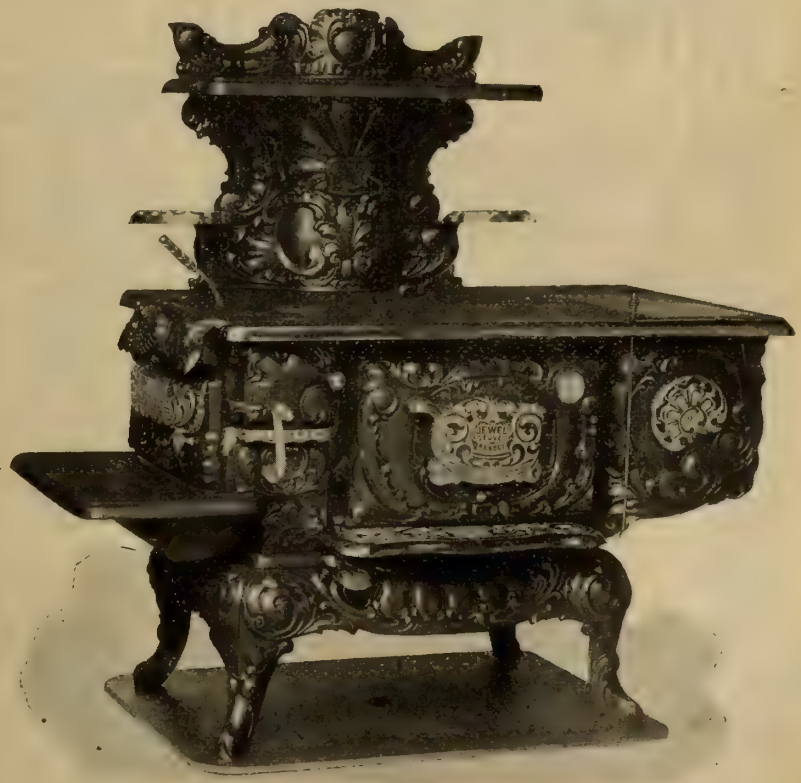
LEADS

Made in all sizes to suit all tastes.

in Style Finish Economy of Fuel and Up-to-Date Selling Features.

Prices in keeping with actual value.

The "Dominion Jewel" Range.



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The Burrow, Stewart & Milne Company, Limited

HAMILTON, CANADA.

HENRY ROGERS, SONS & CO., SHEFFIELD, ENGLAND.

H R S & C°

UNION JACK CUTLERY

E. P. N. S. FISH and FRUIT SETS.

OAK and PLATED TABLE WARE.

Canadian Office:

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F. A. YORK, Manager.

STANDARD TIN WORKS

MANUFACTURERS OF

TINWARE AND TIN CANS

Fruit Cans, Meat Cans, Jacketed Oil Cans, Baking Powder Cans, Lard Pails, Etc.

JAS. A. McGOLPIN

156-162 Duke Street, TORONTO.

IDEAL QUICK ADJUSTING BOOT & SHOE HOLDER

PAT. JULY 1ST, 1902.

ALL METAL

Strong *Neat* *Durable*

The Canada Hardware Co.,

Wholesale Merchants Limited

MONTREAL

Some Good Reasons Why we claim your trade

FIRST—The brass we make is the standard by which all other brass is judged.

SECOND—It was good enough for good people 40 years ago, and now that we are making a better brass it ought to be good enough for the younger generation.

THIRD—WE ARE ON THE SPOT with a full and complete stock for shipment same day order is received. This alone is worth a good many dollars in these rush times.

FOURTH—We have issued a comprehensive catalogue classifying over a Million Pounds. It's here for the asking.

WATERBURY BRASS CO.

122-130 Centre St., NEW YORK.

TRADE NOBLES & HOARE NH LONDON MARK

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

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HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.

ESTABLISHED 1750

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SAILCLOTH
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THE "**GLOBE**" POLISH HAS COME TO **STAY** AND ALL **DEALERS** CAN STOCK IT WITHOUT HESITATION.

TRY "GLOBE" AND YOU WILL USE NO OTHER. IT IS THE BEST.

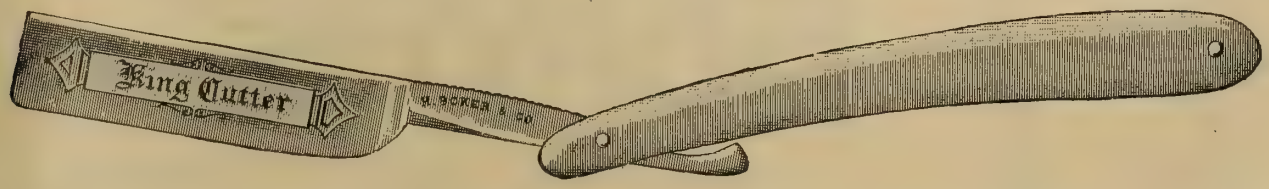
"GLOBE" METAL POLISH

Write for a supply of Show cards and Advertising Novelties.

—WE SHALL BE PLEASED TO ANSWER ALL ENQUIRIES.—

RAIMES & CO., 164 DUANE ST., NEW YORK CITY.

BEWARE



This cut represents **H. BOKER & CO'S** Genuine **"KING CUTTER"** Razor, which is duly registered at Ottawa. The design of etching as well as the wording is protected.

IMITATIONS marked **"KLEAN KUTTER"** are offered for sale, and we wish to warn the trade against such or other infringements, which have to be withdrawn from the market **at once,** otherwise we shall take legal proceedings against the parties persisting in offering such imitations for sale.

140 McGill Street, MONTREAL. ***DORKEN BROS. & CO.***

OUR TRADE A MARK
AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST
OUR TRADE A MARK

A COMPARISON

TRASH

A cheap mantle gives a fair-light for a few nights, then grows dim and shrinks up to a "wasp-waist" like this:

The "Wasp-Waist"

Cheap chemical.

This is caused by the cheap chemicals which the manufacturer used.

QUALITY

A good mantle, which cannot shrink, made of the purest chemicals, is the only kind we put our trade mark A on. It guarantees you the best that is made and will satisfy your customers.

The Auer Light Mantle

Pure chemicals.

Lowest prices on mantles, shades, chimneys, globes and sundries.

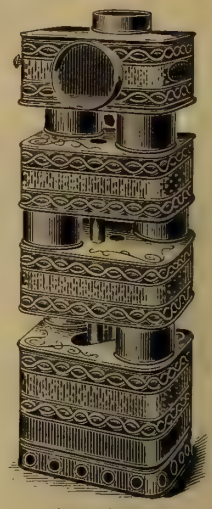
Write us if you are interested.

AUER LIGHT CO., MONTREAL.

THE WINNIPEG HEATER With New Dress

THE BEST HEATER ON THE MARKET.

Positively saves half the fuel in many cases.
Order a sample at once and put it in use.
Every one sold will sell others without your assistance.



Size, 17½ x14.
Height, 48 inches.

POINTERS:

The Winnipeg Heater is ornamental and does the work of a stove without extra fuel.

It is made out of heavy steel plate and arranged so that it can easily be taken apart and cleaned.

It will heat a room on the same floor as stove or an upstairs room.

It is constructed with flues for air circulation and prevents cold floors.

It has heat retaining pockets and will radiate heat when fire is very low.

It sells like "hot cakes" as soon as introduced.

It is not to be compared with any other drum on the market as it actually takes the place of a stove.

It absolutely prevents waste of heat out chimney.

ACT QUICKLY AS SELLING SEASON IS NOW ON.

The Winnipeg Heater will heat as large a room as the stove to which it is attached, without extra fuel.

ORDER A SAMPLE TO-DAY.

MANUFACTURED BY

The Metal Shingle & Siding Co., Limited

PRESTON, ONT.

Solid Steel Shovels

Stamped from one piece of solid Steel and secured to the handle with two bolts passing through two straps of steel at the back of the handle.

Better for snow than the old-fashioned wooden shovel, and strong enough for service around the barn. Finished in japan or galvanized. The low price we quote on them makes them fast sellers. If you have not heard about the price we will be glad to tell you.

KEMP MANUFACTURING CO., Toronto, Canada.

HARDWARE AND METAL

VOL. XIV. MONTREAL AND TORONTO, NOVEMBER 22, 1902. NO. 47.

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JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co.
Limited

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THE HARDWARE MERCHANT AND THE BICYCLE.

AS the Christmas selling season draws to a close the wide-awake hardwareman begins to think of the goods that will net him a nice return in the coming spring and summer, and begins to select his lines accordingly. Not a few in so doing look out for the best things that are obtainable in the bicycle line. Time was when the hardware merchant dealt not in bicycles or in bicycle goods, but now those who have gone into this line claim to have found it the most profitable branch of their business.

Things have greatly changed in the bicycle business during the past few years, and there are now two great trades connected with it, namely, the bicycle proper and the bicycle supplies, such as tires, spokes, chains, etc.

The bicycle has seen its ups and downs as few other articles of commerce have, but it is now generally admitted that the business is on a sound basis. The day of fancy prices is gone, but gone also is the day of ruinous price-cutting which followed with the accumulation of large quantities of old stocks. The bicycle is now a steady article of commerce, recognized as being by thousands of people the most useful and economic means of modern transportation.

The sale of bicycles for the past few years has been below normal, and the next few years will see a marked increase wherever vim and energy characterize the selling agent. Prices will undoubtedly be firm and probably have an upward tendency as the recognized standard lines become more and more established.

Thus there is every inducement for the active hardware merchant to take up the bicycle as an important part of his business. There is nothing in it, however, for the man who is not active or progressive, or who is not seeking trade and taking every means to get it, but to the hardware merchant who is prepared to give some little attention and some energy to this department, there is a large trade with good profits and quick returns in the bicycle business.

CANADIAN OIL ADVANCING.

Business in Canadian petroleum is better to-day than it has been for years, and the price of crude oil has advanced from $1.76 to $1.93 per bbl. during the past month. It is claimed that the increased business is due to the coal strike, as quite a number of people are using oil for fuel.

COMPETITION VS. MONOPOLY.

WHILE it is only natural that men should try to create monopolies in order to escape competition, the latter is none the less the life of trade. Competition has no doubt its defects just as everything else of human creation. But business would suffer more from its absence than from its presence.

"A certain competition," says Emerson, "balances every gift and every defect." Competition is to many in business a defect. But the keener the competition the higher is the standard of business men it produces. This is its compensation.

Never in the history of the world was competition greater than it is to-day, but it is creating conditions in the commercial world that demand a higher state of efficiency in those who move and live and have their being therein. And this, fortunately, is not narrowing opportunities or minimizing ideals.

THE GLASS MARKET UNSETTLED.

THE trade in Toronto have been making their own prices on glass for some time. The eastern and western jobbers were unable to come to an agreement as to the price and terms on which they were to sell their glass, and hence for some time the prices have been thrown open.

Sales are now being made on a basis of 25 per cent. discount off the list given in our prices current. Some jobbers, however, are adhering to the old prices. The former price leaves jobbers a small margin of profit, and it is a strange thing that after keeping the market up all summer the jobbers are now cutting prices at a time of the year when the busy season is at its height and no supplies can be imported from the other side. It is hoped before long that the market will have gotten back its former basis.

THE PACIFIC CABLE AND TRADE.

WHILE from the Imperial standpoint the completion of the cable across the Pacific Ocean, connecting Canada and Australia, is a matter of no small moment, its chief importance to Canadians, after all, lies in its existence as an aid in developiug the trade and commerce of the country. And while in thus giving prominence to the commercial aspect of the matter one may be open to the charge of utilitarianism, we must not forget that we live in a commercial age and that the commercial interests of the country usually take precedence over others, except when the national honor is in question.

The stations of the new cable are wholly on British territory. This is scarcely of less importance to the commercial interests of the Empire than to its naval and military interests. This must be evident to everyone who has followed the discussion of the Pacific cable question during the past decade or two. The chief desideration sought, however, was cheaper cable rates. Owing to the monopoly possessed by The Eastern Extension Telegraph Co. the rates in the past have been excessive and an obstacle to the development of trade with Australia and the Orient. And had it not been for the machinations of this company it is altogether likely that the Pacific cable would have been in existence years ago.

The question has been more or less a topic of discussion for many years. At the conference in London in 1887 of representatives of the Imperial and Colonial Governments, and again at the Colonial Conference in Ottawa in 1894, it occupied a large share of attention, and resolutions favorable to the enterprise were adopted in both instances. In the former year a survey of the route was ordered to be made, but it was not until 1899 that it was completed. A committee, representing the Imperial and Colonial authorities, which had been appointed in 1896, reported in 1899, recommending the laying and maintenance of an all-British Pacific cable, the cost to be borne by the Mother Country and the colonies directly interested. Finally, in 1890, tenders were called for, the cable to be laid from Vancouver to Fanning Island, Fiji and Norfolk Island, branching from the latter island to New Zealand and Queensland. The tender was awarded to The Telegraph Construction and Maintenance Co., the cost to be £1,795,000, the line to be completed by the end of 1902. In July of last year the British Government announced that it would advance £2,000,000 for the construction of the cable, and that the maintenance charges would be borne as to five-eighteenths by the Home Government and as to the remainder by the colonies concerned. It was at the same time announced that the Board of Management would consist of three representatives of the Imperial Government and two representatives of Canada, and two of Australia and New Zealand.

Already the benefits of the new cable are being realized, a rate of about 56c. a word from Canada to Australia having been fixed, against 99c. by The Eastern Extension Line ; in fact, before the new cable was started the rate was $1.50 per word.

It is a matter for congratulation that the chief promoter of the Pacific cable is a Canadian, Sir Sanford Fleming. In season and out of season, when the interest of many was cold and the opposition formidable, his zeal was untiring. And if anyone is deserving of the thanks of the business men of Canada it is Sir Sanford Fleming.

OUTLOOK FOR THE BICYCLE.

THE appearance of the old-established and well-known cycling journal, The Cycling and Auto-Car News, indicates that those who ought to have an accurate idea of the possibilities of the bicycle trade are hopeful of next season's business in Canada. This journal is devoted exclusively to cycling affairs, and its appearance now, with a greater number of pages and more elegantly finished than for some time past, indicates a considerable revival in bicycle sentiment in Canada.

It is not strange that such should be the case, as the past year in England and on the continent has seen a very considerable revival in interest in the bicycle. Sales of bicycles in England and France have largely increased and the old-established houses there were able to declare a handsome dividend and set aside large reserve amounts; whereas a few years ago they were unable to meet their running expenses.

All this goes to indicate that the bicycle is coming back into popular favor in the countries where it had its first run, so that something similar may be expected in Canada within the next two seasons.

CARELESSNESS IN RETURNING GOODS.

WHEN goods are returned, no matter for what reason, it is only reasonable to demand that they should be put up in packages that will insure their reaching their destination in proper condition. That this is not always done has been demonstrated to HARDWARE AND METAL on several occasions lately. In some instances the goods were of delicate texture and the only protection they had from dirt and carelsss handling was the paper box or the paper in which they were originally wrapped for display on the shelves of the retail merchant. As a result, in many instances, the thin covering was torn and the goods exposed and damaged by contact with wet and mud. Naturally the wholesalers to whom the goods were returned were annoyed.

As long as goods are bought and sold the practice of returning them will exist to some extent, for we have not by any means yet reached the millennium when wholesalers make no mistakes in selling or in shipping and retailers no mistakes in buying. But to return goods in the way those were to which we refer is simply inexcusable. And in some instances it is impossible to conceive that the merchants who returned the goods could have been cognizant of the gross carelessness which was exhibited by those to whom they had entrusted the work of returning the goods.

It is evident from what we have cited that in some retail stores specific instructions need to be issued to those upon whom the duty of returning goods devolves.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A WINDING-UP order of The National Cross-Ply Veneer Company, Limited, Toronto, has been granted, and J. P. Langley has been appointed curator.

The creditors of The Martini Cycle Co., Toronto, have held a meeting.

Aumond & Caty, contractors, Montreal, have assigned to Alex. Desmarteau.

Jude, Talbot & Fils, general merchants, St. Eulalie, Que., are offering to compromise.

Kent & Turcotte are the curators of The John McArthur Co., paints, etr., of Montreal.

The creditors of A. Brunell, sawmiller, Ste. Rosaire, Que., held a meeting on November 19.

The creditors of J. E. Heon, general merchant, St. Eulalie, Que., will meet on November 21.

G. A. Perry, general merchant, Dalhousie Station, Que., is offering 40c. on the dollar cash.

The creditors of M. Rousseau, general merchant, Warwick, Que., held a meeting on November 13.

A contestation of the demand of assignment made on him has been filed by Joseph Filion, contractor, Montreal.

William Irving, hardware merchant, of Austin, Man., has assigned to C. H. Newton, and his creditors meet on November 21.

PARTNERSHIPS FORMED AND DISSOLVED.

G. H. Brown, general merchant, Condie, Man., has admitted T. Higgie as partner.

Grooves & Rennie, agricultural implement agents, Fergus, Ont., have dissolved.

Helwig & Deeton, hardware and stove merchants, Hanover, Ont., have dissolved.

Frank O'Neil, harnessmaker, Moose Jaw, N.W.T. has admitted J. E. Chausen into partnership.

Wright, Cannon & Burnett, commission agents, Vancouver, B.C., have dissolved; Wright, Cannon & Co. continue.

SALES MADE AND PENDING.

The assets of M. Killeen, saddler, of Ottawa, have been sold.

The assets of Geo. Simser, contractor, South Indian, Ont., have been sold.

Robert Robertson, blacksmith, Minto, Man., is advertising his business for sale.

The assets of J. D. Lalonde & Co., general merchants, St. Benoit, Que., have been sold.

The assets of Grant Bros., hardware merchants, Ottawa, Ont., have been sold at auction.

Albert Dawson, blacksmith, of Port Lambton, Ont., is advertising his business for sale.

The business of the estate of Geo. E. MacRae, harnessmaker, Collingwood, Ont., is advertised for sale.

The real estate of F. J. K. Alexander, general merchant, St. Agathe and Little River, Que., has been sold by auction.

Six Good Reasons

why The Sherwin-Williams Agency is the most profitable business connection you can make are :

1. It brings with it business helps that will increase the sales in every department of your business.
2. It gives you a distinct advertising prestige over your competitors.
3. It enables you to give never failing satisfaction to your customers—it means paint that never goes wrong if properly used.
4. It practically shuts off competition in your territory.
5. It will enable you to sell more paint than you have sold before.
6. It means best goods, best advertising, best assistance and largest profits.

The detail of these reasons and many other reasons is explained in our B-13 booklet. If we are not represented in your town now, write for a copy to-day.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CLEVELAND.

CHICAGO, NEW YORK, NEWARK, MONTREAL, BOSTON, TORONTO, SAN FRANCISCO. KANSAS CITY.

CHANGES.

Lecours & Bourget, lumber merchants, Levis, Que., have registered.

Robert Harper, blacksmith, Norval, Ont., has sold out to G. Day.

Dunkner & Lemer, wood and coal dealers, Montreal, have registered.

Wm. Lueck, sawmiller, Williamsford, Ont., has sold out to Lueck Bros.

Phillip Burrows, blacksmith, Altamont, Man., is succeeded by J. R. McDonald.

William Robe, harnessmaker, of Alexandria, Man., has sold out to L. Kerr.

G. B. Ballard, general merchant, Listowel, Ont., has sold out to J. B. Douglas.

P. J. Austin, general merchant, Kingsbridge, Ont., has sold out to Charles Moss.

The Heaslip, Lawton Co., Limited, of Alameda, N.W.T., have sold out to J. J. Heaslip.

Ingle Blanchard, agricultural implement agent, Miami, Man., is succeeded by H. F. Hillis.

C. T. Bailey & Co., general merchants, Qu'Appelle, N.W.T., have sold out to A. E. Fitzgerald.

William Abrams, general merchant, of Waldheimer, N.W.T., has sold out to Jacob Jaugen.

Vant & Kalb, hardware merchants, of Bonanza, Yukon District, are succeeded by Vant & Weber.

Kenneth Ferguson, general merchant, of Glace Bay, N.S., has sold his grocery branch to J. A. Ferguson.

James Livingstone, carriage and agricultural implement agent, Paisley, Ont., is succeeded by James Bone, jr.

A. R. Hopper, banker and implement agent, of Alameda, N.W.T., has sold his implement business to Lawton & Scott.

The stock of the estate of Barker & Co., general merchants, Macleod, N.W.T., has been sold to R. T. Barker at 65c. on the dollar.

McBride & Schoeoleben, lumber merchants, Weyburn, N.W.T., have adopted the style of The Weyburn Lumber and Elevator Company.

FIRES.

G. W. Waggoner, general merchant, of Eden, Man., has sustained loss by fire.

W. A. Moffatt, agricultural implement agent, Alvinston, Ont., was burned out.

L. B. Baker, druggist and general merchant, Aylesford, N.S., has been burned out.

The stock of W. Baril & Son, sash and door factory, Montreal, was damaged by fire.

Dunn Bros., manufacturers of lumber, Grand Bay, N.B., have sustained slight damage by fire ; insured.

The Belleville Hardware Company, Limited, Belleville, Ont., manufacturers of locks and builders' hardware, have sustained loss by fire.

DEATHS.

August Reush, brickmaker, Yorkton, N.W.T., is dead.

Thomas Bearse, general merchant, of Corinth, Ont., is dead.

Alfred Domville, a former Hamilton boy, has been appointed manager of The New York Wheel Works, at Buffalo, N.Y.

THE C.I.F. QUESTION.

Editor "Hardware and Metal":

Sir,—Permit me to add a few words to the already lengthy controversy as to the interpretation of the contract in question under a c.i.f. sale. Mutual assent is understood to be embodied as one of the conditions in every contract. "Parties entering into any contract, when reducing these terms to writing, are not allowed to say there was a mistake in the same, or that they intended to agree to something different to its conditions: for the very object in putting the agreement in writing is to prevent disputes about what was intended." (Whenever the usuage of a particular trade gives use to a duty or obligation differing from the written stipulation, such duty or obligation may be enforced.)

"Usage is a matter of fact—not of opinion. Usage in trade is a course of dealing and mode of conducting transactions of a particular kind." It is a well-established fact that a c.i.f. sale is completed on delivery of the goods to the ship's agent, and receiving a bill of lading as an acknowledgment. A delivery to the carrier is a delivery to the consignee; therefore, on such delivery being completed, the property has passed into the possession of the buyer, who must pay the price according to the terms agreed upon. Even if the goods are destroyed or otherwise damaged, the goods are, from the moment of such delivery, entirely at the buyer's risk. They are his goods from the moment the property passes into his possession, as evidenced by a bill of lading.

The whole question in my mind, hinges upon the interpretation of commercial usage with reference to the insurance part of the contract. I think it is well established, at least as far as my experience goes, that the nature of the insurance will depend altogether upon the nature of the goods. On articles which I am in the habit of importing, our insurance policy is always understood to be "free from particular average." If I were importing a class of goods, which would be readily susceptible to damage by the action, say, of sea water, I should make it a condition of the contract that the risk would be fully covered (is "against all risks"), by the insurance policy provided by the seller of the goods. I should consider it my business, as a buyer, to ascertain what class of insurance was provided when I made the contract, quite as much as I would the class of goods I was buying. It is here where the application of mutual assent comes into play, and forms a very important feature in interpreting such a case. The buyer (as in the case in question), may say that he did not mean so and so: and the seller, on the other hand, may say that he only meant to do so and so. In such a case, if the contract has been reduced to writing, it must be intrepreted to be that which they both agreed upon.

Yours truly,
WM. SMAILL.

Editor "Hardware and Metal":

To my mind, and as I have always understood the term, when I buy goods c.i.f., the seller guarantees the f.o.b. cost, insurance and freight only; his liability ceases when the bill of lading is signed.

When I accept a c.i.f. offer, it should be with full knowledge of what kind of a policy, A. A. R. or F. P. A. the goods are to be insured under, and should a claim arise against the insurer, I recover in the same manner as though I had bought fo.b. and arranged my insurance. Should there be a claim from any fault of the carrier I recover as per bill of lading.

Should damage occur, through fault of shippers from bad packing or such, I claim on them; should goods become damaged from length of time in transit, but from no fault of either shipper or carrier, or from a cause not insured against, then the loss is mine.

The term c.i.f. is not synonymous with "Delivered"; as where one purchases c.i.f., the seller is not bound in case of loss to duplicate order as he would be were the goods bought "Delivered," as some of your correspondents would make out.

Yours truly,
EDW. STAIRS.

EARLY CLOSING IN MONTREAL

J. B. E. POIRIER, secretary of the Grocery Clerks' Association of Montreal, has written to a local paper as follows, regarding the movement for early closing in that city, to which we have at different times referred:

Sir,—The clerks of Montreal of different lines of business have organized themselves into an association called the "Early-Closing Society," of which I have been elected chairman.

The object of our organization is to induce our fellow-merchants and patrons to close their stores at a reasonable hour after 6 p.m. The movement has already been endorsed by the Grocers' Association of Montreal, which has asked its members to close their stores at 7 p.m. every Thursday night. The boot and shoe merchants and the retail dry goods merchants have also joined cause with us. The good work has already started and being put in operation in different parts of the city, especially in Point St. Charles. The merchants there are well contented because they can close their stores one night a week and are able to enjoy themselves with their families like other good citizens, and they hope that the movement will be kept up. Only they seem to have a certain fear that the movement will have a hitch, as one merchant, who has signed the agreement and has closed during three months, threatens to open his store on Thursdays, notwithstanding his agreement to join the others. This would be very serious, as one man opening his place of business forces his neighbors to do so as well, and so the whole line has to open up. As this merchant resides on Wellington street, right in the centre of business, I hope that he will stand by his agreement and not force all his confreres to open their places of business just on account of his opening his.

I would ask all ladies and buyers who generally do their shopping at night to be good enough to buy all their requisites during the day hours. By their doing so the merchants will have no pleasure in keeping their stores open at night. This is a favor I demand in the name of all the clerks of Montreal. The motto of all lady-buyers should be: "Day-shopping."

J. B. E. POIRIER,
Chairman of the "Early-Closing Society."

WOOD VS. IRON.

Much is being said about this being the age of iron, but it is no less the age of wood as some of the most important manufacturers of the day are in the line of woodenware. This is particularly true of the large and important Newmarket department of The United Factories, Limited. Among the many excellent articles of woodenware turned out by this large manufacturing establishment, one of the very best is its up-to-date snow shovel which, for lightness, strength and durability, far excels any of the iron or steel shovels being sold to-day. Now that the snowy season is approaching every dealer should handle this line which is destined to become the most popular snow shovel on the market.

WIRE NAILS
TACKS
WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

H. S. HOWLAND, SONS & CO., LIMITED.

WHOLESALE ONLY

37-39 West Front Street, **Toronto.**

ONLY WHOLESALE

—SKATES—

RETURNED NOV 22 1902

BOKER'S Spring Skates.

BOKER'S Spring Skates.

Boker's Ladies' Skates.

"Crescent." "Charm."

"Daisy." "Pride."

Boker's Hockey Skates.

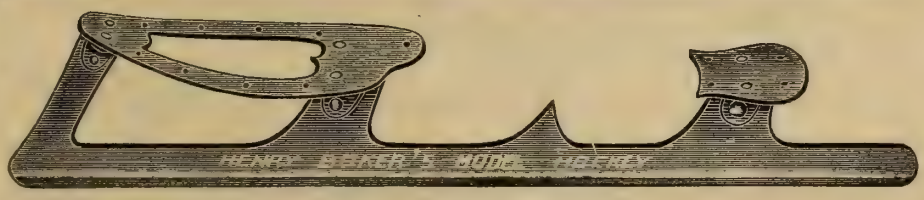
"Royal"

"Royal Hockey."

"Perfect"

"Perfect."

"Model."

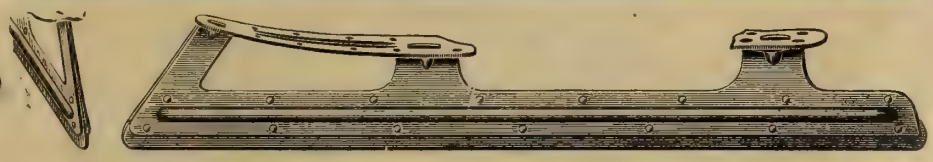


"Model."

"Dominion."

"Dominion."

"Lightning."



"Lightning."

FOR "STARR" SKATES SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, **Toronto.**

PROMPT SHIPMENTS. **Graham Nails are the Best.** OUR PRICES ARE RIGHT.

Factory: Dufferin Street, Toronto.

THE TRAVELLERS MEET.

EVERY day for a week the travellers of The Canada Paint Co. from all over the Dominion have been meeting in a well-furnished apartment in the big establishment on William street discussing the affairs of the company with a view to remedying any defects that might creep in during the year and pushing forward the business generally. This is an annual event, and the company has been much benefited by it in the past.

Hard work is the rule at these meetings, which last from 9 in the morning until 6 in the evening, and the only liquids in sight of HARDWARE AND METAL'S representative, who was introduced, were two large cans of enamel paint, of which he was very kindly invited to partake—but declined on hearing the proportion of alcohol used.

Seats at the Academy of Music were reserved for the travellers to witness the production of "Sherlock Holmes," by Mr. Herbert Kelcey and Miss Effie Shannon, which was followed by a very enjoyable supper.

The Canada Paint Co.'s travelling staff is composed of about as "fit" a body of men as one might wish to meet.

STOVE POLISH FIRM'S CARDS.

The F. F. Dalley Co., Limited, stove polish manufacturers, Hamilton, are sending out, to all who wish it, a neat little card with the following humorous get-up on the back of it:

A Dutchman, addressing his dog, said, "You vas only a dog, but I vish I vas you, when you go mit your bed in you shust turn round dree dimes and lay down; ven I go mit the bed in I hav to lock up de blace, and wind up the clock and put the cat out, and ondress myself, and my frou vakes up and scolds, den de baby vakes up and cries and I have to valk him mid de house round, den maybe, ven I gets myself to bed it is time to get up again. Ven you get up you shust stretch yourself, dig your neck a leedle and you vas up. I haf to light de fire, put on de kiddle, scrap some mit my vife already and git myself breakfast. You play around all day and have plenty of fun. I haf to work all day and have blenty of drouble. Ven you die you vas dead; ven I die I haf to go to hell yet."

Please mention HARDWARE AND METAL when writing.

The president of The British Columbia Copper Company, James Frederick Sichenor, is dead.

A GUARANTEED VALUE

Nothing made so highly exemplifies the art of Single gun making as the

IVER JOHNSON

SEMI-HAMMERLESS *TRIGGER ACTION*

SINGLE GUN

The trade prefer them, and the public demand them.

Our recently published catalog is a concise and complete treatise on the processes and essentials requisite for the production of a high-class single gun.

SEND FOR ONE.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Salesroom: 99 Chambers St. FITCHBURG, MASS.

MANTELS, GRATES and TILE.

Are any of your customers building a new house? If so, why not try and sell them a mantel as well as hardware? They will want one, and it will pay you. Write us for catalogue and price.

THE BATTY STOVE & HARDWARE CO.

76 York St., TORONTO.

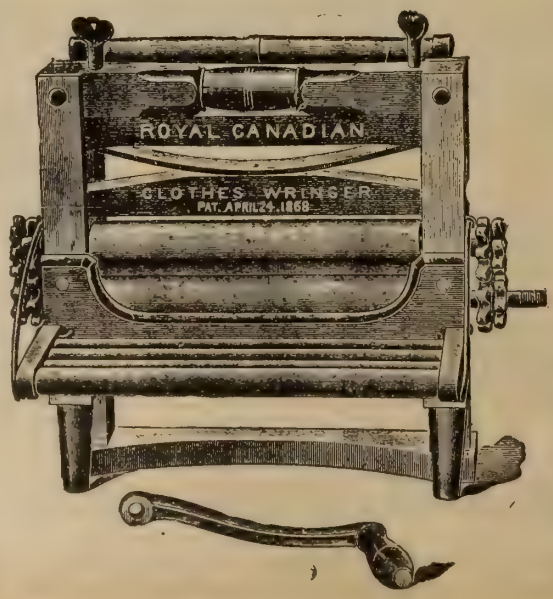
Strathy Wire Fence

IS THE PERFECT WIRE FENCE.

Under pressure, its stays have a Hinge Movement, and spring back to place when pressure is removed. Factory-woven with coiled wire, or Hand-made with plain or coiled wire.

WRITE FOR QUOTATIONS. **Agents Wanted.**

Strathy Wire Fence Co., - Owen Sound.



WE MANUFACTURE THE

"Royal Canadian"

Clothes Wringer

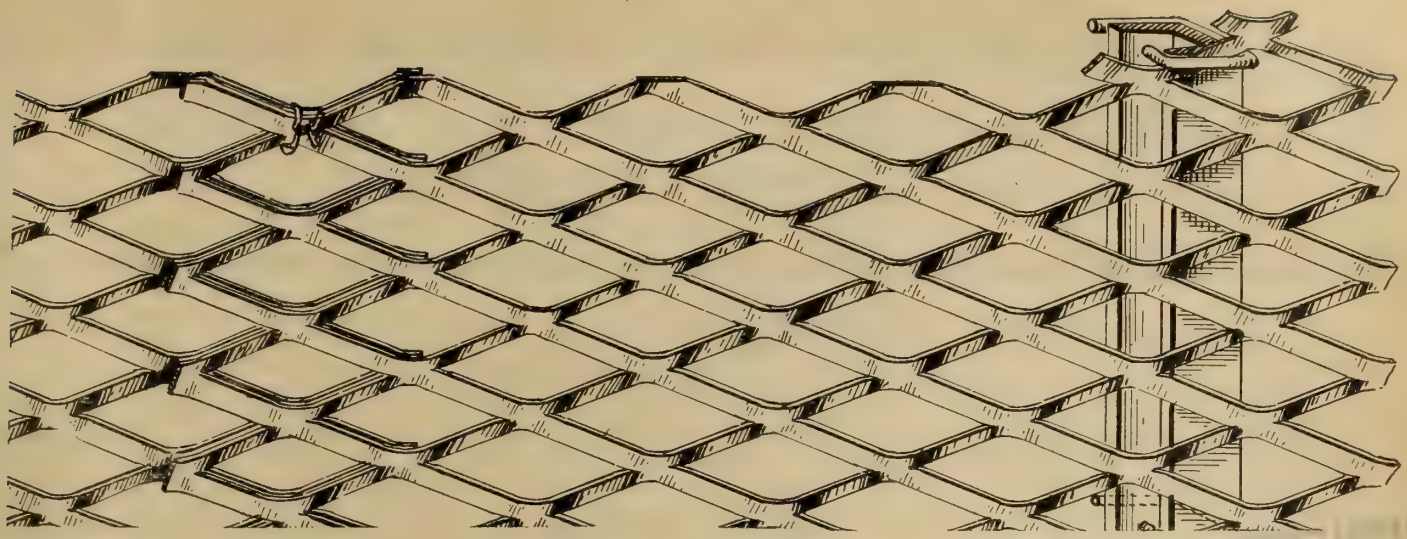
And 14 other different varieties.

All our wringer rolls are guaranteed, and vulcanized to the shafts. Our new price list and catalogue is just issued. We can save you money in this line.

J. H. Connor and Son, Limited

OTTAWA, ONT.

Delorme Bros., 15 Debresoles St., Montreal, agents for Montreal and East.



Expanded Metal Lath

FOR FIREPROOF PARTITIONS, CORNICES, FALSEWORK

Cheapest and Best in the Market

PERFECT KEY

Write for Prices and Discounts

EXPANDED METAL & FIREPROOFING CO., Limited, 100 King West, TORONTO

A Telling Truth About Economy.

Economy is of itself a great source of revenue. The wise dealer studies it practically when he stocks only good and reliable articles. No danger when you order from us—our word goes with the goods.

CANE'S SNOW SHOVELS

are good things to stock for the approaching snowy weather—none better—how could there be? They are strong, durable, and much easier to work with than the heavy iron shovel.

Cane's Woodenware is a Business Developer.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

UNITED FACTORIES, LIMITED.

Head Office: TORONTO.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

MACHINERY AND ELECTRICAL SUPPLY DEPARTMENT

A MILLION DOLLAR COMPANY.

A MANUFACTURING company with a capital of $1,000,000 has been organized under the Ontario Companies' Act for the purpose of manufacturing the Henderson Roller Bearing in Canada. The demand for these bearings is reported to be steadily increasing, and from all parts of Canada as well as from various centres of the United States requests for the bearings have come in daily to the office. The company are making preparations for manufarturing on a large scale. Considerable of the stock has already been subscribed and applications are being received from leading investors for large blocks of stock in the company. The stock is now on sale and application for same may be made at the office, 403 Temple Building, Toronto. The stock is at present selling at par value, with a cash payment of 25 per cent., the remainder being subject to the call of the directors. There are no preference shares in the company.

The assets of the company consist of the patents for Canada, together with further improvements which may be made. They claim to have already developed the bearings to such a state of perfection that they are far superior to anything that has ever been offered to the public, and that general use is assured for them.

The company state that all their bearings that have been in operation have, by their continued use, demonstrated not only the reduction of friction, but the durability of the bearings, and wherever they have been used as a test they have proven so satisfactory that application has been made for a further supply to apply along similar lines.

NEW STREET-SWEEPING MACHINE

New street-cleaners is a machine which not only sprinkles streets, but also cleans and sweeps them. It is the invention of an engineer is Dusseldorf, Germany, and it works automatically.

Its component parts are a sprinkling wagon, a dump wagon and a device for raising dirt from the pavement. The driver, by moving a crank lowers the brush to the ground, and the moment the machine begins to move the brush begins to clean and the dirt is raised and thrown into the dump wagon. When the latter is filled, it is uncoupled and replaced by another.

As the dirt is raised the street is sprinkled, and in this way dust is avoided. Moreover, various experiments have shown that not only ordinary dirt, but also large stones and other weighty objects can be removed from the streets in this manner.

This useful machine will work as well in dry as in wet weather, and the brush is so constructed that it will thoroughly sweep even streets which have numberless curves and impressions. Horses are now drawing machines of this kind in a few German cities, but in the near future they will be replaced by motors. Experts say that it costs 40 per cent. less to clean streets with this machine than by the ordinary methods.—Sydney, C.B., Post.

THE GASOLINE ENGINE

IT is generally known that explosion is the principle on which gasoline engines are built, and that a mixture of air and gasoline exploded under pressure, and that the force thus exerted placed under perfect control through the medium of piston and fly-wheel is the method of utilizing the principle. The accompanying cut is an illustration of

one of the engines manufactured by The McLachlan Gasoline Co., Limited, Queen street east, Toronto. This company are having a very large sale of this machine, so large that they are compelled to double the size of their premises.

When one considers that a few years ago gasoline was virtually useless, it is easy to see how it is that this machine is demanding such a large sale.

The McLachlan Gasoline Engine Company do an extensive business through the western part of Canada, and have just received an order from the Government of the Northwest Territories for six of their five horse-power engines to be used in sinking shafts for oil throughout that part of the country.

A LARGE CONTRACT.

The Vancouver World publishes the following: W. Meredith, consulting engineer of The Vancouver Power Co., left yesterday for Coquitlam Lake. He states that the contract for supplying the 170 miles of copper wire which will be required for the transmission of the power from the North Vancouver power house to Vancouver, Westminster and other centres, has been let to The E. L. Phillips Electrical Works Co., of Montreal, the local agent for which is Mr. F. Darling, of the Molsons Bank Building. The contract price for the wire is in the vicinity of $35,000. The wire will weigh 150 tons, and will be delivered in three instalments, one-third in March, one-third in May and the balance in June, 1903.

UNDERGROUND WIRES.

The Bell Telephone Company intend applying to the City Council of Toronto for permission to put a portion of their wires underground. The company claim it is less expensive to keep the system in order by having the wires underground.

MACHINERY NOTES.

THE Ottawa Steel Casting Company, Limited, have been incorporated with a capital of $250,000.

The sheet-metal workers of Vancouver, B.C., organized a union last week.

A. C. Thompson's foundry at Sydney, C. B., is in the course of construction.

The Gananoque Spring and Axle Company, Gananoque, Ont., suffered a $10,000 loss by fire on November 15.

A fine 70 horse-power horizontal boiler has been shipped to Trussler Bros., of Trout Creek, Ont., by H. W. Petrie, Toronto.

Mackenzie & Mann, Toronto, have ordered $1,000,000 worth of steel rails for the C. N. R. from a steel concern in Germany.

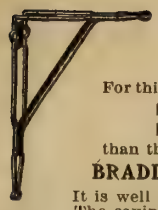
The Canada Steel Shafting Company, Limited, Toronto, have been incorporated with a capital of $100,000. The head office will be in Toronto.

The Turner Lumber Co., of South River, Ont., have purchased a 150 horse-power engine to supply power for their plant. The engine was installed by H. W. Petrie, of Toronto.

The Niagara Falls Machinery and Foundry Co., Niagara Falls, Ont., have enlarged their plant by adding thereto a 14-ft. gap lathe and a 15-inch x 6-ft. screw-cutting engine lathe. This machinery was installed by H. W. Petrie, of Toronto.

A NEW SHIPBUILDING INDUSTRY.

A new shipbuilding industry is promised in Toronto, through the operations of a new company which has just received incorporation under the name of The Canadian Shipbuilding Company, Limited. Toronto capitalists are interested in this venture, the provisional board of directors being Frederic Nichols, William Mackenzie, Hon. Geo. A. Cox, W. R. Brock, M.P., and W. D. Mathhews. The capital of the company is $1,000,000, and the head office will be in Toronto. The company have powers to construct and navigate vessels, do a general forwarding business; also a wrecking business, and also acquire the rights of any companies already in existence.



Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be
NOTHING BETTER
NOTHING CHEAPER
than the ....
BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong** and **Light.** The saving in freight is a good profit, aside from the **lower price** at which the goods are sold.

☞ Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

Removal Sale.

I will open my new warehouse in a short time. Until then, I will make close prices on the following machinery to save cost of moving:

SQUARING SHEARS.
24-in. "Crown" Squaring Shears, Crosby Make, NEW.
20-in. " " " " " "

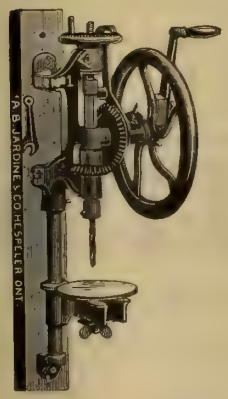
PUNCHES AND PRESSES.
No. 2 A Screw Punch, English Make.
No. 2 Blacksmiths' Punch and Shears, Bremer Make.
No. 3 Lever Punch, Walker Make.
No. 1 Pendulum Foot Power Press, Crosby Make.
Nos. 16, 18, 19, 20 Power Presses, Crosby Make, NEW.

DRILLING MACHINES.
13-in. Friction Cone Drill, Knecht Make.
10-in. " Disk " Sutton
20-in. Round Base Drill, All improvements, Barnes.
3-in. Square " " " "
No. 1 Fulton Bench Drill.
No. 3 " " "

Send for latest stock list and prices.

H. W. PETRIE

131-3-5-7-9-141-43-45 Front St. West and
8-10-12-14-16-18-20-22 Station St., TORONTO.

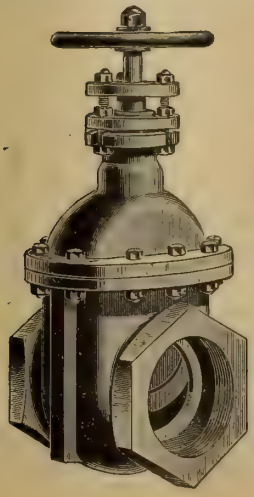


TRADE MARK J REGISTERED.

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.



BUY KERR VALVES.

They give satisfaction every time,

Catalogue on application.

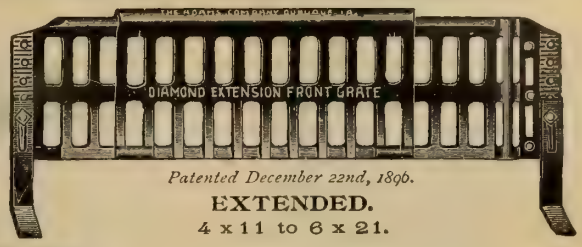
The Kerr Engine Co.
LIMITED
Walkerville, Ont.

DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to Diamond Stove Back.

Diamond Adjustable Cook Stove Damper

Patented March 14th, 1893.



Patented December 22nd, 1896.
EXTENDED.
4 x 11 to 6 x 21.

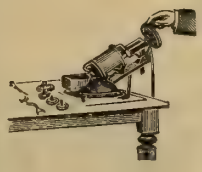
For Sale by Jobbers of Hardware.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A
" TAYLOR-FORBES CO., Limited. Guelph, Ontario.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. **Write Us for Prices.**

JAMES WARNOCK & CO., - GALT, ONT.



G. A. Crosby & Co. of Ontario,

SARNIA, ONT. LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

Agent for Toronto, H. W. Petrie.

THE

"Radiant Shelby" Lamp

IS THE STANDARD.

Produces 50 per cent. more useful light from the same amount of current, as compared with other lamps.

Highest Efficiency, Longest Life.

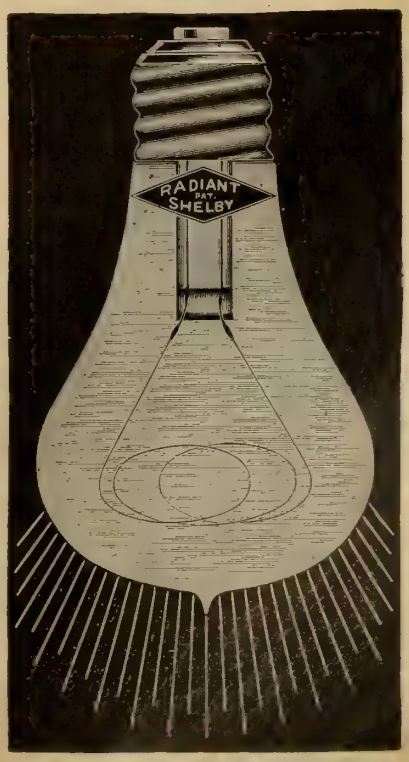
For sale by all prominent dealers in Electrical Supplies.

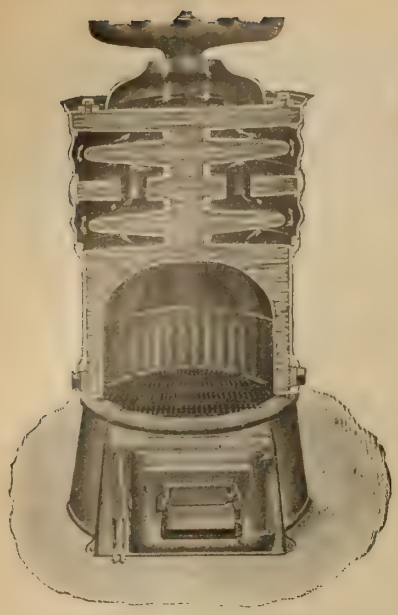
MANUFACTURED BY

The Ontario Lantern Co.,
HAMILTON, ONT.

WALTER GROSE, Montreal,
Selling Agent.

(PATENTED)





Modern Heating.

One of the most modern is with hot water, and of all heaters the "Economy" Hot Water Boiler is admittedly the best yet. It is made without bolts or packing—gives universal satisfaction to the householder—works easily—burns little fuel.

Write for a new booklet on the system.

J. F. Pease Furnace Co., Limited,

Head Office, 189-193 Queen St. East, · TORONTO.

We also manufacture COMBINATION and WARM AIR FURNACES for all kinds of fuel.

McArthur, Corneille & Co.

MONTREAL

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

in extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

Glue and Gelatine

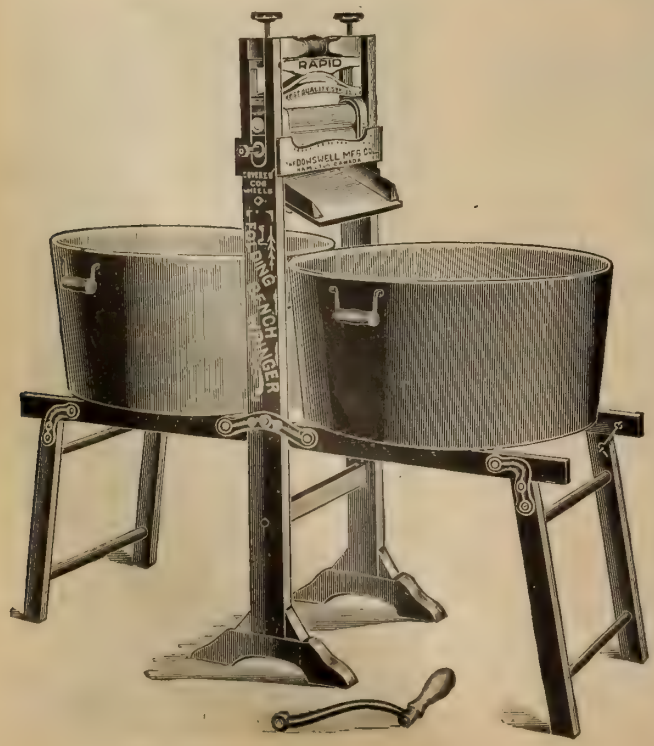
SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO.,
PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON,
LONDON.

Please mention HARDWARE AND METAL when writing.

Something New in..... BENCH WRINGERS



NOTE THE FOLLOWING ADVANTAGES:

- Enclosed Cogs—children cannot get their fingers caught.
- Extra Wide Frame—greater wringer surface.
- Grease cannot get on Rolls.
- Water cannot get into Bearings.
- Bearings exposed, easy to lubricate.
- Supplied with or without Ball Bearings.
- Four different grades of Rolls.
- Every Roll has our name stamped on it, and to each Wringer is attached a warranty tag guaranteeing the Rolls from one to five years in family use, according to grade.
- We make 55 different styles and sizes of Wringers.

The Dowswell Manufacturing Co., Limited.

W. L. HALDIMAND & SON, Montreal, Eastern Agts.

HAMILTON.

THE LEADING PAINT, COLOR AND VARNISH HOUSE OF CANADA.

THE "ISLAND CITY" PAINT WORKS

The following well-known goods are the kind that bring the paint buyers to the store of the merchant handling them:

"Island City" Decorators' Pure Lead.
"Island City" Pure White Lead.
"Island City" Special Decorators' Lead.
"Island City" Pure Ready-Mixed Paint.
"Island City" Floor Paint (*dries hard in eight hours*).
"National" Ready-Mixed Paint.
Permanent Reds, *for Agricultural Implement Manufacturers.*

We also manufacture best quality of

Varnishes for Coachmakers.
Varnishes for Inside and Outside Work.

The Brand "**ISLAND CITY**" is our Guarantee.

P. D. DODS & CO.

Proprietors

Samples sent upon request.

MONTREAL.

PAINT, OIL AND BRUSH TRADES

HOW PAINTS ARE MIXED.

AN exchange has the following to say with regard to mixing paints :- The different liquids required for the mixing of the paint proper are all piped to the tanks. In each one the constant motion is kept up, stirring the contents round and round, while the color gradually combining with the oil and turpentine, is forced slowly out, in two heavy thick streams that resemble nothing so much as candy that is just arriving at the pulling stage. Some of the streams look edible, too, but with others, the likeness stops at the consistency

It is through these streams that the first blending of colors take place. Bright raw colors are made directly from the pigments. In almost every case one finds one of the two streams that are going down to the ground together, white, while the other is a strong color, which needs to be toned down.

After this mixing, comes the final grinding of the paint, and the addition of the different ingredients which are to settle its mission in life—for floor paints are ground with varnish, as are those for carriages and cars, more " drier " is put into some paints than others, and with some the difference is only in the fineness of the grinding.

The stones used for grinding paints are a peculiar kind of French burr, imported for the purpose, and very expensive. Some paints are ground three times, each time coming out noticeably finer and smoother.

Once having received the last grinding the paint is kept gently moving in the great tanks where it is stored. It is drawn off by big spigots into cans of different sizes, and it is here that one peculiarity of the large house comes in. For each can is not only measured—it is also weighed. A gallon must weigh just so much. As the can fills if the scales fall too soon, or not enough, work stops. Not another drop of that paint is sent out till the fault has been found out and rectified.

It is a unique method, and a good one. The cans are filled from the bottom. As soon as the paint has been poured in they are put on trucks and wheeled away over a series of little tracks, to have their bottoms soldered in and the labels stuck on. Every bottom has stamped upon it a number, so that the girl who pastes the labels can identify the cans, which otherwise would be all alike. But she knows the number that belongs to every brand of paint and uses her labels accordingly.

The track system runs all over the lower floor, switching the loaded trucks to the storage rooms, to wagons for local delivery, or to the railway cars, that stand ready to take the tons of paint over the country.

That is the way the paint is made—as the operation looks to an outsider. The wonderful part is the mixing and blending of colors. The foreman in the department where the paint is handled must have an absolutely accurate eye for color. He must know as he walks down past the long lines of giant tanks just the proper shade for the paint to every one. Then there are the rooms where new shades are made and tested, the rooms where are stored samples of absolutely correct paint, to which every batch must come up, and the rooms where the paints are tried on the surfaces for which they are intended, to see if they " spread " well, and have the proper grain and color.

For there are different paints for all kinds of surfaces, and for each use, the paint must be perfect of its kind.

CHEMICALS IN GLASS-MAKING.

IT is said by glass-makers that the glass windows of an ordinary house contain enough arsenic to kill a regiment of men—or women, for that matter. The arsenic is one of several articles besides sand that are used in making the useful transparent material, and deadly quantities of it are used, but when the finished product reaches the users of it there is absolutely no danger of poisoning.

In the ordinary glass factory the work is divided into many parts in two departments—the tankhouse and the pothouse. Tanks that will hold thousands of tons are used in the tankhouse, and in these the glass is melted. The glass manufactured in the pothouse is made in pots, and it is there that the arsenic is used. The heat in the tankhouse is so great that arsenic cannot be used there, for the reason that the drug is volatilized and escapes into the air.

When the fires are lighted and the tanks have been heated the glass mixture, consisting of glass, refuse, old glass, salt cake and sand, is dumped in, and as this melts and flows out, more of the materials used are put into the tanks. The molten mass seethes and "works," and when the salt water from the salt cakes is separated from it, the glass is skimmed. The " gatherer " then thrusts a blow-pipe in the mass until he has a large ball of it on the end of the pipe, and when this has been cooled and polished, a " blower " blows it first until it is shaped like an elongated pear and then into a large cylinder. The " snapper " then puts it through a process that enables him to remove the blow-pipe, and then the glass goes to the " flatteners " and their flattening ovens, where it is rolled out into sheets.

A greasy, dirty-looking coat of chemicals covers the glass when it is taken from the flattening ovens, and to remove this the sheets are placed in baths of sulphuric and hydrochloric acids, more or less diluted. Then they are cut into different sizes and made ready for packing. Hardly a scrap of glass is ever wasted. All the refuse goes back into the tank.—Paint, Oil and Drug Review.

JOHN McARTHUR ASSIGNS.

John McArthur, doing business in paints and oils at 354 St. James street, Montreal, has furnished a list of his creditors, among whom are The Baylis Manufacturing Co., $480.74, notes; J. MacMasterson & Co., $270.40, notes; F. W. Atkinson, $115, notes; Eastern Townships Bank, $295, note; C. C. McGee, mortgage, $500. The principal accounts are those of The Imperial Oil Co., $80 ; Canada Paint Co., $145 ; A. Ramsay, $125, and Wm. Campbell, $125.

PAINTERS' ORGANIZER RESIGNS.

P. H. Munson is no longer organizer of the Painters' and Decorators' Union. At a meeting of the union recently that officer sent in his resignation after an increase in his allowance had been voted down, and upon division, the resignation was accepted. Mr. Munson will henceforth be engaged as foreman for W. J. Sloan & Co., of New York, on the new King Edward Hotel, Toronto. His successor as organizer of the union will be appointed at the next meeting.

PAINT AND OIL MARKETS.

TORONTO.

THE weather is very favorable for the paint trade, and business is exceptionally good for this season of the year. There is a slight decrease in red lead, as will be noticed in our quotations. Gum shellac is a little stiffer this week. We quote :

WHITE LEAD.—Ex-Toronto, pure white lead, $5 to $5.25 ; No. 1, $4.62½ to $4.87½ ; No. 2, $4.25 to $4.50 ; No. 3, $3.87½ to $4.12½ ; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards ; ½c.

John Bowman

HARDWARE & COAL CO.

LONDON, ONT.

WINDOW GLASS
WINDOW GLASS

We have just received by Steamer "Mexican" a **large consignment of Window Glass.**

Can ship all sizes promptly.
Prices right.

COLD WATER PAINT

INDELIBLO

Have you any customers who are always asking for a cheap paint and a good paint ? Have you any factories, elevators, sheds, alleyways, shafts; or customers who have; and do the cleaning up in the quiet winter season ? Put them on to **Indeliblo.** There's money in it for you, and no smell, dust, dirt or waste for them. Sanitary, washable, waterproof. White and colors.

Agents

A. RAMSAY & SON, - - - - MONTREAL
THE J. H. ASHDOWN HARDWARE CO., Limited, - WINNIPEG
McLENNAN, McFEELY & CO., - - - VANCOUVER

Makers

THE MURALO COMPANY, New Brighton, Borough of Richmond, New York.

Returned to S. H. Howland & Sons January 21 1903.

Made of

Extra Quality of Tin.

½ and 1 gallon sizes.

Made in Canada exclusively by

THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL, P.Q.

per lb. extra will be charged for 12½-lb. pkgs.; genuine dry white lead in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.50 to $4.75; ditto, in kegs of 100 lb., $5; No. 1, in casks of 560 lb., $3.75 to $4; ditto, kegs of 100 lb., $4.25.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in cgsks, $6.00.

SHINGLE STAIN.—In 5-gallon lots, 60 to 75c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35c.; in less than cases, 40c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35; white, $2.35 to $2.45 per gal.; in less quantities, 10c. extra.

PUTTY.—Bladders, in barrels, $2.25; bladders, in 100-lb. kegs, $2.40; bulk in bbls., $1.90; bulk, less than bbls. and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.90.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon; No. 1, $1 10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 9 to 9½c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 67c.; boiled, 70c.; 3 to 5 bbls., raw, 66c.; boiled, 69c.; 6 to 9 bbls., raw, 64c.; boiled, 66c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 78c.; 2 to 4 bbls., 77c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

GASOLINE AND BENZINE.—We quote: Benzine, 19¼c. and gasoline, ordinary, 21¼c. and engine, 22¼c. f.o.b. Toronto.

MONTREAL.

With the coming into force of winter freight rates, business has become, as was expected, much quieter, though to points which can still be reached by navigation there is a very satisfactory movement. Linseed oil is now selling at 67c. for boiled and 64c. for raw. Turpentine is quoted at 76c. in single barrels. We now quote:

GROUND WHITE LEAD.—Best brands, Government standard, $5.15 to $5.25; No. 1, $4.77½ to $4.87½; No. 2, $4.40 to $4.50; No. 3, $4.02½ to $4.12½; No. 4, $3.65 to $3.75, all f.o.b. Montreal. Terms, 4 months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5.25 in casks; kegs, $5.50.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote: Bulk, in bbls., $1.90 per 100 lb.; bulk, in less quantity, $2.05; bladders, in bbls., $2.25; bladders, in 100 or 200-lb. kegs or boxes, $2.40; in tins, $2.55 to $2.65; in less than 100-lb. lots, $3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.: 100-lb. kegs, 7¼c.: smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25: kegs, $4.50, and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 64c.; boiled, 67c. In 5 to 9 bbls., 1c. less. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gal. advance.

TURPENTINE.—Single barrels, 76c.; 2 to 4 barrels, 75c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.45 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PARIS GREEN.—Petroleum, bbls., 16¾c. per lb.; arsenic kegs, 17c.; 50 and 100-lb. drums, 17½c.; 25-lb. drums, 18c.; 1-lb. packages, 18½c.; ½-lb. packages, 20½c.; 1-lb. tins, 19½c.; ½-lb. tins, 21½c. f.o.b. Montreal. Terms: 3 per cent. 30 days, or four months from date of delivery.

WINDOW GLASS.

TORONTO.

Glass is not going out as fast as it was a week or two ago, and the market is somewhat quieter. Our quotations are as follows: Under 26 in., $4.25; 26 to 40 in., $4.65; 41 to 50 in., $5.10; 51 to 60 in., $5.35; 61 to 70 in., $5.75; 71 to 80 in., $6.25; 81 to 85 in., $7; 86 to 90 in., $7.75. Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days. Discount, 15 per cent.

MONTREAL

Jobbers are still making some shipments, but what demand there is is chiefly for the smallest quantities for sorting purposes. Quotations are as follows: First break, 50 feet, $2.10; second, $2.20 for 50 ft.; first break, 100 ft., $4; second break, $4.20; third break, $4.70; fourth break, $4.95.

"MIC-MAC" HOCKEY STICKS.

H. S. Howland, Sons & Co. are sole agents for the "Mic-Mac" hockey sticks, and are receiving orders from all over the country for them. As the factories are about out of stock, whatever supplies there are now in the country are in the hands of jobbers. It would therefore be well for merchants to order their goods early.

A new harvesting company has been incorporated at St. Paul, Minnesota, to be called The Minnesota Harvesting Company, with a capital of $6,000,000.

250 Tons

We are manufacturing five hundred thousand pounds of the finest

PARIS GREEN

it is possible to make.

Far ahead of the Government standard.

Strictly Pure.
Good Color.
Neat Packages.

Address the makers,

THE CANADA PAINT COMPANY LIMITED

MONTREAL and TORONTO.

Suits Everybody.

THIS IS WHAT

Elastilite Varnish

DOES.

It suits the dealer, because it always satisfies the customer, and, being a Registered Brand, it does not come into competition with ordinary makes of Varnish, thus protecting your profit.

In tins only from ½-pint to 1 gallon.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED

Toronto, Ontario, Canada.

Canadian Agents for Buehne's "Red, White and Blue" Brand Steel Wool.

A PAINT DEALER

In Bridgeburg, Ont., writes us :

"Having handled your 'Ark Brand' Weather and Waterproof Prepared Paints for several years, I am pleased to say they have given my customers thorough satisfaction. I have also used them on my own buildings with splendid results. I prefer such a quality of paint to mixing my own lead and oil. Wishing you success in your enterprising business.

Signed, "JOHN T. JAMES."

The truth will popularize itself, despite all efforts to prevent. The truth in regard to painting is that the most satisfactory work can only be done with

"Ark Brand" Paints,

and this fact is spreading among consumers. Your trade will largely increase if you stock these paints.

FREE—Our Practical Booklet, **"Paint, What to Use and How to Use It."**

Manufactured by

THE **FRANCIS-FROST C°.** Limited

TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler.

YOUR CUSTOMERS ADMIRE BEAUTY, GRACE and QUALITY

above all things in the selection of Silverware. Goods bearing the Standard Silver Brand combine all these with our absolute guarantee behind each article.

WHY NOT SELL THE BEST ?
IT COSTS NO MORE THAN THE OTHER KIND.

Silverware is going to sell especially well this Christmas. If you are interested at all, send us your name and address, mentioning HARDWARE AND METAL, and we will be pleased to give you some valuable pointers for the Christmas Silverware Trade.

Standard Silver Co., LIMITED

31-41 Hayter St., TORONTO

THEIR 22ND ANNUAL MEETING.

THE twenty-second annual convention of The Sherwin-Williams Company, held at Cleveland during the first week of November was the largest and most successful in the history of the company. Each year the convention has increased in size, importance, and interest until it is now considered by the management the chief event of the business year. By means of these annual meetings, the officials keep in close touch with the representatives, get a better insight into trade conditions, and the representatives obtain a fuller knowledge of the paint business. It is an evidence of the company's broad and liberal policy of co-operation. The management is firmly convinced of the wisdom of the policy and believes that the conventions have contributed much toward the success of the business. The conventions engender enthusiasm, loyalty and good fellowship, and tend to make all more thoughtful and more thorough business men—more competent paint men.

Confidence was the keynote of this year's convention. The representatives were embued with enthusiastic confidence in The Sherwin-Williams Company, its products, and their own ability to push the sales. There was no word of dissatisfaction or hint of obstacles in the way of advancement. Everyone seemed confident of success.

There were many good reasons for this feeling of confidence. The convention marked the close of the most successful of the many successful years of The Sherwin-Williams Company. It has been a year of expansion along all lines. The increase in sales has far exceeded the estimates; a linseed-oil plant, in which the company are crushing, treating and refining their own linseed oil, has been established at Cleveland; the plants at Chicago, Montreal, and Newark have been materially enlarged; a new South-Western Division has been established at Kansas City; the export trade has advanced by leaps and bounds.

Although careful attention to business with valuable results was the feature of every session, social pleasures were not neglected. Enthusiasm and good fellowship were marked from the reception in the club room, Monday morning, until the last good-bye was said on Saturday. President Sherwin and General Manager Cottingham received an ovation when they arose to deliver addresses of welcome. Perfect sympathy and harmony between officials and salesmen were manifest during the week. Campaign and convention songs, and divisional yells enlivened proceedings and kept enthusiasm at a high pitch.

A smoker and entertainment was given in the club room of the company Tuesday evening, attended by the representatives and the managers and assistant managers of the various departments. This was the most sociable event of the week. Everyone got together and it was the happiest of reunions.

The annual banquet was held in the Cleveland Chamber of Commerce Auditorium, Friday evening. All the Cleveland employes and the visiting representatives were present, and 600 sat down at the tables. After dinner, speeches were delivered by Mr. Sherwin, Mr. Cottingham and representatives of the various divisions. The prizes for the different factory competitions were presented to the winners by President Sherwin, and souvenir badges were given to all at the banquet.

The convention was instructive and proved of genuine helpfulness to all in attendance. Representatives and managers received new views and new ideas. The sessions showed the officials and representatives that their interests were the same, and they left the conference a more united and vigorous force.

Geo. W. Boehner & Sons, planing millers, West Lahave Ferry, N.S., have dissolved partnership, and are succeeded by Boehner Bros.

SILVER-PLATED WARE

We are Canadian Agents for the **M. S. BENEDICT MNFG. CO.**, celebrated makers of Silver-Plated Ware. If you want anything in

KNIVES, FORKS, SPOONS, OR ANY TABLEWARE

it will pay you to get our prices before placing orders.

WRITE FOR CATALOGUE. Makers of the **"EMPIRE" and "IMPERIAL"** famous brands.

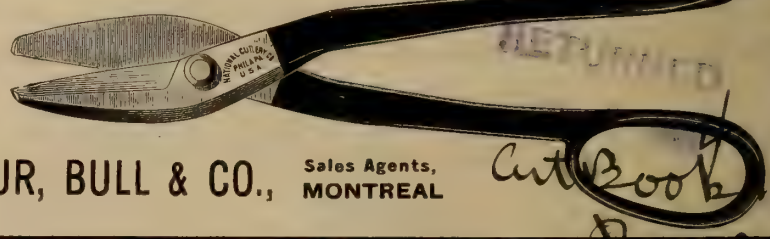
E. W. GILMORE & BRO., - 86 Bay St., TORONTO.

THE CELEBRATED

NATIONAL CUTLERY CO. SHEARS

Acknowledged the best and fully warranted.
Not connected with any Shear Combination.

Tailors' Shears
Trimmers
Ladies' Scissors
Barbers' Shears
Tinners' Snips



DECATUR, BULL & CO., Sales Agents, MONTREAL

MAXIMUM LIGHT
AT
MINIMUM COST

This is what we have been aiming at for some time, and have at last attained in the ROCHESTER CLUSTER GAS LAMP. It will positively give the light of the electric arc at half the cost. Unsurpassed for lighting stores and public buildings.

We carry a full line of lighting goods, including the famous ROCHESTER LAMPS, ROCHESTER GAS LAMP MANTLES, etc.

PARLOR HEATERS; sell well when coal is high.

It will pay you to get our prices when wanting anything in this line.

We are open to secure a few live hardwaremen as agents in their towns for THE ROCHESTER CLUSTER GAS LAMP.

THE ROCHESTER LAMP CO.
OF CANADA
24 Front St. W. TORONTO.

Send for our new Price List.

SPECIAL DISCOUNT TO THE TRADE.

Cold Pressed Nuts.

Square and Hexagon.

Finished Semi-Finished.

Polished, Case-Hardened, Blued Cap Screws, Set Screws, Machine Screws, Coupling Bolts, Thumb Screws, and Special Milled Work.

DISTRICT OFFICES:

Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Victoria, Rossland.

Wire

Copper Wire

— FOR —

Telegraph, Telephone, Trolley and Transmission Lines.

Round, Square and Rectangular for Electrical Machines.

Plain Wire

Annealed,
Annealed and Oiled,
Tinned, Coppered,
Wire Nails, Bright Goods,
Wood Screws, Jack Chain,
"Crescent" Hat and Coat Hooks, Poultry Netting,
Barrel, Blind and Bed Staples.

Brass Wire

of all kinds and for all purposes.

Galvanized Wire

Barb Wire, Plain Twist, Galv'd Fence Staples.

Manufactured by

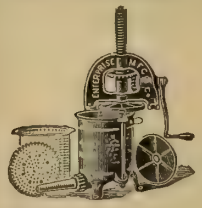
The Dominion Wire Manufacturing Co., Limited

MONTREAL AND TORONTO.

HEAD OFFICE New Coristine Building, St. Nicholas Street, **MONTREAL.**

Long Distance Phones to all Departments.

Sausage Stuffer, Lard and Fruit Press



8 Sizes and Styles

Rapid Grinding and Pulverizing Mills

40 Sizes and Styles for Hand and Power

No. 3, $5.00

Bone, Shell and Corn Mill

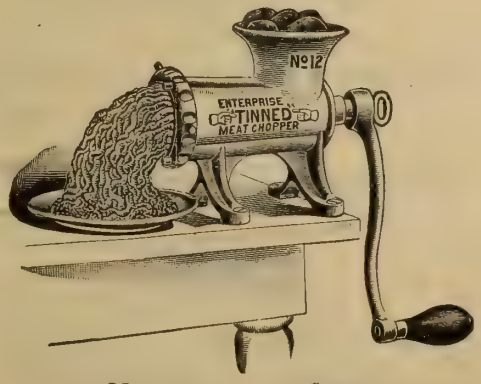
No. 750, $7.50

TRADE **"ENTERPRISE"** MARK

Meat and Food Choppers

TINNED

40 Sizes and Styles for Hand and Power from $1.00 to $300.00



No. 12, - - $2.50

Sold by all the leading Jobbers of the Dominion

ILLUSTRATED CATALOGUE MAILED FREE

The Enterprise Mfg. Co. of Pa.

Philadelphia, Pa., U. S. A.

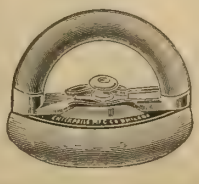
Meat Juice Extractor

No. 21, $2.50

Raisin Seeder

No. 36, $1.00

Cold Handle Polishing IRON



No. 82, $6.75 per doz.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, November 21, 1902.

HARDWARE.

BUSINESS in wholesale hardware circles is keeping up well. No doubt the continued fine weather has had a good deal to do with this by enabling the mechanics and farmers to do a large amount of outside work, consequently there is a good deal of building going on and a lot of fencing being done. There have been no changes in prices, excepting an advance of 10c. per dozen in ash sifters. A large number of skates have been sent out and quite a quantity of cutlery is being sold for the Christmas trade.

BARB WIRE.—The conditions of this market are unchanged from last week. Quotations follow : $2.67½ from Cleveland and 12c. less in carlots. From stock, Toronto, $2.90.

GALVANIZED WIRE.—Trade in this line is slack. Our quotations are as follow : Nos. 6, 7 and 8, $3.20 per 100 lb. ; No. 9, $2.55 ; No. 10, $3.30 ; No. 11, $3.40 ; No. 12, $2.70 ; No. 13, $2.80 ; No. 14, $3.80 ; No. 15, $4.30 ; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots and 12½c. less for carlots of 15 tons.

FINE STEEL WIRE.—There is not much business doing in this wire. The discount is 25 per cent.

SMOOTH STEEL WIRE.—This line is still quiet and featureless. The base price is quoted as follows : $2.60 per 100 lb. Oiling, 10c. ; coppering, 60c. and tinning, $2 per 100 lb. extra. Shipping points Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS.—These continue to be in good demand at unchanged prices. We quote the base price as follows : $2.50 in carlots and $2.55 for less quantities. The shipping points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—A fair amount of business continues to be done in this line. We quote $2.50 per keg and 10c. less for carlots.

HORSE NAILS.—A good number of orders keep coming forward. Discounts are now as follows : " C " brand, oval head,, 40 and 10 and 7½ per cent. ; on " M " brand, 50, 10 and 5 per cent. ; " Monarch," 60 2-3 per cent. ; " Countersunk " head, 60 per cent.

HORSESHOES.—A good deal of business is reported doing in horseshoes. We quote: Iron shoes, No. 2 and larger, light, medium and heavy, $3.45 ; snow shoes, $3.70 ; light steel shoes, $3.55 ; featherweight (all sizes), $4.95 ; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70 ; snow shoes, $4 ; light steel shoes, $3.80 ; featherweight (all sizes), $4.95.

SCREWS.—A heavy demand continues for screws and there is still a shortage of the article on the market. Discounts are : Flat head bright, 87½ and 10 per cent. discount ; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent. and flat head bronze, 70 per cent.

RIVETS AND BURRS.—These are active and scarce. The discounts are unchanged, and our quotations are as follows : Iron rivets, 60 and 10 per cent. discount ; iron burrs, 55 per cent. ; copper rivets, with usual proportion of burrs, 45 per cent. ; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—There is still an active inquiry for bolts and nuts with a continued scarcity thereof on the local market. The discounts are quoted as follows : Carriage bolts, common ($1.00 list), 50 per cent. ; carriage bolts, full square ($2.40 list), 55 and 10 per

Nickel-Plated Tea Kettles

THE "CLIMAX."

The "CLIMAX"

is an extra heavy kettle—made of 18-oz. copper throughout. Has double-seamed **SPOUT.** Is finished with an extra coat of nickel and highly polished.

Made in two sizes, Nos. 8 and 9.

Not the cheapest but certainly the best Tea Kettle on the market.

THE "PERFECTION"

The "PERFECTION"

is a high grade nickel-plated kettle. Has double-seamed **SPOUT** and seamless body.

Made in 7 sizes with flat bottoms. 3 sizes with pit bottoms.

The "Perfection" is splendid value, and a rapid seller as a medium-priced, high-grade kettle.

Each kettle carefully packed in a cardboard box.

The McCLARY MANUFACTURING CO.,

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

ENGLISH
GERMAN
BELGIAN
CANADIAN
AMERICAN
} PORTLAND CEMENTS.

FIRE
BUILDING
ENAMELLED
SILICA
MAGNESIA
} BRICKS.

DRAIN
CULVERT
} PIPES.

F. HYDE & CO.
31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .
Salt Glazed Vitrified
SEWER PIPE
Double Strength Culvert Pipe a Specialty.
THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.
LIMITED
DESERONTO, ONT.
Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."
Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"
BRAND
Foundry Pig Iron.
Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.
Write for Price to Sales Agents
Drummond McCall & Co.
MONTREAL, QUE.
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

cent.; carriage bolts, Norway iron ($3.00 list), 55 and 10 per cent.; machine bolts, all sizes, 50 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—These are still scarce owing to the inability of the manufacturers to promptly fill their orders. The discount is 40 and 5 per cent.

ROPE.—A good many orders keep coming forward for all lines of rope. The prices are unchanged. We quote: Pure manila, 14c.; British manila, 12c.; sisal, 12c.; lathyarn, single, 11c. and double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per dozen.

HARVEST TOOLS.—Jobbers are all sold up for next year's delivery. The discount is 60 to 60 and 10 per cent.

LAWN MOWERS.—These are very quiet. We quote: Woodyatt, 12-inch wheels, $7.50; Star, 12-inch wheels, $5.50; Daisy, 12-inch wheels, $4.90; Philadelphia, 10-inch wheels, $6; Ontario, 10-inch wheels, $12.75. The other sizes are in proportion. The discount is 50 per cent.

GREEN WIRE CLOTH.—Trade in this line is slow. The price is $1.40 per 100 square feet.

EAVETROUGHING, ETC.—Quite a quantity of eavetroughing is still moving out to all parts of the country. The prices are unchanged. Our quotations are: Eavetroughing, 10-inch, per 100 ft., $3.10; conductor pipe, 2-inch, per 100 ft., $3; 3-inch, $4; 4-inch, $5.25; 5-inch, $6.75 and 6-inch, $9.

CUTLERY.—All lines of cutlery are active and retailers this year seem to be laying in a greater supply than usual for the Christmas trade.

BUILDING PAPER.—A big business continues in building paper, the mild weather of this fall being favorable for a continuance of building operations longer than usual, and this is having its effect on the building paper market. We quote as follows: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll.

ASH SIFTERS.—There is an extra heavy demand for ash sifters this fall and a scarcity of supplies. The prices have been advanced 10c. per dozen, or $1.20 per gross. We quote $14.40 per gross.

TINWARE AND ENAMELLED WARE.—There has been quite a demand for tinware. Enamelled ware has been quiet.

STOVES AND RANGES.—The demand for stoves and ranges is not as great as it was last week, but there are still large numbers going out. The prices remain firm.

SCREEN DOORS, ETC.—Trade in screen doors and windows is quiet at present. We quote: Screen doors, common, 2 or 3 panel, walnut stained, 3-in. style, $6.60; stained, yellow or green, $6.80; in natural colors, oil finish, $8.15; 4-in. style, 20c. per dozen extra.

CEMENT.—The mild weather continues this week and keeps up the demand for cement. The manufacturers are busy filling orders that have been contracted for and are not in a position to accept new business. The prices continue steady. Quotations are as follows: Canadian Portland, $2.80 to $3.20; hydraulic, $1.35 per bbl. At the works the prices are $2.50 to $2.70 per bbl.

METALS.

The general conditions of the metal market continue satisfactory. While the

Wire Rope.
Whitecross Company's make.
BEST QUALITY AT LOWEST PRICES FOR IMPORT.
A. C. LESLIE & CO.
509-512 Merchants Bank Building,
MONTREAL.

This is the Time of Year

that the man who wants to buy a pump discusses within himself the merits of all of the different kinds of pumps made. If he comes to you and asks which is the best pump made—would you say
"THE McDougall IS BEST?"
If not you do not handle the best pump. Remember, our guarantee goes with every pump we manufacture.
The R. McDOUGALL CO., Limited,
GALT, ONT.

Pig Tin.
"Boustead & Co's" Penang
"Straits"
"Lamb and Flag"
Copper —"Lake" —"MA"
Galvanized Sheets.
ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
OPEN HEARTH STEEL.

prices of ingot metals are more or less weak, finished materials in iron and steel are held firm. The tin markets outside are somewhat stronger, while copper is quiet and firm. The market in the United States for scrap iron shows signs of improving shortly, as the majority of the mills have secured contracts for all their requirements running through the year, and in some cases, through January.

PIG IRON.—A good demand keeps up for pig iron at unchanged prices. Our quotations are as follows: $23 for No. 1, and $22.50 for No. 2 at the Canadian furnaces. On track, Toronto, No. 2 Summerlee is quoted at $23.

STEEL BOILER PLATES.—These are active and unchanged. The price is $1.80 per 100 lb. in carlots.

STEEL RAILS.—These are quoted at $30 per ton for steam railways and $36 for electric railways.

TOOL STEEL.—A good active demand keeps up for tool steel and the market has an upward tendency. We still quote: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 8 to 15c.; ditto, "Air Hardening," 30 to 50c.; Chas. Leonards', 8 to 9c.; Park's "Silver," 12 to 14c.; Park's Special, 15 to 20c.

MILD STEEL.—This metal is scarce. with a good demand. The prices are unchanged at $2.50 to $3 per 100 lb. f.o.b. Toronto.

BOILER TUBES.—The market for these keeps active.

SPRING STEEL.—A heavy demand continues for this steel. We quote $3 to $3.50 on track, Toronto.

BAR IRON.—This market keeps strong and there is a scarcity of the article on the local market. The demand continues good. Our quotations are as follows: $2.05 up base. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb., 1 lt. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS.—A fairly steady demand continues for black sheets. Quotations follow: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—These are still moving out freely. We quote: All dull, $2.90 to $3; half-polished, $2.85 to $3.10; all bright, $3.75 to $3.85.

GALVANIZED SHEETS.—As the fine weather has permitted outside work to be done all along, it has had the effect of keeping up the demand for galvanized sheets. We quote: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 29 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—There has been a brisk demand for tin this week. We quote $31 to $32 per 100 lb.

TINPLATES.—These have been in better demand. We quote: Charcoal, $4.75 to $5 and cokes, $4.25 per box.

COPPER.—Some business has been done in ingot copper io small lots. We quote: Ingot copper, $13 per 100 lb. and sheet copper, $22 to $23.

BRASS.—This market continues steady and unchanged. The discount is 15 per cent.

LEAD.—There has been a slight improvement in the demand for lead. Pig lead is quoted at $3.50 per 100 lb. and bar lead, $3.75.

IRON PIPE.—Deliveries from the manufacturers are coming forward more freely

"GLOBE" BRAND FILES AND RASPS

ARE MANUFACTURED BY THE

Nicholson File Co.

at their Dominion Works, PORT HOPE,

by experienced workmen, from the highest grade of steel.

Every File Carefully Tested and Fully Warranted

Files and Rasps for all purposes supplied in this well-known brand.

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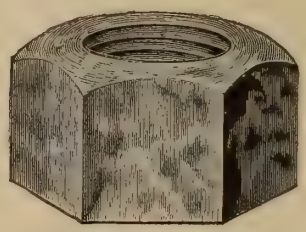
Caverhill, Learmont & Co.,	Montreal.	Wm. Doyle, - - -	Quebec.
Frothingham & Workman,	Montreal.	Rice Lewis & Son, - -	Toronto.
L. H. Hebert, - -	Montreal.	Aikenhead Hardware, Limited,	Toronto.
N. Lemieux & Sons, -	Quebec.	Hobbs Hardware Co., -	London.
H. & J. Young, - -	Quebec.	D. H. Howden & Co., -	London.



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Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

FILES. WE ARE NOT IN THE TRUST. RASPS.

Quality of our goods guaranteed and our discounts very liberal. A trial order solicited. Write for discounts.

99 Niagara St., TORONTO FILE CO.

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CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

FOR SALE.

AN OPENING. BEST AND MOST SUCCESSful hardware business in first-class Western Ontario town, 2,500 population. Agricultural district equal to any in Canada. Good live stock, value over $4,000. Proprietor going into manufacturing. Splendid opportunity, must sell quick. Address "Hardware," care London Fence Machine Company, London, Ontario. (tf)

FOR SALE — FIRST-CLASS HARDWARE business in large and growing city in the Province of Ontario. Stock about $25,000. Good reasons for selling. This is an exceptional chance for a man with capital. Box 8, HARDWARE AND METAL.

FOUNDRY FOR SALE—LOT 110 x 200—capacity 10 tons per day; 146, 148, 150 Niagara street; complete with boiler, engine, cupola, shafting and belting; a bargain. Toronto Foundry Co., Limited, Jefferson Avenue.

FOR SALE—GOOD LIVE FOUNDRY BUSIness in the best shipping point in Ontario—AI connection with the Wholesale Hardware Trade. Owner retiring on account of ill health. Write quick. Box 9, HARDWARE AND METAL.

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

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in "Commercial Intelligence," to the Editor

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Temple House, Tallis St., Temple Avenue, London, E.C.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

Standard Paint & Varnish Works Limited

Makers of High Grade Varnishes, Japans, Paints, Colors & Enamels.

Windsor, Ont.

and the demand is active. We quote per 100 feet: ¼-inch, $2.40; ⅜-inch, $2.65; ½-inch, $2.85; ¾-inch, $3.65; 1-inch, $5.20; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; galvanized, 1-inch, $7.20. Trade discount is 4 per cent. for carlots.

ZINC SPELTER.—Trade in this line continues light. Prices are unchanged at 5 to 6c. per lb.

ZINC SHEETS.—The demand has been more active. We quote: Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER.—This metal is in fair demand.

ANTIMONY.—Trade continues moderate. We quote $9 per 100 lb.

PETROLEUM.

The market for all grades of oil is very good, the only drawback being in getting cars to draw it to the city. We quote: Lily White, Canadian, 15 to 15½c. in bbls.; Silver Light, Canadian, 16½ to 17c. in bbls.; Crystal Spray, water white, American, 18 to 18½c. in bbls.; Pennoline, best American imported, 19½ to 20c. in bbls. In bulk, 2c. per gallon less.

HIDES, SKINS AND WOOL.

HIDES.—A moderate business continues in hides. We quote: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8½ to 9c. per lb.

SKINS.—Calfskins and sheepskins are wanted. The other lines are less active. Our quotations are as follows: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do, 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; sheepskins, 65c.

WOOL.—The market is weak and unchanged. We quote 13½c. for fleece and 7½c. for unwashed wool per lb.

TALLOW.—The situation is unchanged. We quote 6¼ to 7c. per lb.

SEEDS.

There is not much doing in any lines on the list of seeds this week. For red clover, at outside stations, $6.50 to $6.75 will be paid. Alsike is worth $6.50 to $7 and timothy is nominal at $1.50 to $1.75. Higher prices will be paid for samples of extra fine quality, while inferior and lower grades would have to be bought at lower prices than the above to yield a fair margin of profit.

COAL.

The coal dealers are very patient and waiting their turn for coal. All the hard coal arriving in the city comes by boat from Oswego, and as there are only facilities for loading two boats at a time, it takes some time to get a cargo. Soft coal is a little easier this week. Hard coal is quoted at $8 per ton and soft coal at the international bridges is $5.50 per ton.

OLD MATERIAL.

Business continues to be brisk and the dealers are quite satisfied. The prices remain about the same as a week ago. We quote: Heavy copper and wire, 10c. per lb.; light copper, 8 to 8½c.; heavy red brass, 9½c.; heavy yellow brass, 8 to 8½c.; light brass, 5 to 5½c.; lead, 2 to 2¼c.; scrap zinc, 3c.; iron, No. 1 wrought, $13.00 per net ton; No. 2 wrought, $4.50; machinery cast scrap, $14.50 to $15; stove plate, $10; malleable and steel, $6 to $6.50; old rubbers, 6½c. per lb. and country mixed rags, 50c. per 100 lb.

EASTLAKE

STEEL SHINGLES

are made so carefully and accurately that they are fitted together with perfect ease.

Their patent side lock is the best shingle "wrinkle" you ever came across. It's a great help to be able to apply them so quickly and easily.

They are the popular lightning, rust and fire proof roofing.

Eastlakes are the best selling roofing stock you can carry. Read up our catalogue.

Metallic Roofing Co., Limited

TORONTO. MONTREAL. WINNIPEG.

QUEBEC MARKETS.

Montreal, November 21, 1902.

HARDWARE.

BUSINESS in the wholesale hardware trade is still quite active, though the heavy shipments of the past couple of weeks have eased off to a considerable extent, owing to the higher freight rates. Fence staples have been reduced from 10 to 25c. Malleable pound fittings have also gone lower, being now discounted at 25 per cent., instead of 23 4-5 per cent.

LAWN MOWERS—Prices for 1903 delivery follow: 10½-inch wheel by 12-inch cutter, $7.50; by 14-inch cutter, $8.00; by 16-inch do, $8.50; by 18-inch do, $9.00; by 20-inch do, $10.00. Star, 9-inch wheel by 12-inch cutter, $5.50; by 14-inch do, $5.75; by 16-inch do, $6. Daisy, 8-inch wheel by 12-inch cutter, $4.90; by 14-inch do, $5.10; by 16-inch do, $5.30. Philadelphia pattern, 7½-inch wheel by 10-inch cutter, $6; by 12-inch do, $6.50; by 14-inch do, $7; by 16-inch do, $7.50. Grass boxes are quoted as follows: 12-inch, $2.25; 14-inch, $2.25; 16-inch, $2.50; 18-inch, $2.50; 20-inch, $2.75. The discount on all the above is 50 per cent. off.

BARB WIRE.—The market is dull. The price is now $2.90 per 100-lb. keg f.o.b. Montreal, and $2.55 f.o.b. Cleveland.

GALVANIZED WIRE.—A very small amount of business has been done in this wire during the week. The prices from stock are as follows: Nos. 6, 7 and 8 gauge, $3.20; No. 9, $2.55; No. 10, $3.30; No. 11, $3.40; No. 12, $2.70; No. 13, $2.80; No. 14, $3.80; No. 15, $4.30; No. 16, $4.55; No. 17, $4.95; No. 18, $5.20. In carlots, f. o. b. Cleveland, the prices are: No. 9, $2.15; No. 12, $2.30; No. 13, $2.40, not dutiable. No. 10, $2.20; No. 11, $2.25; No. 14, $2.50; No. 15, $2.95; No. 16, $3.05, dutiable. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—The market is still quiet and without feature. Quotations follow: Bright and annealed, $2.60 per 100 lb. f.o.b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—There has been no change and a small amount of business is doing. The discount is 25 per cent, with the following net extras: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—There is very little doing. The discount on both wires is 62½ per cent.

FENCE STAPLES.—A reduction in price has been made, amounting to 25c. per 100-lb. keg in galvanized staples and 10c. in bright. Prices now are: Galvanized, $3 per 100-lb. keg; bright, $2.80, with an extra 25c. for 25 and 50-lb. packages.

WIRE NAILS.—There has been no quotable change and the market is still quiet at $2.25 per keg in small lots and $2.50 in carlots, f.o.b. Montreal, London, Hamilton, Toronto, Gananoque, Brantford, Windsor, Ont., St. John and Halifax.

CUT NAILS.—A few orders have been received, but the market is seasonably quiet and unchanged at $2.45 per keg in small lots and $2.40 in carlots.

HORSE NAILS.—Prices remain steady and unchanged. There is an active inquiry. Our quotations are as follows: "C" brand, 40, 10 and 7½ per cent. off; on "M" brand, "Oval," 57½ per cent.; "New City," 57½ per cent.; "New Countersunk," 65 per cent.

HORSESHOES.—Trade continues brisk in horseshoes. No quotable change has been made, and our quotations are as follows: Iron shoes, light and medium pattern, No. 2 and larger, $3.35; No. 1 and smaller, $3.60; snow pattern, No. 2 and larger, $3.60; No. 1 and smaller, $3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; featherweight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra. F.o.b. Montreal only.

RIVETS AND BURRS.—Not much business is doing in these lines. Prices are unchanged. Quotations are as follows: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent. ; swedes iron burrs are quoted at 55 per cent. off ; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS.—The demand has been very light and the market quiet during the past week. There is no quotable change to report. We quote the discounts : Norway carriage bolts, 55 per cent. ; common, 50 per cent ; full square carriage bolts, 55 per cent.; machine bolts. 50 and 5 per cent.; coach screws, 66 2-3 per cent. ; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent. ; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent. ; stove bolts, 67½ per cent. Nuts, square, 3¼c. per lb. off list ; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

SCREWS.—There is not much doing this week. Our quotations are : Round head bright, 82½ and 10 per cent. ; flat head bright, 87½ and 10 per cent. ; brass, round heads, 75 and 10 per cent. ; brass, flat heads, 80 and 10 per cent.

CORDAGE.—Trade is quiet and prices unchanged. We quote as follows : Manila, 14c.; British manila, 12c.; sisal, 12c.; lathyarn, 11c.

BUILDING PAPER.—A fair demand is reported this week and a moderate business is doing at steady prices. We quote : Tarred felt, $1.70 per 100 lb.; 2-ply, ready roofing, 85c. per roll ; 3-ply, $1.10 per roll ; carpet felt, $2.25 per 100 lb. ; dry sheathing, 35c. per roll ; tar sheathing, 45c. per roll ; dry fibre, 50c. per roll ; tarred fibre, 60c. per roll ; O K and I X L, 65c. per roll ; heavy straw sheathing, $30 per ton ; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—The market is very quiet. The price is $1.40 per 100 square feet.

POULTRY NETTING.—The discounts on Canadian or English poultry netting for delivery in 1903 are : 60 per cent. off on 2 x 2 mesh, 19 wire, and 50 per cent. off on 2 x 2 mesh, heavier.

HARVEST TOOLS.—The discount for 1903 delivery is 60 and 10 per cent.

FIREBRICKS.—Nothing of importance has occurred on this market. We quote: English, $16 to $22 and Scotch, $17 to $22 per 1,000.

CEMENT.—A good trade is doing in cement. Prices are unchanged. We quote as follows : Canadian cement, $1.90 to $2.25 ; German, $2.20 to $2.30 ; English, $2.15 to $2.25 ; Belgian, $1.70 to $1.95 per barrel ex-wharf, and American, $2.10 to $2.20 ex-cars.

SKATES.—An active movement still continues in skates. Our quotations are as follows : Halifax pattern, 36c. per pair ; nickel-plated, 65c.; ladies' nickel-plated, 60c.; ladies' concave nickel-plated, $1.35 plain hockey, 27c. to $1.35 ; nickel-plated hockey, 60c. to $2.50 ; double-end hockey, $1.50 to $3. Skate straps, 35c. to $1.35.

HOCKEY STICKS.—Trade is still good and quotations are as follows: Best second growth, goal keepers', $4.20 per doz.; ash, $2.90 ; elm, $2.25 ; boys' elm, $1.10 ; common, 90c. Regulation pucks, $1.50 per dozen.

SNOW SHOVELS.—There is a good demand but no change in prices has been made. Quotations follow : "Habitant," $2.25 to $2.40 ; "Victor," 30 per cent. off ; steel railroad shovels, 48 and 5 per cent. off.

FIRE SHOVELS.—A fairly good business is still doing. Our quotations follow: No. 70, 38½ to 40c. per dozen ; No. 55, 55 to 60c.; No. 57, 82½ to 90c.; No. 60, 82½ to 90c.; No. 65, $1.37½ to $1.45 ; No. 80, 50 to 55c.; "Duplex," No. 7, $1.21 ; No. 9, $1.52 ; No. 11, $1.82.

LANTERNS.—The market is active and prices are steady. Quotations are as follows : Tilt, lift or hinge, No. 0, $4 per dozen ; Cold Blast, $7 per dozen ; dashboard, No. 0, $5.75 per dozen ; cold-blast dashboard, $9 per dozen. Extras are as follows : Japanning, 50c. per dozen ; copper-plating cold blast, $2 per dozen. The prices quoted are f.o.b. London, Hamilton, Toronto, Belleville, Kingston and Montreal.

METALS.

There has been no striking feature in the local market for metals during the week. Most lines, especially sheet metals, are in fairly active movement. Bar iron and iron pipe continue scarce. A better movement in coil chain is reported between importers and wholesale dealers.

BAR IRON.—There is a fairly good demand. The tone of the market continues firm on account of the scarcity prevailing. No quotable change has been made. We quote : Merchants' bar, $1.95 ; horseshoe iron, $2.20; extra refined, $2.35.

BLACK SHEETS.—There is a fair movement at unchanged prices, which are as follows : 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50 and 8 to 20 gauge, $2.50.

GALVANIZED IRON.—There is a moderate demand for this metal. Prices are as follows ; No. 28, Queen's Head, $4.40 ; Apollo, 10¾-oz., $4.40 ; Fleur de Lis, $4.15; Comet, $4.25; and "Bell" brand, $4.30. For less than case lots, 10c. extra is charged.

SOIL PIPE AND FITTINGS.—There is but little doing. Quotations are : Light soil pipe, 3 to 6 inch, 50 per cent., medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8-inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.; extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—Summerlee is quoted this week at $23 to $23.50 f.o.b. Montreal. Canadian pig iron is very scarce with some dealers.

INGOT COPPER.—There is little doing. The price is 13c.

INGOT TIN.—The price has not been changed, Straits tin still selling at 28 to 29c.

PIG LEAD.—A small amount of business has been done this week. The price in carlots is $2.90 and in smaller lots, $3.25.

LEAD PIPE.—A moderate inquiry is reported this week. Composition and waste sell at 8c. and ordinary at 7c. The discount is 37½ per cent.

IRON PIPE.—It is now almost an impossibility to obtain iron pipe, and it is stated that deliveries cannot be made till December. Our quotations are as follows : Standard pipe, per 100 feet, in lengths under 19 feet : Black, ¼, $2.40 ; ⅜, $2.65 ; ½, $2.85 ; ¾, $3.65 ; 1-in., $5.20; 1¼, $7.35; 1½, $8.95; 2-in., $12.55.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
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Steel Carriage and Wagon Jacks,
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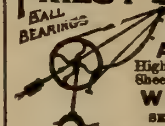

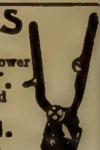
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Largest Variety, Toilet, Hand, Electric Power
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NEWMAN'S PATENT
INVINCIBLE FLOOR SPRINGS
Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.
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Oneida Community Goods
HALTERS, COW TIES SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT.

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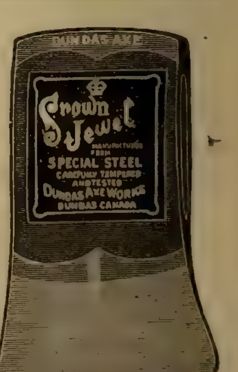
The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.


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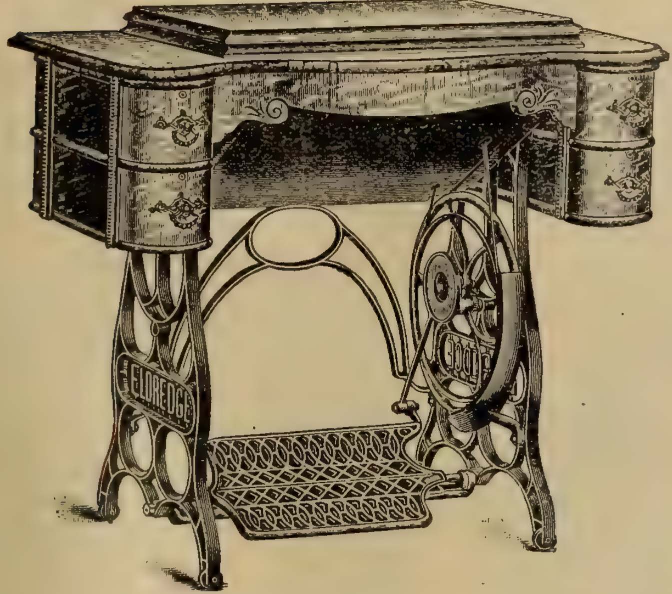


ever offered to the Hardwareman.

It's easy to sell such goods as these.

We have others in wide variety.

Let us talk the matter over with you, we can SHOW YOU.

CAVERHILL, LEARMONT & CO.

Wholesale Hardware Merchants **MONTREAL.**

Galvanized, ¼, $3.20 ; ⅜, $3.45 ; ½, $3.85 ; ¾, $5 ; 1-in., $7.20 ; 1¼, $10.05 ; 1½, $12.-20; 2-inch, $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows : Black, ½, $4.20 ; ¾, $5.25 ; 1-in., $7.55 ; 1¼, $10.55 ; 1½, $12.75 ; 2-in., $17.-60. Galvanized, ½, $5.20 ; ¾, $6.65 ; 1-in., $9.55 ; 1¼, $13.25 ; 1½, $16 ; 2-in., $21.90. For threads and couplings 5 per cent. is added.

TINPLATES.—These have been steady on the market and no change is reported. The price of cokes is now $4.25 and of charcoals, $4.75 to $5.25.

STEEL.—There is only a small demand now. We quote: Sleighshoe, $2.05; tire, $2.20; bar, $2.05; spring, $2.85; reeled machinery, $2.75; toecalk, $2.70.

SHEET STEEL.—Business is quiet and prices are unchanged. We quote: Nos. 10 to 20, $2.50; 3-16, $2.50; ¼, 5-16 and ⅜, $2.40.

TOOL STEEL.—The demand for this steel has not improved and the market is quiet. Quotations are as follows : Black Diamond, 8c.; Sanderson's, 8 to 12c., according to grade ; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 8 to 15c.; "Air Hardening," 45 to 60c.

CANADA PLATES.—There is a fair demand. We quote: 52s, $2.70 to $2.80; 60s, $2.85 to $2.90; 75s, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35 ; galvanized, 60s, $4.45 to $4.55.

TERNE PLATES.—The demand is slight and no change is to be reported in the prices. We quote $7.50.

COIL CHAIN.—There is an improvement in the demand. During the past week a number of good orders have been received by importers. Quotations are : No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼-in., 7¼c. per lb.; 5-16, $5; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4.05 ; ½, $3.95; 9-16, $3.85; ⅝, $3.55; ¾, $3.50; ⅞, $3.45; 1-inch, $3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC.—The market is still quiet. The price is $5.85 to $6.25.

ANTIMONY.—This sells at 10c., though the demand is only moderate.

ZINC SPELTER.—The market remains quiet and unchanged. The price is 5c.

SOLDER.—Bar solder is quoted at 20c. and wire solder at 18c. The movement is still active.

SCRAP METALS.

There is a fair movement in most lines of scrap metals and prices are well maintained. Copper is about the only line that is dull. Machinery scrap is a little higher, owing to the increased competition for it. Malleable and steel are also higher, and rubbers have taken a stronger position. We quote: Heavy copper, and wire, 10c. per lb.; light copper, 8c.; heavy red brass, 10c.; heavy yellow, 8¼c. light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, $15 to $16; No. 2, $7 per ton; machinery scrap, $15 to $16; stove plate, $12; malleable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6½ to 6¾c. per pound.

HIDES.

The market is fairly active. We quote : No. 1 hides, 9c.; No. 2, 8c.; No. 3, 7c. Calfskins, 8 to 10c.; lambskins, 60c.

MONTREAL NOTES

Linseed oil is 2c. lower.

Fence staples have been reduced in price.

Malleable pound fittings are 1 1-5 per cent. lower.

NOVA SCOTIA MARKETS.

Halifax, November 18, 1902.

THE hardware business for the last week has been up to the average in all seasonable lines, and all dealers are fairly busy. The volume of business done up to date is quite satisfactory and the conditions prevailing give encouragement for a good business right through the season. Much difficulty is still experienced in getting orders filled in some lines by the manufacturers, but this condition, no doubt, prevails everywhere on account of the firm position of the iron and steel markets and the great demand for lines in which these articles are used. With the exception of cordage all lines of hardware are firm.

* * *

The position in cordage is peculiar. Dealers state that British manufacturers have travellers in the Canadian field who are selling cordage direct to the retailers, and at prices below those recently prevailing. The dealers claim that the British manufacturers can do this with profit, as the article sold is inferior to the Canadian make. To meet the competition a general reduction has been made and the prices now quoted are as follows : Manila, 14c. base; sisal, 12c. ; lath and shingle yarn (single), 11c. and double, 11¼c.

* * *

The forced cut seems to have taken the trade unaware, as foreign competition had not been expected; and as there was every indication of firmness in cordage lines, heavy stocks had been laid in to meet the ever-growing demand of the Canadian trade. Rather than carry over

these large stocks the cut has been made. No doubt the decline in prices will only continue for a short period, as it is considered by the trade that the foreign competition has been efficiently met.

* * *

In this connection it may be mentioned that in the Maritime Provinces there are some 43 jobbers who handle from 10 to 150 tons of cordage of all kinds each year. Out of these there are nine in Halifax who handle in all about 600 tons. Those in a position to understand the conditions of the trade state that, considering the firmness of hemp, which largely controls the market prices of the manufactured article, prices must soon rise again to the normal position. In the meantime, the retailers who have purchased the cheaper imported article may have learned a wholesome lesson.

The trade barometer runs fairly high for the last week, amounting to $230,745, apportioned as follows: Great Britain, $83,484; West Indies, $89,548; United States, $32,504; Brazil, $9,670; Newfoundland, $9,068; Germany, $5,720; France, $650.

R. C. H.

CATALOGUES, BOOKLETS, ETC.

HANDBOOK ON PATENTS.

MUNN & CO., of New York, the publishers of The Scientific American, have just issued a valuable little book on the general question of patents, caveats, designs, trade-marks, copyrights, etc. There are over 50 pages o matter, which describe carefully all that a man desirous of securing a patent should know. Several pages are taken up with a useful collection of abstracts of important legal decisions in patent cases.

A NEAT CATALOGUE.

The Garvin Machine Co., New York, favor us with a copy of their latest catalogue. It is a very neat book of 56 pages, and is full of valuable information for the machine and hardware trade. Every page contains an illustration of some machinery manufactured by this firm. A copy of the catalogue will be forwarded by writing The Garvin Machine Co., Spring and Varick streets, New York. Mention HARDWARE AND METAL when writing.

A TIME-SAVING METHOD OF SECURING KNOWLEDGE.

The 5½" hand-drill with cut teeth and double gear. We think there is nothing offered to the trade to-day that will compare with this one in ability and chuck capacity. It has two speeds, regulated and controlled by quick change. A three-jawed chuck that will hold from 0 to ⅜", a finished cocobolo handle, and is capable of drilling ⅜" holes in iron and steel. Ask your jobber for Goodell-Pratt Co.'s catalogue. These goods are carried by all the leading wholesale trade. Decatur, Bull & Co., Montreal, are sole Canadian agents.

WINDSOR RETAIL MERCHANTS

AT the annual meeting of the Windsor, Ont., branch of the Retail Merchants' Association of Canada, held recently at Windsor, the following officers were elected for the coming year: President, A. E. Edgar; vice-president, C. C. Schumacher; secretary, B. G. Davis; treasurer, Geo. H. Wilkinson; auditor, A. J. McTavish. The board of directors will consist of the officers and the following merchants: James Pennington, J. E. D'Avignon, N. J. Clinton, W. A. Sweet and Geo. H. Nairn.

The meeting was an enthusiastic one and the association promises to make

President A. E. EDGAR.

itself known in the welfare of the city.

The association has done much in the past year in the way of removing objectionable schemes from trade and spreading sociability among its members.

D. M. LAMBERT DEAD.

After an illness of two weeks, D. M. Lambert, manager of The Bailey Cutlery Co., Limited, Brantford, Ont., died on November 12 at the age of 28 years. The success Mr. Lambert had already achieved in the business world gave promise of a very successful future. His untimely demise is deeply regretted both in the business and social world. "Hardware and Metal" extends its sympathies to his bereaved friends.

PARIS GREEN AGAIN.

The Canada Paint Co. are well to the front as regards the manufacture of paris green, which may be seen by their advertisement. They have started to manufacture in Toronto and Montreal and will turn out immediately 250 tons, and, if the demand warrants it, another 50 or 100 tons. Their green met with extraordinary success last year, and the company are bound to meet the demand for a first-class article and keep the money in the country. There is no necessity nowadays to import paris green when the market can be well supplied by home manufacturers.

PRESENTATION TO A. DUNN.

A. Dunn, superintendent of The Consumers Cordage Co., Limited, Montreal, was presented with an address and silver smoking set on Tuesday night, November 18, by Division No. 2, A.O.H., of which he is president. The presentation took place at his residence on the occasion of his silver wedding.

AS GOOD AS THE BEST.

The Consumers Cordage Co., Limited, Montreal, sent out to the trade, under date of November 15, the following circular in regard to their manila rope:

"Having had many inquiries from customers, in regard to the quality of hemp used in manufacturing our "British" manila rope, we wish to emphasize the fact that this brand contains pure manila only.

"We guarantee it equal in every respect to the manila cordage exported to this country from Great Britain, and offered in this market."

PERSONAL MENTION.

Mr. F. O. Lewis, of Lewis Bros., Montreal, was in Toronto last Saturday.

Mr. Robert Munroe, of The Canada Paint Co., Montreal, was in Toronto this week.

Mr. David Phillip, manufacturers' agent and broker, Winnipeg, Man., is on a business trip to Toronto and Montreal.

The well-known wholesale and retail hardware dealer, Mr. A. M. Bell, of A. M. Bell & Co., Halifax, N.S., was in Montreal last week.

Mr. E. K. Spinney, of Yarmouth, N.S., one of the heaviest jobbers and retailers in the hardware trade of the Maritime Provinces, was in Montreal last week.

Mr. William Abbott, manufacturers' agent, 13 St. John street, Montreal, has been confined to the house for several days, owing to a rather severe injury to his ankle which he received last week.

H. A. Hodge, president of the Quebec Southern Railway, says the plans for the tunnel under Montreal harbor are ready and will be submitted to the Government at Ottawa at once. The plans are for a double track from the south shore to a central station in the heart of Montreal. The width of the tunnel will be 27 feet and it will be 21 feet high. Its greatest depth will be 15 feet below the water bed and will be constructed with concrete and stone masonry with an enamelled brick lining.

WINDOW GLASS.

Send in your specification now and secure good sizes before the assortments get broken up. Large stocks are now arriving, but so are orders, and many good sizes are sent out as fast as they come to hand. Then when arrivals cease, prices generally stiffen up for the winter. Buy now.

STAR, DIAMOND, DOUBLE.

Rolled, Ornamental, Cathedral, and all kinds of glass.

A. RAMSAY & SON
MONTREAL.

A Silent Salesman that Talks Goods

YOURS FREE

The "NEW GEM" Safety Razor.

Send your order for our following "sure sellers" and this silent salesman is yours.

We have made these selections from our knowledge of the goods most demanded by your trade. You have the privilege at any time of sending back for exchange any *"New Gem"* sets that are not found ready sellers

The accompanying illustration conveys but a poor idea of the beauty of this show-case attractive in size, unique in construction —all in all a fixture that any merchant may well be proud to place where the customer's eye can best be caught.

	Who'esale.	Retail.
6 "New Gem" Razors	$6.00	$12.00
1 Strop Machine	.92	1.50
2 Cases No. 1	3.00	5.00
1 Case No. 2	2.25	3.50
1 Case No. 3	2.96	4.50
1 Case No. 4	3.67	5.50
1 Case No. 18	1.25	2.25
	$20.05	$34.25

For sale by Cutlery Jobbers all over the world.
GEM CUTLERY CO., 31 Reade St., New York.

You will find the . . . # FAIRBANKS **. . . Valve a sure seller.**

RETURNED MONTREAL DEC 12 1902

The renewable asbestos disc commends them to all plumbers and steam users of high-grade goods.

The best and most reliable valve on the market to-day.

Send for our Valve Catalogue and Discount Sheet.

The Fairbanks Company

MONTREAL. - - - - - VANCOUVER.

HEATING AND PLUMBING

NEW GAS PLANT.

THE Halifax Electric Tramway Company have decided to have two new gas plants installed, and they will equip a gas house second to none in Canada, expending $25,000 in improvements on the equipment purchased from The People's Heat and Light Company. When the equipment is completed it will have a capacity of 810,000 cubic feet per day, as against about 350,000 to-day, and it is the hope of the company to be able to furnish a better gas at a cheaper rate than it can be furnished to-day.

The contract for installing the carburetted gas plant has been awarded to The Western Gas Construction Company, of Fort Wayne, Ind., and the agreement is to put in at the old gas works, south of the lumber yard, a carburetted apparatus with a capacity of 450,000 cubic feet of gas per day. Oil figures largely in the process of gas generating, the gas taking its illuminating power from the vaporized oil.

The contract for furnishing the oil has been awarded to The Imperial Oil Company. The plant is to be ready by February 15. This carburetted system is installed at Montreal, Toronto, London, Ont., Ottawa, and other parts of Canada.

The other plant to be installed is a coal gas plant and the contract has been awarded to Adam Weber & Co., of New York City. It is to have a capacity of 360,000 cubic feet per day. It will be thoroughly modern and up-to-date and will be ready early in the spring.

DEATH OF FREDERIC TUDOR.

The heating trade will learn with regret of the death of Frederic Tudor, who passed away at his home in Lincoln, Mass., recently, at the age of 56 years. Mr. Tudor was formerly a heating contractor, and well-known both in Canada and the United States. He invented many devices for use on heating apparatus, such as thermostats, fractional valves, steam regulators, etc. Among other important pieces of work he installed the heating and ventilating systems in the Metropolitan Opera House in New York, the Court House at Pittsburg, Pa., and the Walker Building of the Massachusetts Institute of Technology in Boston. The latter was designed by Professor S. Homer Woodbridge, and declared impracticable by many contractors. But Mr. Tudor considered it feasible and installed it in such a manner that it proved a success. Mr. Tudor delved deeper into the principles governing the operation of extensive heating plants than most of his confreres and left behind him many working examples of his ideas that have been adopted at home and abroad.

A BUSY FIRM.

Guest & Co., Church street, Toronto, are a busy firm at present. They have so many contracts for plumbing and heating that they find it almost impossible to handle the work. This firm are also handling the "Brilliant" gas tip. It is a patented tip and is guaranteed to save from 10 to 50 per cent. in gas bills.

STEAM AND HOT-WATER TRADE.

A decided benefit has been derived by the whole trade from the policy that has prevailed in the marketing of steam and hot-water goods during the year. It is only during recent years that the trade began to see where their business could be bettered and be made more satisfactory to everybody. It is a frequent occurrence now for the manufacturers to hold meetings and discuss the best methods of improving the steam and hot-water system. By this means the public are deriving at least 50 per cent. more benefit from their heating apparatus.

PLUMBING AND HEATING CONTRACTS.

Fiddes & Hogarth, King street east, Toronto, are putting in the hot-water heating in Capt. Trigg's house on Walker avenue.

The plumbing and heating of the Board of Trade Building, Montreal, is being done by J. W. Hughes. He is using Gurney's radiators on the job.

Guest & Co., Church street, Toronto, have a contract for Joseph Wormsley, Sackville street. They also have a gas-fitting contract for N. Smith, Pembroke street.

Fullerton Bros., Yonge street, Toronto, are remodelling the plumbing system for A. G. Strathy, Jarvis street. They also have three plumbing contracts on Shaw street and two on Crawford street.

E. Lesperance, plumber, St. Catherine street, Montreal, has just completed the contract for the plumbing, lighting and heating of a row of 18 houses belonging to F. Tremblay, on Sherbrooke street, between St. Dominique and St. Hippolyte streets. He used all American heaters and radiators on this job. He also has a contract for the plumbing of 12 houses on Massue street.

BUILDING PERMITS ISSUED.

TORONTO.

ALTHOUGH it is getting late in the season there is still a good number of building permits being issued. The following is a list of those issued by the City Commissioner during the past week: Essery & Ross, three-storey stone and brick stable, McFarren's Lane, for $3,500; S. W. McMichael, one-storey brick addition to storage building, Bay street, $500; E. Gordon Wills, pair semi-detached two-storey and attic brick dwellings, on Brunswick ave., $5,000; Fred J. Goodman, pair semi-detached two-storey brick dwellings, Delaware avenue, $4,000; W. Murray, two-storey and attic brick and stone detached dwellings, corner Crescent and Scarth Roads, $4,200; F. R. Baumhand, two-storey roughcast workshop and stable, Margueretta street, $250; S. Richardson, two detached two-storey brick dwellings, Maynard avenue, $5,000.

BUILDING NOTES.

Dr. O. Richer is erecting a fine dwelling at the corner of Lafontaine Park and Chambord street, Montreal.

John W. Peck & Co. are having plans prepared for the erection of a four-storey factory building on Elmire street, Montreal.

Brantford has issued 172 building permits so far this year, being eight more than for the whole of last year. The estimated cost of these building permits is $204,980.

The Department of Public Works is calling for tenders for the erection of an isolated block at St. Francois, on the Island of Orleans. The plans can be seen at the Public Works Department, Ottawa, at the Post Office in Quebec city, and at the Public Works Office, Merchants Bank Building, Montreal. The tenders must be in by Friday, November 28.

MONTREAL CONTRACTS.

Jos. Thibeault, plumber and steamfitter, 401 St. James street, has the contract for the plumbing, heating and roofing of the St. Leon R. C. church at Westmount, which amounts to $4,000. He also has contracts for heating and plumbing for cottages of Mr. Bennett, of Maisonneuve, amounting to $900, and for heating and plumbing and roofing of Mr. Picard's house on Sherbrooke street, representing a sume of $6,000.

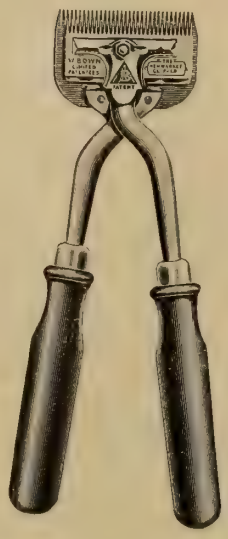
"Business is good," said Mr. Thibeault, when asked as to the condition of trade, "and the outlook is very bright." Mr. Thibeault remarked that one objectionable feature reliable plumbers had to contend with at present was that work was being done by incompetent plumbers, which, in a measure, reflected upon the plumbing trade as a whole.

BOWN'S "NEWMARKET" Clipper.

PATENTED 1874.

The King of Centre-Adjustment Clippers still remains unsurpassed after a run of nearly

THIRTY YEARS



The Improved B. PATTERN "NEWMARKET" may now be obtained from all jobbers.

Detachable Plates.
Improved Cap with Long Bearing.
Rigidity and Easy Running.
Accurately Machined and Perfectly Fitted.

All Parts Interchangeable.

MANUFACTURED SOLELY BY

BURMAN & SONS, LIMITED

BIRMINGHAM, ENGLAND.

Booth Copper Co., Limited

Cuts Copper and Brass

SHEETS—TUBES—RODS

to any size.

FULL STOCK ALWAYS ON HAND.
PROMPT SHIPMENTS.

The BOOTH COPPER CO., Limited

119-123 Queen St. East,

TORONTO.

"Better than Ever."

"Always the Best."

THE

Cleveland Bicycle

"Not how cheap, but how good," has been the motto of the makers of the "Cleveland" from the first.

Year by year they have added to its reputation, and to-day its popularity with all classes is so great that it will make money for any good dealer who handles it.

Ask for our 1903 terms and prices.

CANADA CYCLE & MOTOR CO., Limited,

TORONTO JUNCTION, CANADA.

ADVERTISING TALKS.

By A. B. Caswell.

THERE are three essential points which the retail merchant will do well to observe in his advertising :

1. Right mediums.
2. Right goods.
3. Right way of using the mediums for the goods.

First—Right mediums. This is a question which causes no small amount of worry to the advertising manager of large concerns where general publicity is desired. The number of mediums is something enormous, and each presses some claim peculiar to itself as good and sufficient reason why its columns should be patronized. This, however, is not a matter which need greatly concern the average retailer, whose local daily or weekly is his only newspaper medium. Where there is only one paper in the town it is not difficult to choose, and in cases where there might be two or three, both might be used or a choice made of the best medium. Every local merchant has a pretty good idea as to their circulation, standing, etc., in the community. The merchant cannot appreciate too much the value of the judicious use of printers' ink. Space in a well-read paper, properly managed, cannot fail to produce results. Run your ad. regularly, daily or semi-weekly or weekly, as the case may be, but regularly, and let each advertisement be as near like a personal call upon your customer or prospective customer as possible. Besides the benefit to be derived from persistent advertising through the medium of the local papers, there are other methods, all of which are a means towards the end. For instance, neat window displays with cards drawing attention to the goods and telling their price is good advertising. Though a stationary advertisement, that is, one which can only be seen by the passing public, yet its general effect is always good. Many merchants pay large salaries to expert window-dressers, recognizing the importance of an attractive window from an advertising standpoint. Another good medium is the delivery wagon. It is a constantly moving advertisement, and will be seen in all parts of the community during a day. Many of the larger stores use their delivery wagons as a means for daily announcements to the public, placing showcards offering particular wares on the sides of the wagon and changing them daily, or as often as desired. An attractive wagon in itself, with the name of the owner neatly lettered upon it, is a cheap as well as an effective advertisement. I say cheap, because a delivery wagon is a necessity anyway to most retail stores, and an attractive outfit costs no more to keep up and little more to possess than a vehicle that would be discreditable.

Second—Right goods. I think I have said enough for the present with regard to mediums, and now just a word as to "Right Goods." Too much importance cannot be attached to the merit of the goods advertised. Any article properly advertised can be put upon the market for a time, but it cannot be expected to remain there unless it has merit to back up its advertising, and this is the secret of the meteor-like career of all sorts of quack merchandise which flash across the commercial sky and as quickly disappear into the darkness of oblivion again. They have not the staying qualities. Let me strongly advise the merchant to beware of advertising anything to possess merit which it has not. If you wish to run out some damaged goods, or goods of inferior quality, state openly that such is the case and that for this reason they are being sold at a sacrifice, etc., but never lose sight of the fact that "Honesty is the best policy." Good goods and honest, straightforward statements regarding them, once proved to be honest or backed up by an honest merchant will go farther towards building up a business than all the fake advertising in the world. Even our old friend, P. T. Barnum, who perhaps knew the value of advertising better than anybody else in America, used to say "You can fool all the public part of the time, and you can fool part of the public all the time, but you can't fool all the public all the time."

Third.—The right way of using the mediums for the goods. This comes last but is not the least important subject of this article. What I have just said above may also be taken as the keynote of this heading. A plain straightforward statement of facts is the prime feature of good advertising. Having once got the confidence of the public in this way there is no reason why you should not keep it. A catchy headline, neat display, and the judicious use of cuts all assist in adding to the attractiveness of the advertisement.

I also favor giving prices, though some object to this, saying that they do not want their opposition to know what they are doing. Rest assured your opposition knows all about what you are doing, whether you advertise or not, and his taking such an interest in your affairs is complimentary rather than otherwise. The public like prices and are going to buy at the store where they see that such-and-such a thing costs so much rather than at the store where such-and-such a thing is selling at a "very low price." These ambiguous statements are too much like a leap in the dark for this enlightened age. Give the public honest facts and figures if you want them to give you their confidence in return.

FARMERS' WAGGON PAINTS

FOR USE ON

FARM WAGGONS, CARTS, BARROWS, TOOLS, ETC.

"ANCHOR BRAND" are the best wearing, quickest drying and give a much better finish than any other.

CARRIAGE GLOSS PAINTS

For old or new work. Made from permanent pigments, and thinned with best quality coach varnish. Quick drying with a brilliant gloss.

TRADE MARK

Send us a post card and let us tell you all about them.

HENDERSON & POTTS,
Established 1874,
HALIFAX and MONTREAL.

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, Ottawa, Ont.

Barb Wire,
Hay Wire,
Cut Nails,
Wire Nails,
Cordage,
Glass,
Etc.

The Only Exclusive Wholesale Hardware Firm Between Montreal and Toronto.

Tarred and Dry Sheathing,
Tarred Felt,
Rosin, Pitch,
Chopping Axes,
Broad Axes,
Cross Cut Saws,
Etc.

A complete stock of Lumbermen's and Builders' Hardware always on hand. **A Trial Solicited.**

PRICES RIGHT. ASK FOR PRICES.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.

For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

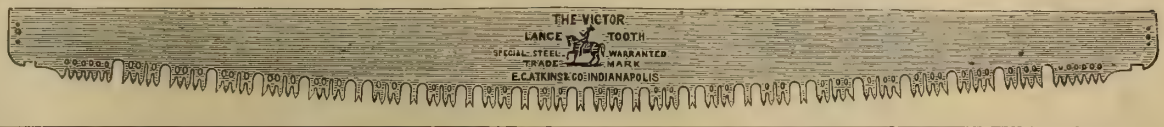
Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold Street, New York.

Syracuse Smelting Works

ATKINS HIGH-GRADE, CROSS-CUT SAWS

ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS



E. C. ATKINS & Co.,

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS.

Factories and Home Office: INDIANAPOLIS, IND., U.S.A.

Write for Catalogue and Prices.

American Steel & Wire Co.

New York: Empire Building.

Montreal: New York Life Building.

Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

GOING THROUGH HARDWARE MERCHANTS' CHANNEL.

It is a well-known fact that much of the silverplate trade of Canada is going through the hardware merchant's channel rather than through the jewellery store, to which it might be said to more legitimately belong. This is a trade which at one time was almost solely carried on by the jewellers, many of whom enjoyed a good margin of profit on it, larger, indeed, than they should have. But the days of large profits are gone, and when the public find that the same article can be obtained in another store down the street at less cost, they are not slow in learning to make their purchases there. Thus it was that the jeweller, who was suspected of asking a higher price for an article than he should have done, lost a large percentage of the silverplate business, which has gone to the hardware trade, a class of men believed to be satisfied with less profit. And the go-ahead hardware merchant has not been slow to take advantage of this opportunity. At this time of the year a neatly-displayed selection of silverware is a sure seller. Christmas, with its host of full-pursed buyers—for the season has been a bountiful one and Canada has, indeed, been blessed in this respect—will soon be here, and merchants who have not a stock of this useful and ornamental line of goods in hand, will lose their opportunity to a more enterprising competitor.

Little Girl.—Please, sir, mamma wants a spool of red silk.

Crusty Shopkeeper.—Why didn't your mother have sense enough to tell you the exact shade of red?

Little Girl.—She did, sir; she said about the color of your nose.—Chicago News.

PAINTS We manufacture these brands:—"LION," "PEERLESS," "OWL," "RAVEN" also Ready-mixed House and Floor Paints, Roof, Barn, Bridge and Brick Paints, Coach Colors, Varnishes, Japans, etc. Our prices will interest you. Write us,

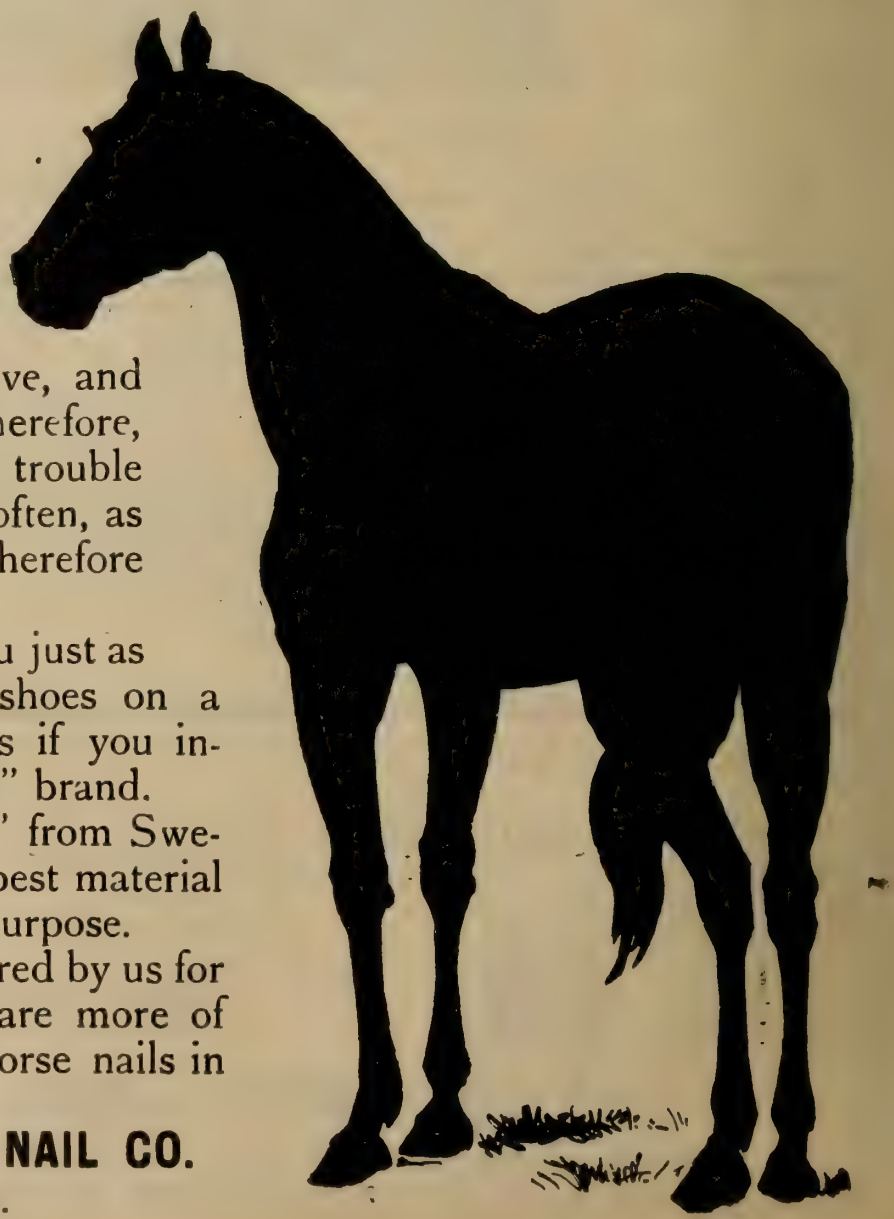
The Ottawa Plant Works, Ottawa, Ont.

GLASS. GLASS.

We have several large consignments of special sizes of 32-oz., 26-oz. and 21-oz. Glass just arrived, and can fill all orders for large and odd-sized windows for dwellings, etc. Heavy stock of all kinds of Window Glass, and can make prompt shipment. Prices are right. It will pay you to send us your specifications.

Hobbs Manufacturing Co., Limited, London, Canada.

COULD I TALK



"I would say that you will study my welfare and true economy, by always using the "**C**" brand nails for my shoes!"

They are the easiest to drive, and will last longest; you will therefore, not be put to the expense and trouble of getting shoes removed so often, as when using "cheap" and therefore inferior horse nails.

The Farrier will charge you just as much for putting a set of shoes on a horse with "cheap" nails, as if you insisted upon his using the "**C**" brand.

Every nail is "hot forged" from Swedish charcoal steel rods, the best material known in the world for this purpose.

They have been manufactured by us for the past 37 years. There are more of them sold than any other horse nails in Canada.

CANADA HORSE NAIL CO.

Montreal.

FRANK MILLER'S

HARNESS PREPARATIONS.

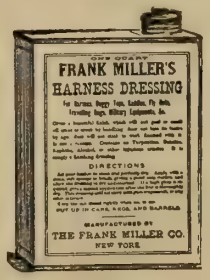
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant jet black gloss which will no peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness.

Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, hus adding life.

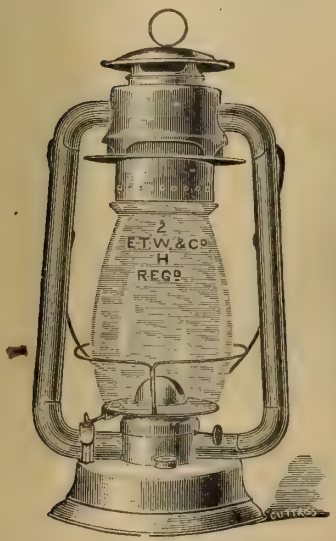
The highest quality of oil on the market.

HORSE BLANKETS

JUTE and DUTCH KERSEY.

Prompt Shipment. Lowest Prices.
Write for samples now.

HENRY F. FALKINER
60 George Street TORONTO



If you want the BEST

COLD BLAST LANTERN

in the world, get WRIGHT'S.

GET THE ORIGINAL.

We lead, others imitate.

E. T. WRIGHT & CO.,

Manufacturers. HAMILTON, ONT.

LAMB FENCE

Efficient as well as Handsome.

The H. R. LAMB FENCE CO., Limited, London, Ont.

PROTECT YOUR PARCELS

for your customers. A well-wrapped parcel is the one that builds trade. Our Brown and Manilla wrapping papers are the best. Durable, strong and good weight.

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

Steward & Romaine Mfg. Co.

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement,

124 North Sixth St., Philadelphia, Pa.

GALVANIZING

Our plant is modern, and capacity large. Prices O.K. Other branches:

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK ETC., ETC.

Ontario Wind Engine & Pump Co., Limited, 505 Atlantic Ave., Toronto.

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made.

HARRINGTON & RICHARDSON ARMS CO.

Also makers of H. & R. Revolvers.

Catalog on request. Worcester, Mass., U.S.A.

E. B. SALYERDS

Manufacturer of

Hockey Sticks

PRESTON,

Ontario, - Canada.

The Best Stick.
Made of Rock Elm.
Wholesale Trade Only Supplied.
Ask your Wholesale House for the Preston make of Stick.
Write for Prices.

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS. ESTABLISHED 1825. 75 YEARS.

MANITOBA MARKETS.

WINNIPEG, November 17, 1902.

THERE is a good, steady trade, and all lines of Christmas goods show an active sorting demand.

There are a few changes in the prices of hardware. Ropes are down ½c. per lb. Barbed wire is 5c. lower, staples, also, are 5c. lower. Harvest tools are 60 and 10 per cent., as against 60 per cent. Turpentine has advanced 4c. per gal., and coal oil of all grades shows an advance of ½c. per gallon.

The price list for the week is as follows:

Barbed wire, 100 lb	$3 25
Plain twist	3 40
Staples	3 90
Oiled annealed wire 10	3 42
" 11	3 48
" 12	3 56
" 13	3 66
" 14	3 76
" 15	3 91

Annealed wires (unoiled) 10c. less.

Cut Nails—		Wire Nails—	
2d 1 in	$4 10	1 in	$4 20
3d Fin. 1⅛ in	4 10	1⅛ in	4 20
3d 1¼ in	3 75	1¼ "	3 85
4d 1½ in	3 50	1½ "	3 60
5d 1¾ in	3 50	1¾ "	3 60
6d 2 in	3 40	2 "	3 50
8d 2½ in	3 25	2½ "	3 35
10d 3 in	3 20	3 "	3 30
20d 4 in	3 15	3½ "	3 25
30d 4½ in	3 10	4 "	3 20
40d 5 in	3 10	4½ "	3 20
50d 5½ in	3 10	5 "	3 20
60d 6 in	3 10	5½ "	3 20
		6 "	3 20

Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	4 30
No. 2 and larger	4 05
Snow shoes, No. 0 to No. 1	4 55
No. 2 and larger	4 05
Steel, No. 0 to No. 1	4 40
No. 2 and larger	4 35
Bar iron, $2.70 basis.	
Swedish iron, $5.00 basis.	
Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized Iron, American, 16 gauge	4 25
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 50
28 gauge	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Apollo, 10¾ oz.	5 00
28 guage	4 75
26 "	4 50
24 "	4 25
Queen's Head, 24 gauge	4 75
26 guage	5 00
28 "	5 25
Genuine Russian, per lb	11
Imitation " "	6¾
Tinned, 24 gauge, 100 lb.	8 00
26 gauge	8 25
Tinplate, IC charcoal, 20 x 28, box	10 50
" IX "	12 50
" IXX "	14 50
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	6 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	$13 00
" ⅜	13 50
" ¼ and 5-16	13 70
Manila, 7-16 and larger	16 00
" ⅜	16 50
" ¼ and 5-16	17 00
Solder	20
Cotton Rope, all sizes, per lb.	17
Axes, chopping	$7 50 to 12 00
" double bitts	12 00 to 18 00
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	57½ p.c.
Bolts, carriage	50 p.c.
Machine	50 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¾
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 p.c.
Harvest tools	60 and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.

Loaded shells:

Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.

PETROLEUM.

Water white American	24c.
Prime white American	23c.
Water white Canadian	22½c.
Prime white Canadian	21c.

SCRAP.

No. 1 cast iron	$14 to $15 per ton
No. 2 "	5 to 6 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb
Yellow brass (heavy)	7½c. "
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 83
Less than barrel lots	88
Linseed oil, raw	71
Boiled	74
Lubricating oils, Eldorado castor	27½
Eldorado engine	26½
Atlantic red	29½
Renown engine	41
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 25
26 to 40 ..... per 50 ft.	2 50
41 to 50 ..... " 100 ft.	5 50
51 to 60 ..... " " "	6 00
61 to 70 ..... per 100-ft. boxes	6 50
Putty, in bladders, barrel lots ..... per lb.	2½
kegs ..... "	2¾
White lead, pure ..... per cwt.	6 00
No. 1 ..... "	5 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1.30 to $1.90

ADDING TO THEIR STOCK.

The Batty Stove and Hardware Company, York street, Toronto, have secured the agency and full control for Toronto and the surrounding district of the "Jewel" stoves and ranges made by The Burrow, Stewart & Milne Co., of Hamilton, and will carry a complete stock of these goods in their warerooms, Toronto, together with a full line of repairs. The advertisement of this firm appears on another page of "Hardware and Metal."

APOLLO BEST BLOOM
GALVANIZED IRON

The metal-worker who uses common galvanized iron makes his business harder to do and harder to get; and, of course, his profits less.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

OUR

2 and 3 PLY READY ROOFING,
BUILDING PAPERS,
SHEATHING AND CARPET FELT,
COAL TAR PRODUCTS,
HANGING AND PRINT PAPER,
BROWN AND MANILLA WRAPPING,

are all guaranteed to give entire satisfaction. Quality, unequalled. Handling our lines means increased business for the merchant.

ALEX. McARTHUR & CO., 82 McGill Street, MONTREAL.

PAPER MILLS: JOLIETTE, QUE. FELT FACTORY: HARBOR AND LOGAN STREETS, MONTREAL.

CURRENT MARKET QUOTATIONS.

November 21, 1902.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits— 56 and 28 lb. ingots, 100 lb.	$31 00	$32 00

TINPLATES.

Charcoal Plates Bright.

	Per box.
M.L.S., equal to Bradley.	
I.C., usual sizes	$6 75
I.X. "	8 25
I.X.X. "	9 75
Famous, equal to Bradley—	
I.C.	6 75
I.X.	8 25
I.X.X.	9 75
Raven and Vulture Grades—	
I.C., usual sizes	5 00
I.X. "	6 00
I.X.X. "	7 00
I.X.X.X. "	8 00
D.C., 12½x17	4 50
D.X	5 25
D.X.X.	6 00

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual size, 14x20	4 25
I.C., special sizes, base	4 75
20 x 28	9 00

Charcoal Plates Terne.

Dean or J.G. Grade	
I.C., 20x28, 112 sheets	8 50
I.X., Terne Tin	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—	
X.X., 14x56, 50 sheet bxs. " 14x60, " " 14x65, "	7 00

Tinned Sheets.

72x30 up to 24 gauge	8 00
" " 26 "	8 50

IRON AND STEEL.

Common bar, per 100 lb.		2 05
Refined " "		2 45
Horseshoe Iron "		2 40
Hoop steel, 1½ to 3 in. base		2 90
Sleigh shoe steel, "		2 0
Tire steel	2 20	2 50
Reeled machinery		3 00
Toe calk steel	2 85	3 00
T.Firth & Co.'s tool steel, per lb	0 12½	0 3
Jessop's tool steel		0 1
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "silver" tool steel	0 12	0 14
" "special"	0 15	0 20
Jonas & Colver's tool steel.	0 08	0 15
" "air hardening"	0 45	0 60
Drill steel, per lb.	0 08	0 10

BOILER TUBES.

	Per foot.
1½, 1¾ and 4 inch	0 09
2½ in	0 16
3 in	0 13
3½ in	16
4 in	0 31

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅝ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
"	3 05	3 50
"	3 15	....

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

	Per 100 feet.
Black pipe—	
⅛ inch	2 90
¼ "	2 40
⅜ "	2 65
½ "	2 85
¾ "	3 65
1 "	5 20
1¼ "	7 35
1½ "	8 95
2 "	12 55
2½ "	20 00
3 "	24 00
3½ "	30 00
4 "	37 50
4½ "	42 00
5 "	47 00
6 "	60 00
Galvanized pipe—	
¼ inch	3 20
⅜ "	3 45
½ "	3 85
¾ "	5 00
1 "	7 20
1¼ "	10 05
1½ "	12 20
2 "	16 85

Discount on pipe up to 2 in. 4 p.c. Larger sizes nett.

Malleable Fittings—Discount 25 p.c.

Cast Iron Fittings—

On all cast iron fitting, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis. All others—discount 60 p.c.

GALVANIZED SHEETS.

	G.C.	Comet.	Bell.	Queen's Head.
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	4 00	4 05
26 "	4 25	4 00	4 15	4 25
28 "	4 50	4 25	4 35	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....	....
" ¼ "	7 85	8 10
" 5-16 "	5 25	5 50
" ⅜ "	4 50	4 75
" 7-16 "	4 25	4 50
" ½ "	4 20	4 50
" 9-16 "	4 05	4 50
" ⅝ "	4 00	4 50
" ¾ "	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 p.c.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.		Per 100 lb.
English B.S., ton lots	....	13 00
Lake Superior	....	....
Bar.		
Cut lengths, round, ½ to ⅞ in	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet.		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00
Braziers' (in sheets).		
4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21
Boiler and T.K. Pitts.		
Plain tinned, per lb.	....	0 28
Spun per lb.	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 3
Tubing, base, per lb.	0 23½

ZINC SPELTER.

Foreign, per lb.	5 50	6 00
Domestic "	....	....

ZINC SHEET.

5-cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD.

Imported Pig, per 100 lb.	3 50
Bar, per lb.	0 05
Sheets, 2½ lb. sq. ft., by roll	0 0¼
Sheets, 3 to 6 lb. "	0 05

NOTE.—Cut sheets ½c. per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7 50. Discount, 2½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount 50 per cent.
" " fittings, discount 50 and 10 p.c.
Med. & Extra heavy pipe fittings, dis. 60 p.c.
7 and 8-in. pipe, discount 50 per cent.

SOLDER.

	Per lb.	Per lb.
Bar half-and-half, guarant'd	....	0 20
Bar, half and-half, commer'l	....	0 19½
Refined	....	0 19
Wiping	....	0 18½

ANTIMONY.

Cookson's, per lb.	9 00

WHITE LEAD.

	Per 100 lb.	
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White		5 75
Elephant and Decorators' Pure		5 25
Brandram's B B. Genuine		7 00
" " No. 1		6 00
"Monarch" brand		6 12½
Decorator's Pure		5 25
Essex Genuine		5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt.	$4 75
Genuine, 100 lb. kegs, per cwt.	5 00
No. 1, 560 lb. casks, per cwt.	4 25
No. 1, 100 lb. kegs, per cwt.	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 50
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 25
Second qualities, per gallon	....	1 0
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co's pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Stewart & Wood's Champion pure		1 0
Standard Paint Co.'s "New Era"		1 3
The Francis-Frost Co. "Ark Brand,"		$1.2 gal
" " " Brit. Navy Deck		1 50 "

COLORS IN OIL.

25 lb. tins, standard Quality.

Venetian red, per lb.	0 04½	0 06
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "	....	0 06
Marine black	....	0 09
Chrome green	....	0 10
French imperial green	....	0 12
Signwriters' black	....	0 16

Burnt umber	...	0 11
" sienna	....	0 11
Raw umber	....	0 11
" sienna	....	0 11

COLORS, DRY.

Common ochre, bbls	1 20	1 30
Yellow ochre (J.F.L.S.), bbl	...	2 00
Yellow ochre (La Belle)	1 15	1 25
Brussels ochre	..	2 00
Venetian red (best), bbl	1 75	2 00
English oxides, per cwt	3 00	3 25
American oxides, bls	1 25	2 00
Canadian oxides, bbls	25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb.	....	0 0
" umber, " "	....	1 10
Raw do	. .	0 09
Drop black, pure	....	0 09
Chrome yellow, pure	....	0 18
Chrome greens, pure per lb.	0 09	0 10
Golden ochre	0 04	0 05
Ultramarine blue, in 28-lb. boxes, per lb.	0 06	0 18
Fire proof mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb.	....	0 07
Mortar color, per 100 lb.	1 25	1 50
Pure Indian red, No. 45, lb.	0 08	0 10
Whiting, bbl.	0 55	0 60
English vermilion in 30-lb. bags.		0 95

BLUESTONE.

Casks, for spraying, per lb.	0 07
100-lb. lots, do per lb.	0 08

PUTTY.

Bulk in bbls.	1 90
Bulk in less quantity	2 05
Bladders in bbls.	2 25
Bladders in kegs, boxes or loose	2 40
Bladders in 25-lb. tins	2 55
Bladders in 12½ lb. tins	2 65
Bladders in bulk or tins less than 100 lb	2 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak	. . .	1 50
Furniture, extra	....	1 25
" No. 1	....	1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine, brown japan	1 25	1 20
" black japan	0 85	1 20
" " No. 1	0 50	0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal.		2 75

Maple Leaf coach enamels: Size 1, $1.20 size 2, 70c.: size 3, 40c. each.

Sherwin-Williams' copal varnish, assorted case, from ½-pts. to 1 gal. $2.50.

CASTOR OIL.

East India, in cases, per lb.	0 09½	0 10
" small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal.	0 50	0 55
Pure olive	....	1 20
" neatsfoot	....	0 90

GLUE

Common	0 08	0 09
French medal	0 10	0 14
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16

HARDWARE.

Ammunition.

Cartridges.

B. B Caps Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 40 p. c., Amer
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Central Fire Pistol and Rifle 10 p.c. Amer

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY { Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

Central Fire Cartridges, pistol sizes Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.
Central Fire, Military and Sporting, Amer. add 5 p.c. to list. B.B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads — per lb
Best thick white felt wadding, in ¾-lb bags 1 00
Best thick brown or grey felt wads, in ½-lb. bags 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges...... 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 25
Thin card wads in boxes of 1,000 each, 8 gauge ....
Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M
11 and smaller gauge 0 60
9 and 10 gauges 0 70
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Adzes.
Discount, 20 per cent.

Anvils.
Wright's, 80-lb. and over 0 10¾
Hay Budden, 80-lb. and over 0 09¼
Brook's, " " " 0 11¼

Augers.
Gilmour's discount 65 and 5 p.c. off list.

Axes.
Chopping Axes
Single bit, per doz 5 50 10 00
Double bit, " 11 00 18 00
Bench Axes, 40 p.c.
Broad Axes, 25 per cent.
Hunters' Axes 5 50 6 00
Boys' Axes 5 75 6 75
Splitting Axes 6 50 12 00
Handled Axes 7 00 10 00

Axle Grease.
Ordinary, per gross 5 75 6 00
Best quality 13 00 15 00

Bath Tubs.
Zinc 6 00
Copper, discount 15 p.c. off revised ist

Baths.
Standard Enameled.
5½-inch rolled rim, 1st quality...... 24 00
" " " 2nd " 20 00

Babbit Metal.
Tandem" A .... per lb. 0 27
" B .... " 0 21
" C .... " 0 11½
Magnolia Anti-Friction Metal, per lb 0 25
Frictionless metal, per lb 0 23
Hercules, per lb 0 15

SYRACUSE SMELTING WORKS.
Aluminum, genuine 0 45
Government " 0 44
Tough " 40
Hard " 0 40
Dynamo 0 30
Special 0 25
Harmony 0 22
Car Box 0 20
Extra 0 15

THE CANADA METAL CO.
No. "O" babbit 0 06
No 1 babbit 0 08
Star " 0 10
Hercules " 0 15

Metallic babbit 0 20
Imperial " 0 30

Bells.
Hand
Brass, 60 per cent.
Nickel, 55 per cent.
Cow.
American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.
Door.
Gongs, Sargant's 5 50 8 00
" Peterboro', discount 45 per cent
Farm.
American, each 1 25 3 00
House.
American, per lb 0 35 0 40

Bellows.
Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 40 per cent.

Belting.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 p.c.

Bits.
Auger.
Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen. net list.
Car.
Gilmour's, 47½ to 50 per cent.
Expansive.
Clark's, 40 per cent
Gimlet.
Clark's, per doz 0 65 0 90
Damond, Shell, per doz...... 1 00 1 50
Nail and Spike, per gross.... 2 25 5 20

Blind and Bed Staples.
All sizes, per lb 0 07¾ 0 12

Bolts and Nuts. Per cent.
Carriage Bolts, common ($1 list)... 55 and 10
" " full square ($2.40 list) 55 and 10
" " Norway iron ($3 list) 50 and 10
Machine Bolts, all sizes .... 50 and 10
Plough Bolts .... 50 and 10
Blank Bolts .... 50 and 10
Bolt Ends .... 50 and 10
Sleigh Shoe Bolts .... 65 and 10
Coach Screws, cone point .... 66⅔ and 10
Nuts, square, all sizes, 3¾c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove rods, per lb .... 5½ to 6c.
Nuts, in 50 lb. lots ¼c. per lb extra, in less than 50 lb. lots, ½c etxra.

Boot Calks.
Small and medium, ball, per M.... 4 25
Small heel, per M 4 50

Bright Wire Goods.
Discount .... 62½ per cent

Broilers.
Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ pe cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8. " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 0 00

Butchers' Cleavers.
German, per doz 6 00 11 00
American, per doz 12 00 20 00

Butcher Knives.
Bailey's, per doz 0 60 6 30

Building Paper, Etc.
Tarred felt, per 100 lb 1 70
Ready roofing, 2-ply, not under 45 lb. per rol 85
Ready roofing, 3-ply, not under 65 lb. per roll 1 10
Carpet felt, per ton 40 00
Dry sheathing, per roll, 400 sq. ft..... 35
Tar sheathing, " " " 45
Dry fibre " " " 50
Tarred fibre, " " " 60
O.K. & I.X.L., " " " 65
Resin-sized, " " " 40
Oiled sheathing, " 600 " 1 10
" " " 400 " 70
Roof coating in barrels, per gal..... 17
" " small packages 25
Refined tar, per barrel 4 50
Coal tar, " 4 00
Coal tar, less than barrels, per gal... 15
Roofing pitch, per 100 lb 85

Bull Rings.
Copper, $2.00 for 2½ in. and $1.90 for 2 in.

Butts.
Wrought Brass net revised list.
Cast Iron.
Loose Pin, dis., 60 per cent.
Wrought Steel
Fast Joint, dis. 65, 10 and 2½ per cent.
Loose Pin, dis. 65, 10 and 2½ per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair...... 0 40 0 65

Carpet Stretchers
American, per doz 1 00 1 50
Bullard's, per doz 6 50

Castors.
Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.
Nos. 31 and 32, per gross...... 8 50 9 50

Chalk.
Carpenters Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.
Socket, Framing and Firmer.
Broad's, dis. 60 and 10 per cent.
Warnock's, dis. 60 and 10 per cent.
P. S. & W. Extra 60, and 10 p.c.

Churns.
Revolving Churns, metal frames—No. 0, $8—No. 1, $8.50—No. 2, $9.00—No. 3, $10.00—No. 4, $12.00—No. 5, $16.00 each. Ditto, wood frames—20c. each less than above. Discounts: Delivered from factories, 53 p.c.; from stock in Montreal, 51 p.c. Terms, 4 months or 3 p.c. cash in 30 days.
Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2 65. Metal frames 25c. extra. Discount 15 p.c., net 30 days.

Clips.
Axle dis. 65 per cent.

Closets. Net.
Plain York or Ontario Syphon Jet. $9 60
Emb. York or Ontario Syphon Jet. 10 20
Fittings 1 00
Plain Elgin or Teu. Syphon Washout 6 00
Emb. Elgin or Teu. Syphon Washout 6 60
Fittings 1 25
Low Down Elgin or Teutonic, plain 9 60
" " " " emb. 10 20
Plain Richelieu 3 75
Emb. Richelieu 4 00
Connections 1 25
Low Down Ont. Sy. Jet, plain 11 70
" " " " " emb'd. 12 30
Closet connection 1 25
Basins P.O., 14 in 0 70
" oval 17 x 14 in 1 50
" " 19 x 15 in 2 25

Compasses, Dividers, Etc.
American dis. 62½ to 65 per cent.

Conductor Pipe.
Plain or Corrugated.
2-inch, per 100 feet 3 00
3 " " " 4 00
4 " " " 5 25
5 " " " 6 75
6 " " " 9 00

Cradles, Grain.
Canadian, dis. 20 to 25 per cent.

Crosscut Saw Handles.
S. & D., No. 3, per pair 17½
" " 5, " 22½
" 6, " 15
Boynto pattern " 20

Door Springs.
Torrey's Rod, per doz...... (15 p.c. 2 00
Coil, per doz 0 88 1 60
English, per doz 2 00 4 00

Draw Knives.
Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 60 and 10 per cent.

Drills.
Hand and Breast
Millar's Falls, per doz. net list.
DRILL BITS.
Morse, dis., 37½ to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.
Common, cork-lined, dis. 35 per cent.

EAVE TROUGH.
10-inch, per 100 ft $3 10

ELBOWS. (Stovepipe.) per doz.
5 and 6-inch, common 1 20
7-inch 1 35
Polished, 15c. per doz. extra.

ESCUTCHEONS.
Discount, 40 per cent.

ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.

FILES AND RASPS.
Great Western .... 70 and 10 per cent
Arcade .... 70 " 10 "
Kearney & Foot .... 70 " 10 "
Disston's .... 70 " 10 "
American .... 70 " 10 "
J. Barton Smith .... 70 " 10 "
McClellan .... 70 " 10 "
Eagle .... 70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5 "
Royal .... 80 "
Globe .... 70 to 75 "
Black Diamond, 60 and 10 to 60, 10 and 5 p.c
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS—Window—Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 20	4 25	....	6 25
26 to 40	2 40	4 65	....	6 75
41 to 50	....	5 10	....	7 50
51 to 60	....	5 35	....	8 50
61 to 70	....	5 75	....	9 75
71 to 80	....	6 25	....	11 00
81 to 85	....	7 00	....	12 55
86 to 90	....	7 75	..	15 00
91 to 95	..	....	...	17 50
96 to 100	..	....	..	20 50

GAUGES
Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's Nos. 26 to 33, each... 1 65 2 40

HALTERS.
Rope, ⅜ per gross ....
" ½ " 9 00
" ⅝ to ¾ 14 00
Leather, 1 in., per doz 3 87½ 4 00
" 1¼ in., " 5 15 5 20
Web, — per doz 1 87 2 45

HAMMERS.
Nail
Maydole's, dis. 5 to 10 per cent Can. dis. 25 to 27½ per cent.
Tack.
Magnetic per doz 1 10 1 20
Sledge.
Canadian per lb 0 07½ 0 08½
Ball Pean.
English and Can., per lb.... 0 22 0 25

HANDLES.
Axe, per doz. net 1 50 3 00
Store door, per doz 1 00 1 50
Fork.
C. & B., dis. 40 per cent. rev list.
Hoe.
C. & B. dis. 40 per cent. rev. list.
Saw.
American, per doz 1 00 1 25
Plane.
American per gross...... .. 3 15 3 75
Hammer and Hatchet.
Canadian, 40 per cent.
Cross-Cut Saws.
Canadian, per pair 13½

HANGERS. doz. pairs.
Steel barn door 5 85 6 00
Stearns, 4 inch 5 00
" 5 inch 6 50
Lane's covered—
No. 11, 5-ft. run 8 40
No. 11½, 10-ft. run 10 80
No. 12, 10-ft. run 12 60
No. 14, 15-ft. run 21 00
Lane's O.N.T. track, per foot. 4½

HARVEST TOOLS
Discount 60 and 10 per cent.

HATCHETS
Canadian, dis 40 to 42½ per cent.

We've Got You Solid

if you commence handling our

Building Papers, Roofing Felts and Wire-Edged Ready Roofing

BECAUSE our goods please your customers, and, after all, the consumer is the man behind the gun in such matters.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

HINGES.

Blind, Parker's, dis. 16⅔ per cent.	
Heavy T and strap, 4-in., per lb	0 06½
" " 5-in., "	0 06¼
" " 6-in., "	0 06
" " 8-in., "	0 05¾
" " 10-in., "	0 05½
Light T and strap, dis. 65 and 5 per cent	
Screw hook and hinge—	
6 to 10 in., per 100 lbs	4 50
12 in. up, per 100 lbs	3 25

HOES.

	Per gro. pairs
Spring	11 50

Garden, Mortar, etc., dis. 60 to 65 and 10 p.c.
Planter, per doz. 4 00 4 50

HOLLOW WARE

Discount, 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 47½ per cent.

Wire.

Hat and Coat, discount 45 per cent.
Belt, per 1,000 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.

"C" brand 40, 10 and 7½ p.c. off list } Oval-
"M" brand 50, 10 and 5 per cent. } head
Countersunk, 65 per cent
"Monarch," 65 per cent.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1. and smaller.
Light, medium and heavy	3 35	3 60
Snow shoes	3 60	3 85
Steel Shoes.		
Light	3 45	3 70
Featherweight (all sizes)	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.
Toe weight steel shoes 6 70

JAPANNED WARE.

Discount, 45 and 5 p.c. off list, June 1899.

ICE PICKS.

Star per doz. 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb. 30 0 50
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 40 to 50 and 10 p.c.
Cabinet, trunk, and padlock, Am. per gross 60

KNOBS.

Door, japanned and N.P., per doz	1 50	2 50
Bronze, Berlin, per doz	2 75	3 25
Bronze Genuine, per doz	6 00	9 00
Shutter, porcelain, F. & L screw, per gross	1 30	4 00
White door knobs—per doz.	95	1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz	7 00
No. 3 "Wright's"	8 50
Ordinary, with O burner	4 00
Dashboard, cold blast	9 00
No. 0	5 75
Japanning, 50c. per doz. extra	

LEMON SQUEEZERS.

Porcelain lined, per doz.	2 20	5 60
Galvanized	1 87	3 85
King, wood	2 75	2 90
King, glass	4 00	4 50
All glass	0 50	0 90

LINES.

Fish per gross	1 05	2 50
Chalk "	1 90	7 40

LAWN MOWERS.

Woodyatt, 12-in. wheel	7 50
Star "	5 50
Daisy "	4 90
Philadelphia, 10-in. wheel	6 00
Ontario, "	1: 75

Discount, 50 per cent.

LOCKS

Canadian, dis 40 to 40 and 10 p.c.		
Russel & Erwin, per doz.	3 00	3 25
Cabinet		
Eagle, dis. 30 p.c.		

Padlocks.

English and Am. per doz	50	6 00
Scandinavian, "	1 00	2 40
Eagle, dis. 20 to 25 p.c.		

MACHINE SCREWS. Iron and Brass.

Flat head discount 25 p.c.
Round Head discount 20 p.c.

MALLETS.

Tinsmiths' per doz	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.	3 85	5 00
Caulking each	60	2 00

MATTOCKS.

Canadian, per doz. 5 50 6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.
German, 15 per cent.
Gem, each, $1.15.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Quotations are:	Cut.	Wire.
2 d and 3d	$3 45	$3 55
3 d	3 10	3 22
4 and 5d	2 85	3 05
6 and 7d	2 75	2 90
8 and 9d	2 60	2 70
10 and 12d	2 55	2 65
16 and 20d	2 50	2 60
30, 40, 50 and 60d. (base)	2 45	2 55

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.50
Cut nails in carlots are $2.40 base.
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 75 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent

NAIL PULLERS.

German and American 1 85 3 50

NAIL SETS.

Square, round, and octagon per gross	3 38	4 00
Diamond	12 00	15 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60, 10 and 5 p.c.
2-in. Mesh, 18 w.g. and heavier, 50 p.c.

OAKUM.

	Per 100 lb
Navy	6 00
U.S. Navy	7 25

OILERS.

McClary's Model galvan. oi can, with pump, 5 gal. per doz. 10 00
Zinc and tin, dis. 50, 50 and 10
Copper, per doz. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAILS.

Dufferin pattern pails, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
6, 10 and 14-qt. flaring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross	1 35	1 50
Brass head "	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 p.c.

PINE TAR.

½ pint in tins, per gross	7 80
1 " "	9 60

PLANES.

Wood bench, Canadian dis. 40 per cent American dis. 50.
Wood, fancy Canadian or American 7½ to 40 per cent.

PLANE IRONS.

English per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz. 5 00 9 00
German, per doz. 0 60 2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 p.c.
"J.M.T." Cushion work, dis. 50 p.c.
Fuller work, dis. 65 p.c.
6 doz. lots and over of the above extra dis 10 p.c.
Lever Handle Stops and Waste, discount 60 p.c. With, in lots of 2 doz. and over, an extra dis. of 10 p.c.
"J.M.T." Globe, Angle and Check Valves, dis. 55 p.c.
Standard Globe, Angle and Check Valves, dis. 65 p.c.
"J.M.T." Radiator Valves, dis. 55 p.c.
Standard " " dis., 65 p.c.
Patent Quick Opening Valves, dis. 70 p.c.
No. 1 compression bath cock, net 2 00
No. 4 " " " 2 00
No. 7, Fuller's 2 20
No. 4½, " 2 35
Patent Compression Cushion, basin cock, hot and cold, per doz 15 00
Patent Compression Cushion, bath cock No. 2208 2 25
Square head brass cocks, 60 p.c.
" " iron " 60 p.c.
Competition Globe, Angle and Check Valves discount, 70 p.c.
Competition Quick Opening Radiator Valves, discount, 70 p.c.

PRESSED SPIKES.

Discount 22½ per cent.

PULLEYS.

Hothouse, per doz	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS.

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES.

Saddlers', per doz	1 00	1 85
Conductors' "	9 00	15 00
Tinners', solid, per set	0 00	0 72
" hollow per inch	0 00	1 00

RANGE BOILERS.

	Net.
Dominion, 30 gal.	6 00
Dominion, 35 "	7 00
" 40 "	8 00
Ronald's Galvanized, 30 gallons	7 40
" " 35 "	8 40
" " 40 "	9 60
Copper, 30 gallons	21 00
" 35 "	24 00
" 40 "	28 00

Discount off copper boilers 10 per cent.

RAKES.

Wood, per doz. net 1.20 up

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler & Co.'s	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's "Brantford"	10 00	11 00
Carbo Magnetic		15 00
Griffon Barbers' Favorite		10 75
Griffon No. 65		13 0
Griffon Safety Razors		13 50
" Stropping Machines		13 50

REGISTERS.

Discount 40 per cent

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c. per lb.
Copper Rivets with usual proportion burrs 45 p. c. dis. cartons, 1c. per lb. extra, net.
Copper Burrs only, 30 and 10 p.c
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent

ROPE, ETC.

Sisal	12
Pure Manilla	14
"British" Manilla	12
Cotton, 3-16 inch and larger	16
" 5-32 inch	21
" ⅛ inch	22
Russia Deep Sea	15
Jute	8
Lath Yarn, single	11
Lath Yarn, double	11½
Sisal bed cord, 48 ft. per doz.	65
" " 60 ft. "	80
" " 72 ft. "	95

RULES.

Boxwood, dis. 55 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

	per set.
Mrs. Potts, No. 55, polished	70
" No. 50, nickle-plated	75

SAND AND EMERY PAPER.

B & A. sand, 40 and 5 per cent.
Emery, 40 per cent.
Garnet (Rurton's), 5 to 10 p.c. advance on list.

SAP SPOUTS.

Bronzed iron with hooks, per doz. 9 50

SAWS.

Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.

Crosscut, Disston's, per ft.	0 35	0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3		
Hack, complete, each	0 75	2 75
" frame only		0 75

SASH WEIGHTS.

Sectional, per 100 lbs	2 50	2 75
Solid, "	1 75	2 10

SASH CORD.

Per lb. 0 23 0 30

SAW SETS.

Lincoln and Whiting, per doz.	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25
X-cut Sets, No. 3 Woodyatt (Morrill)	9 50

SCALES.

Burrow, Stewart & Milne—
Imperial Standard, 40 per cent.
Weigh Beams, 35 per cent.
Champion Scales, 55 per cent
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.
Warren's new Standard 40 p.c.
" " Champion 55 p.c.
" Weighbeams, 35 per cent.

SCREW DRIVERS.

Sargent's per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 3-in. style per doz. 6 60
Common doors, 2 or 3 panel, yellow and green std., 3-in. style, per doz 6 80
Common doors, 2 or 3 panel, in natural colors, oil finish, per doz. 8 15
4-in. style 20c. per doz. extra.

SCREWS.

Wood, F.H., bright and steel, 87½ and 10 p.c
Wood R. H., " dis. 82½ and 10 p.c.
" F. H., brass dis. 80 and 10 p.c.
Wood, R. H., " dis. 75 and 10 p.c.
" F.H., bronze, dis. 75 p.c.
" R.H. " 70 p.c.
Drive Screws, 87½ and 10 per cent.

Bench, wood, per doz.	3 25	4 00
" iron, "	4 25	5 00

Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.

Per doz., net 5 00 8 00

SCYTHE SNATHS.

Canadian, dis. 40 p.c.

SHEARS.

Bailey Cutlery Co., full nickeled dis. 60 and 2½ p.c.
Bailey Cutlery Japan handles, 67½ p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.

SINKS.

Steel and galvanized, discount 45 per cent.

SNAPS.

Harness, German, dis. 25 p.c.		
Lock, Andrews'	4 50	11 50

SOLDERING IRONS.

1, 1½ lb., per lb.	0 37
2 lb. or over, per lb.	0 34

SQUARES.

Iron, No. 493, per doz	2 40	2 55
" No. 494, "	3 25	3 40

Steel, dis. 60 to 60 and 5 p.c.
Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.

Plain, dis., 75 and 12½ p.c. off revised list.
Retinned, dis., 75 p.c. off revised list.

STAPLES.

Galvanized	3 25	3 50
Plain	2 90	3 15

Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

WINDOW GLASS —TO IMPORT.

Prompt Deliveries

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BEST GLASS of all kinds, our own manufacture. **Closest Prices.**

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

STOCKS AND DIES.

American dis. 25 p.c.

STONE.	Per lb.	
Washita	0 28	0 60
Hindostan	0 06	0 07
" slip,	0 09	0 09
Labrador	....	0 13
" Axe	....	0 15
Turkey	....	0 50
Arkansas	0 00	1 50
Water-of-Ayr	0 00	0 10
Scythe, per gross	3 50	5 00
Grind, 2 in, 40 to 200 lb, per ton	....	25 00
" under 40 lb. "	....	28 00
Grind. under 2 in. thick "	....	29 00

STOVE PIPES.

5 and 6 inch Per 100 lengths	....	7 00
7 inch " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4—3 dozen in case, net cash	$4 80
No. 6—3 dozen in case, "	8 40

TACKS, BRADS, ETC.

Cheese-box tacks, blued	80 & 12½
Trunk tacks, black and tinned	85
Carpet tacks, blued	80 & 15
" " tinned	80 & 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 & 10
In dozens	75
Swedes, upholsterers', bulk	85, 12½ & 12½
" brush, blued & tinned, bulk	70
" gimp, blued, tinned and japanned	75 & 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	5
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
Lining tacks, in bulk	15
" " solid heads, in bulk	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	25
Zinc glazier's points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Shoe nails	60
Clinch and duck rivets	45

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel, each	0 80	8 00

TINNERS' SNIPS.

Bailey's, dis. 25 p.c.

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.

Disston's discount 10 per cent.

German, per doz	4 75	6 00
S. & D., discount 35 per cent.		

TWINES.

Bag, Russian, per lb	....	0 27
Wrapping, cotton, 3-ply		0 19
" " 4-ply	....	0 23
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12¾
Pipe Vise, Hinge, No. 1	....	3 50
" " " No 2	....	5 50
Saw Vise	4 50	9 00

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White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

WIRE.

SMOOTH STEEL WIRE.

No. 0-9 gauge		$2 60
10 "		6c. extra.
11 "		12c. "
12 "		20c. "
13 "		20c. "
14 "		40c. "
15 "		55c. "
16 "		70c. "

Add 60c. for coppering and $2 for tinning

Extras net per 100 lb. — Oiled wire 10c. spring wire $1.25, special hay baling wire 50c. best steel wire 75c., bright soft drawn 15c. charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks 50c., in ½-lb. hanks 75c., in ¼ lb. hanks $1.

Fine Steel Wire, dis. 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, 7.65—No. 24, $8—No. 25, $9—No. 26 $9.50—No. 27, $10—No. 28, $11 No. 29. $12—No. 30, $13—No. 31, $14—No. 32 $15, No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31 $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 33c.—in ¼-lb. hanks 50c.—packed in casks or cases, 15c.—bagging or papering, 10c

Brass wire, 62½ per cent. off the list.
Copper wire, 62½ per cent. net cash 30 days, f.o.b. factory.
Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, $3.20 — No. 9, $2.55 — No. 10, $3.30—No. 11, $3.40 — No. 12, $2.70 — No. 13, $3.80 — No. 14, $3.80—No. 15, $4.30—No. 16, $4.30. Base sizes, Nos. 6 to 9 $2.27½ f.o.b. Cleveland. In carlots 12½c. less.
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Galvanized barb	....	2 90
Galvanized, plain twist	....	2 90

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White	8

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" S., per doz | 5 80 | 6 00
G. & K.'s Pipe, per doz | .... | 3 40
Burrell's Pipe, each | .... | 3 00
Pocket, per doz | 0 25 | 1 00

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Leader, per doz.	$30 00	33 00
Royal Canadian, "	....	24 00
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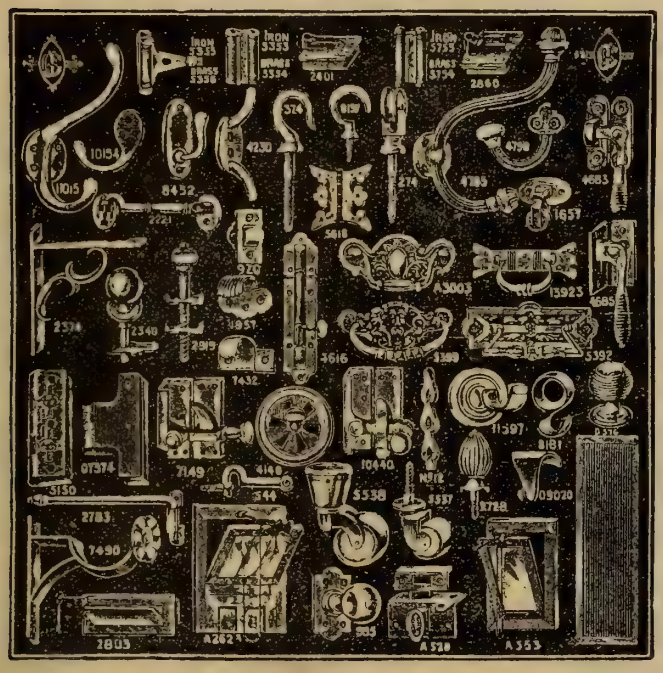

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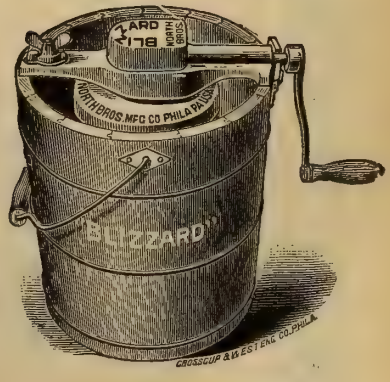

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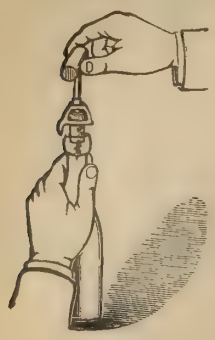

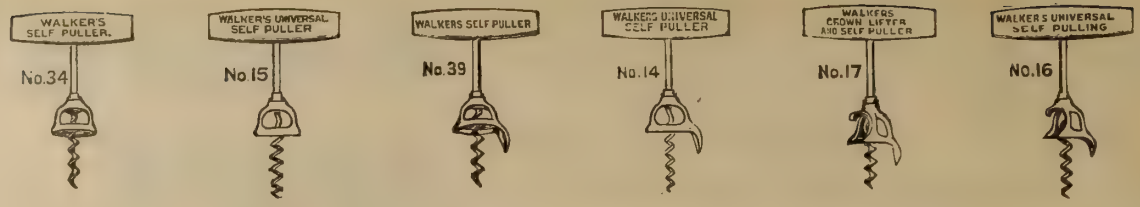

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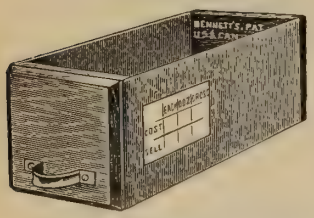

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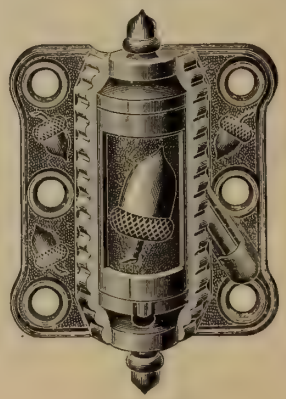

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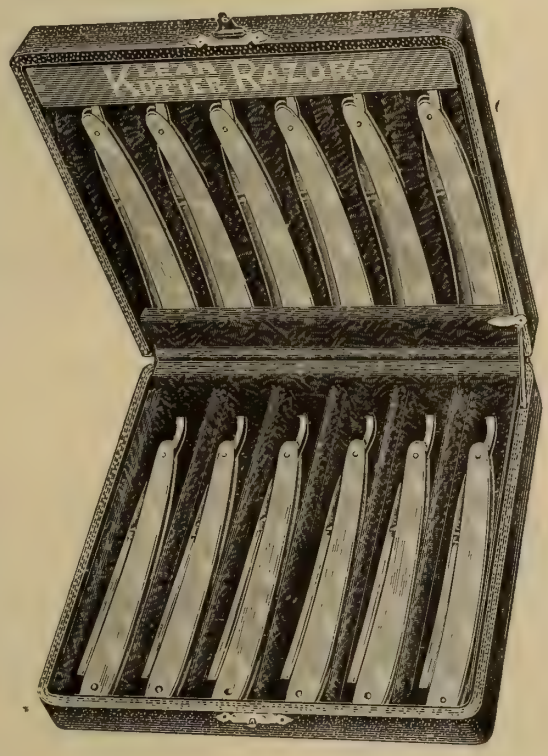

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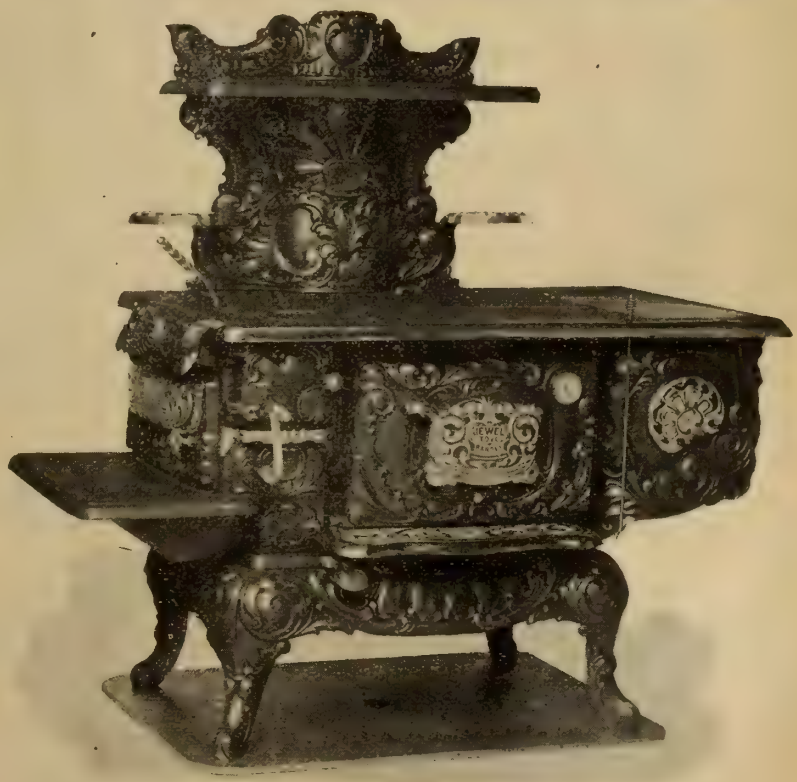

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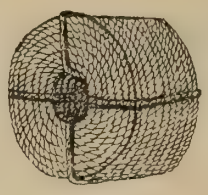

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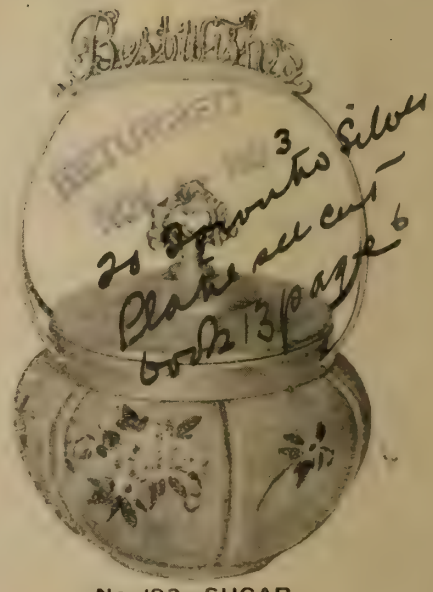

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RICHARD JOHNSON, CLAPHAM & MORRIS, Ld., Manchester AND LIVERPOOL, ENG.

CABLE ADDRESS—"Metallicus," Manchester.
CODES USED—ABC, AI, Liebers and Private Code.

Manufacturers and Metal Merchants

GALV'D SHEETS
GALV'D CANADAS
BLACK SHEET IRON
BLACK CANADAS
Range & Furnace SHEETS

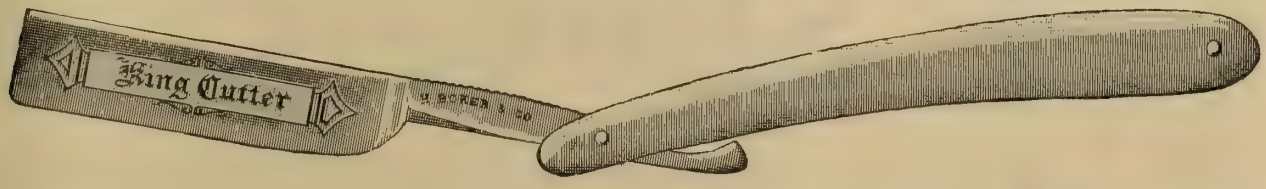
TINPLATES, TERNES
TINNED SHEETS
PIG TIN, PIG LEAD
WIRE NETTING
GALV'D BARB WIRE

WAREHOUSE LEVER STREET

MONTREAL OFFICE:
Messrs. Copland & Co.,
Imperial Buildings.

HALIFAX OFFICE:
Messrs. Grant, Oxley & Co ,
68 Bedford Row.

BEWARE



This cut represents **H. BOKER & CO'S** Genuine **"KING CUTTER"** Razor, which is duly registered at Ottawa. The design of etching as well as the wording is protected.

IMITATIONS marked **"KLEAN KUTTER"** are offered for sale, and we wish to warn the trade against such or other infringements, which have to be withdrawn from the market **at once,** otherwise we shall take legal proceedings against the parties persisting in offering such imitations for sale.

140 McGill Street, MONTREAL.

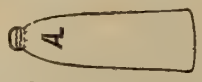
DORKEN BROS. & CO.

OUR TRADE A MARK
AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST
OUR TRADE A MARK

The Value of Annealing.

Annealing is the most costly step of mantle making—consequently a cheap mantle cannot be properly annealed—That is the reason a cheap mantle caves in like this if you lay it on its side, after burning off the coating—Try one—They injure your trade.

Mantles branded A are thoroughly annealed over pressure gas—They fit the burner—They don't shrink—They stand up this way—They are reliable—They help your trade.



—We are the sole manufacturers of A mantles.
—Write us if you are interested.

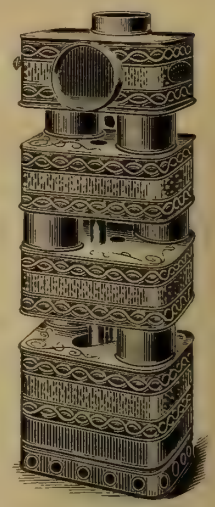
Lowest prices on Mantles, Shades, Chimneys, Globes and Sundries.

AUER LIGHT CO., MONTREAL.

THE WINNIPEG HEATER With New Dress

THE BEST HEATER ON THE MARKET.

Positively saves half the fuel in many cases.
Order a sample at once and put it in use.
Every one sold will sell others without your assistance.



Size, 17½ x 14.
Height, 48 inches.

POINTERS:

The Winnipeg Heater is ornamental and does the work of a stove without extra fuel.

It is made out of heavy steel plate and arranged so that it can easily be taken apart and cleaned.

It will heat a room on the same floor as stove or an upstairs room.

It is constructed with flues for air circulation and prevents cold floors.

It has heat retaining pockets and will radiate heat when fire is very low.

It sells like "hot cakes" as soon as introduced.

It is not to be compared with any other drum on the market as it actually takes the place of a stove.

It absolutely prevents waste of heat out chimney.

ACT QUICKLY AS SELLING SEASON IS NOW ON.

The Winnipeg Heater will heat as large a room as the stove to which it is attached, without extra fuel.

ORDER A SAMPLE TO-DAY.

MANUFACTURED BY
The Metal Shingle & Siding Co., Limited
PRESTON, ONT.

Solid Steel Shovels

Stamped from one piece of solid Steel and secured to the handle with two bolts passing through two straps of steel at the back of the handle.

Better for snow than the old-fashioned wooden shovel, and strong enough for service around the barn. Finished in japan or galvanized. The low price we quote on them makes them fast sellers. If you have not heard about the price we will be glad to tell you.

KEMP MANUFACTURING CO., Toronto, Canada.

HARDWARE AND METAL

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President:
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES,

MONTREAL - - - - 232 McGill Street. Telephone 1255.
TORONTO - - - 10 Front Street East. Telephones 2701 and 2702.
LONDON, ENG. - - 109 Fleet Street, E.C. W. H, Miln.
MANCHESTER, ENG. - - 18 St. Ann Street. H. S. Ashburner.
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VANCOUVER, B.C. - - - Flack Block. J. A. Macdonald.
ST. JOHN, N.B. - - No. 3 Market Wharf. J. Hunter White.
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GRAND TRUNK PACIFIC.

IT has been officially announced by Mr. Hays, the general manager, that the Grand Trunk Railway System is to be expanded into a transcontinental line. The vast stretch of territory north of the boundary line between Lake Superior and the Pacific Ocean is to be traversed by a third parallel line of railway at some distance north of the two other lines. The new road will be known as the Grand Trunk Pacific Railway, but will remain a part of the Grand Trunk Railway System.

Big as the project is, it will by no means be as great an undertaking as was the building of the Canadian Pacific Railway. The Canadian Northwest is now a land of great possibilities and boundless resources for the growing of wheat and cattle, and abounding in mineral wealth. It possesses a wheat belt larger than that of the Western United States. The Peace River Valley, hitherto almost unopened to commerce, is capable of producing the finest wheat on the continent of America.

Commencing at either Gravenhurst or North Bay, the new transcontinental line will traverse New Ontario, rich with minerals, timber and fisheries ; Manitoba, which is only just beginning to grow wheat on the scale it can be produced there; the Saskatchewan Valley, the recesses of which have hardly yet been explored by the white man; the rich wheat producing districts of the valley of the Peace River, a very small fraction of the land surface of which has as yet been subdued by the plough ; the district of Northern Alberta with its vast areas of woodland and much coal, to probably pass over the Rockies at the Pine River Pass, 500 miles north of the International boundary line, and 220 miles north of the Yellow Head Pass, which will probably be used by the Canadian Northern.

This new line is to be completed in about five years after the surveys are made. And by that time the output of the Northwest of last year of 70,000,000 bushels of wheat will be greatly expanded.

The railway accommodation in the Northwest is no longer equal to the task of moving the grain crop of that part of the country.

There is every indication that as soon as the Grand Trunk reaches the Pacific it will bid for a share of the trade of that ocean. No doubt but that a great part of the products of the country it will traverse will be carried off to the British and other markets from ports on the Pacific.

The terminals of this railway, as well as those of the Canadian Pacific and Canadian Northern, will become great shipping ports, the importance of which will be enhaced by the completion of the Trans-Isthmian Canal.

The importance the building of this great road will have on the trade of this country is too vast to contemplate. The millions of dollars spent on the building of this great transcontinental line means work for thousands of laborers, activity in our great steel industries and expansion of business for the merchants of Canada. A large home market will be provided for the products of the garden and the dairy, the common articles of food dealt in by the merchant. It means a heavy increase in population which will give our merchants more than they can do to attend to its wants.

BICYCLE SUNDRIES AND THE HARDWARE TRADE.

THERE are not many people who are yet thoroughly alive to the business that is now being done and is to be done in bicycle supplies. Riders of bicycles now use their wheels for several seasons, and so are continually requiring additional equipment, and also parts and sundries for replacement. These articles are standard goods, similar in many ways to a large proportion of the stock carried by hardware dealers. They should, therefore, be handled by the hardware trade rather than by any other class of retail dealers.

The volume of business in this line is rapidly increasing, and the margin of profit on bicycle sundries is good, so that there is every inducement for hardwaremen to take up such standard lines of bicycle supplies as are daily called for in every town during the bicycle season.

DISSATISFACTION WITH CUSTOMS RULINGS.

WHEN the late Hon. Clarke Wallace, M.P., took hold of the Customs Department he made radical changes in the administration. He had been a successful general store keeper and miller. He worked on business principles. His predecessors followed red tape and rules, and seemed to consider most importers unconvicted criminals.

Hon. Mr. Paterson, as HARDWARE AND METAL anticipated, has followed in Mr. Wallace's footsteps. He was a good business man himself, and the important appointments have, as a rule, been given to experienced business men.

In the last few years there has been less friction than at any time. The officials have been generally fair and reasonable in their dealings with the public.

There has, however, been more or less dissatisfaction with many of the rulings by local appraisers and by the decisions from Ottawa. With less prosperous times there will be much more complaint.

Importers at one point have had to pay a much higher duty than those at another. We know of cases where Montreal importers found it more profitable to have some invoices passed in Toronto or at some other point, and vice versa. These differences often enable one importer to undersell another and still make a nice profit.

Rulings have come from Ottawa that have been most inconsistent and showed positive ignorance. One week a special ruling will be sent out for the guidance of collectors. A few weeks later upon an appeal from another port an entirely different decision will be given on practically the same question.

It is not the fault of the officials at Ottawa. It is the fault of the system.

Long ago a remedy was urged in these columns. Its adoption was promised, and an attempt was made to carry it out.

It was that the special appraisers at the leading ports should meet at regular intervals to discuss all questions on which there was a difference of opinion. Their conclusions should be submitted to the Minister for final action.

Generally he would concur, but there would be cases where he might hear the importer and, looking at the matter from the broader standpoint, decide against the view of the Board of Appraisers.

OUR FLAX SEED CROPS.

A gentleman interested in the paint and oil business has lately returned from Manitoba, and speaks in glowing terms of the crops, not only of wheat and other cereals, but of flax seed, which in Manitoba this year is a record crop. It is a matter of some wonderment why the growing of this cereal has not long ago been given the attention by farmers that has been given to oats, barley, wheat, etc. It is certainly a profitable article for them to grow, and the demand in Canada is sufficient to absorb a great and increasing quantity of seed.

This year, probably for the first time, the whole amount of seed necessary for consumption in Canada has been produced here. The Manitoba crop will amount to 600,000 bushels at least; and this, with what has been grown in Ontario, is sufficient to supply Canadian crushers with enough material for linseed oil to answer all requirements in the Dominion for the year.

This is a long step in the right direction, and if another is taken we will have flax seed for export in addition to enough for home consumption.

RECIPROCITY WITH CANADA.

IT is gratifying to note the interest that is being manifested in Canada lately by the business men of the United States. Perceiving that the rapid expansion of the Great West, and the industrial activity prevalent from sea to sea has created a valuable market in this country for various products of the factory, foundry and the mine, a movement has been started in the Northern States of the Republic having for its object the effecting of reciprocity with Canada.

The National Reciprocity League, a newly-formed organization officered by prominent men of the Western States will hold a convention at Detroit on December 10 and 11, to consider the question fully and formulate plans for the conducting of a vigorous campaign to bring about the desired result.

At this convention the United States workers for reciprocity with Canada are expected to unite their forces to make a demand on Washington to request the re-convening of the Joint High Commission which adjourned in 1898. Should that body assemble, the supporters of this plan believe that there would result a trade treaty acceptable to both countries. It is claimed that during the past year there has been a radical change in the sentiment of the United States as to having closer trade relations with Canada.

The rapid way in which Canada is being invaded by settlers from the United States during the past two years, and the consequential great commercial and industrial growth of the country, have caused the merchants and manufacturers of the United States a desire to gain admittance to this market to sell their goods. There is now growing up in their minds a fear that this country will go elsewhere for outlets for her surplus products and buy where she sells her goods, if the United States Administration persists much longer in her attitude towards this country in regard to the high tariff which they are at present maintaining.

The value of our imports from the United States for the fiscal year ending June 30, 1902, amounted to $120,814,750, while to the United States we exported $71,196,505.

THE CEMENT INDUSTRY.

There has just closed a successful season for the cement industry. During this year more than twice the quantity of cement was used than the year before. The Trent Canal, elevators at Montreal and Port Arthur, and large undertakings at Winnipeg were responsible for the big business that has been transacted in cement. Large quantities also were used in municipal work in the cities and towns of the Dominion, where its lasting qualities are proving its suitability for permanent construction and building purposes. Large quantities are also now being used in railway construction.

The demand for the article has been much in excess of the ability of the Canadian manufacturers to supply, and consequently September to October there were considerable importations of the article from Belgium, Germany and England.

THE C.I.F. QUESTION.

BY AN IMPORTER AND EXPORTER.

HAVING followed the C.I.F. question for the last four or five weeks in your valuable journal, I would ask you to kindly permit me to here define the difference between the terms C.I.F., F.O.B., and Delivered.

COST, FREIGHT AND INSURANCE.

Take for example barbed wire at £13 per ton C.I.F. Montreal. The seller here agrees to sell the wire on wharf at Montreal at the above price, which is equal to $2.84 per 100 lb. without other charges, except wharfage or cartage in Montreal. The buyer taking delivery here must pay these charges. It must be expected that the seller intends to deliver his goods in good order and condition (unless otherwise specified).

DEFINITION OF F.O.B.

F.O.B. means goods sold free on board (for example, say Liverpool), at £12 per ton, in good order and condition. In this case, when goods are delivered to the transportation company and the bill of lading signed, the seller's risk ceases, and the buyer must provide his own insurance and pay all other charges, such as freight from Liverpool, duty, wharfage and cartage in Montreal. If he does not insure the goods properly he (the buyer) must be responsible for all loss, and sellers can claim full amount due them.

DELIVERED GOODS.

Sold "delivered Montreal" means the cost of goods plus all other charges, such as freight, duty, wharfage, insurance and cartage to your place of business.

There is no doubt that if the goods are not in perfect order that the buyer can refuse to take delivery of them, or in case of a shipment being lost the buyer can oblige the seller to duplicate or replace the lost shipment, whereas, in C.I.F. and F.O.B. instances, the seller is not understood to replace such lost shipments.

It is, however, clearly understood everywhere that a seller is responsible for good delivery until shipments have arrived at point of destination, as mentioned on sales or contract note.

If you sell eggs C.I.F. Manchester, Eng., you are liable for all risks until goods are landed there. If eggs are damaged by sea water, and if you have not insured against all risks (A.A.R.) there is no doubt, but you will have to suffer the loss, as in order to save a little on insurance you insured otherwise not covering your goods fully.

Suppose you had shipped your eggs by a schooner and insured F.P.A., and the shipment arrived rotten in Manchester, who would be liable to lose? The shipper, no doubt. He should have shipped by a steamer, knowing fully the class of goods sold, and if he wanted to save a little on freight charges he must take all the risk on himself.

When an agent, merchant or manufacturer is selling goods "C.I.F." it is generally because he wants to favor a certain transportation company with his freight and a certain insurance company with his insurance, probably because he has a commission or a special rate from both, and by that way make more on his goods.

Suppose that the transportation company would cease transporting goods to Montreal, and the seller could not secure the special rate that Mr. Agent had secured at first, who would pay the difference? The seller to be sure.

Having sold C.I.F. Mr. Seller is then liable for all charges and all risks until goods are landed in Montreal in good order, freight and insurance fully paid. This is the case.

Montreal, November 25.

INQUIRIES ABOUT CANADIAN GOODS.

Among inquiries received by the Canadian Section of the Imperial Institute are the following:

A firm of merchants in London are open to take up a first class Canadian lawn mower, and invites correspondence from manufacturers of same.

A Dublin house asks for names of Canadian dealers who can supply turkey quills in considerable quantities.

A London house would like to hear from Canadian owners of slate quarries who could ship large quantities of roofing slates of first-class quality.

[The names of the firms making the above inquiries can be obtained on application to the Editor of HARDWARE AND METAL.]

A THREAT TO SUE.

EDITOR HARDWARE AND METAL, — I struck a little the "swiftest" thing in the way of business this week that I ever saw. While in the store of one of my customers he showed me a statement for goods purchased in September, 60 days from October 1st. On November 12 he received a statement in the regular way, which was all right except for the fact that written in pencil on one side of the statement was the following: "We do not want to make you any costs, but unless we hear from you by return mail we shall hand to our attorney for collection."

Now, two questions arise: 1st. Can a man who is perfectly solvent be sued before an account is due? 2nd. What recourse has this man in case he is sued, and it is reported in trade papers, commercial bulletins, etc.?

WANDERER.

DEATH OF MRS. McCORMICK.

Mrs. J. C. McCormick, wife of Mr. J.C. McCormick, managing director of The Dominion Wire Co., Limited, died suddenly at Montreal on November 25. Mr. McCormick is well known in business circles both in Canada and the United States, and sympathy is expressed on all sides at his berevement. HARDWARE AND METAL joins with the friends of Mr. McCormick in expressing sorrow at his loss.

PRICE LIST MAKES CONTRACT.

ON November 20, Judge Morson handed down a written judgment in a case tried by him in the Divisional Court, Toronto. The E. W. Gillett Co., of Toronto, sued W. H. Gillard & Co., of Hamilton, to get $19.84, balance on a yeast bill, having sent the usual circular of prices. These prices, the defence maintained, were raised, or, rather the price of the yeast, the only line of Gillett's goods bought by Gillard, was raised, because that was the only line bought by the Hamilton firm. The Toronto firm denied this, and relied upon its published catalogue of prices, which has a clause stating that prices are "subject to change without notice." The judge said: "There is no question but that any vendor can sell at what price he pleases, and can change these prices from time to time as he sees fit; but this he cannot do if he has fixed his prices by contract with his customers. In this case the sending of the price list was an offer to sell the yeast at the prices mentioned in it; and the ordering of yeast by the defendants was an acceptance of that offer, and that constituted a contract at prices quoted; and the shipping of the yeast must be taken as having been done under this contract, which fixed the price and which price the plaintiffs, therefore, could not change as they sought to do. The plaintiffs can charge the defendants only the price quoted in the wholesale list; which the defendants paid before action, and the plaintiffs cannot recover the increased price claim, which is $19.16. I find judgment for the defendants, with costs."

GOOD ADVERTISING.

Notes by Miss Nora Laugher, Toronto.

ADVERTISING to bring business is very like fattening pigs for the market—you must keep right on with it. No man succeeds in fattening a pig by feeding it well one day and famishing it the next, neither can the merchant put money in his purse by advertising a portion of the year and neglecting it the remainder. An ad. must be continued—driven right home as it were. To advertise correctly is to advertise continuously. Merchants who have gained wisdom by experience thoroughly realize that very few people reply to an ad. the first time that it is brought before their notice. Of course, this does not apply to women and bargains. The very first bargain ad., if well written and catchily set, usually strikes home where it is intended to. I am speaking of some staple article which must be advertised steadily, but with proper variation and judgment, of course, in literary composition and typesetting.

* * *

When an ad. appears but once a week in a daily paper people forget that they ever saw it. Speaking of women and bargains: Men may laugh, but women will shop, and quite right they are. Shopping is a part of woman's work. It is generally compulsory upon her, for Adolphus George scorns the idea of entering the store to ask for canned peas at three for a quarter, or socks for little Jimmy at six pairs for 50c. He would much prefer lording it around and paying 12½c. per can for peas and 25c. per pair for his son and heir's hose upon any ordinary occasion. He has a soul above bargain day. Woman, on the other hand, does not have to be coaxed or coerced into shopping, she knows it is her bounden duty, just as sweeping the parlor, cooking the dinner and dressing the children. Necessity compels her as the housewife, to economize.

* * *

The one thing every merchant must keep in view who wishes to reap the best results from the money expended in advertising is to conduct his business and make his announcements that the public will recognize the business integrity of the house and the entire reliability of any announcement he may make. This must be a fundamental principle of permanent success.

* * *

The next thing is to have his announcements so prepared that not only will their literary construction be above criticism, but with such a knowledge of primary ideas and the typesetter's art that he will be able to properly emphasize the leading thoughts of lines of goods by an appropriate display of type. It is only thus that the public in these days of universal advertising and rapid living can be induced to read and act upon his announcement, which, to the man who is paying for it, is of more importance than all the other combined ads. in any medium.

* * *

Like the farmer, the advertiser sometimes finds that the harvest follows the planting very quickly, while, at other times, the result is slower. So much depends upon the character of the seed, the knowledge of the sower of the required conditions, and the field or the soil in which it should be sown.

COLD WEATHER HARDWARE.

Let us remind you of the coming need for . . . . . .

Galvanized and Japanned Coal Hods and Stove Shovels.

This also is the time to think about . . . . . .

Galvanized and Polished Sheet Iron.

We are prepared to supply your requirements at short notice and favorable prices.

BLACK BROS. & CO.,
HALIFAX.

SEASONABLE.

* * *

Any dealer who has good, reliable articles to dispose of and takes space judiciously in good mediums to bring those articles before the public with well-written ads. cannot fail to stir up a demand.

* * *

An ad. should be crisp and convincing; it should be well constructed so that it will catch the eye at once. Many a merchant has good and bright ideas regarding his own advertising, but lacks the ability to express them properly. Then, again, others have the ability to write their own advertisements, if they had time to concentrate their thoughts upon them. These men should remember that there are now many ad.-writers both ready and willing for a reasonable remuneration to put into correct and business-bringing form the ideas of the advertiser and see that the printer makes the mechanical work in displaying them prominently conform to the purpose of the advertisement.

DUTY ON SAMPLES.

S. B. KAHNWEILER, a representative of a New York firm of his own name, has recently had some trouble with the Canadian Customs officials, which reminds us that commercial travellers' samples, with the exception of a very few, are subject to duty. Mr. Kahnweiler crossed the border with two valises containing razors, toilet sets, etc., worth, as he claimed, $67.80. He passed the Customs officers without paying the duty, and in Montreal the samples were seized, in spite of his protests that the Customs officials had not asked him to pay duty and that he should not be blamed for the neglect.

Pending an investigation the samples were held in the hands of the Customs.

The Canadian tariff law on travellers' samples is thorough. As an example, it might be mentioned that the duty on gloves or boots could not be avoided by carrying only one of each pair. The tariff calls for duty to be paid on the half pair. The object of this is explained as having been designed to prevent two travellers for the same foreign house entering Canada by different points, each with a line of odd articles, as odd shoes or gloves, articles which would be of no commercial value, and then meeting at some point in that country sorting up the samples and thus cheating the Customs. The articles exempted are those which are entirely without commercial value, such as odd buttons and other articles of like nature, and these are allowed to enter free of duty.

Wm. F. Pushelburg, general merchant, Broadhagen, Ont., has sold out to A. W. Eickmeier.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

PIERRE CANTARA, contractor, of Ottawa, has assigned, and his creditors met on November 28.

C. Audet, general merchant, Roberval, Que., has assigned to V. E. Paradis.

M. Rousseau, general merchant, Warwick, Que., is offering to comprromise.

J. E. Heon, general merchant, St. Eulalie, Que., is offering to compromise.

A demand of assignment has been made on Aumond & Caty, contractors, Montreal.

W. A. Paterson, general merchant, of Brysonville, Que., is offering to compromise.

The creditors of J. Boucher, general merchant, St. Adrien, Que., have held a meeting.

A. E. Morris & Co., general merchants, Wallace, N.S., are offering to compromise at 60c. on the dollar.

McMillan & Day, agricultural implement agents, Owen Sound, Ont., have dissolved, and A. McMillan continues.

Knowdell & Hodgson, dealers in stoves and tinware, Vancouver, B.C., have dissolved partnership; R. C. Hodgson continues.

B. S. Whitman, mason, of Lawrencetown, N.S., has assigned to the official assignee, and his creditors met on November 27.

PARTNERSHIPS FORMED AND DISSOLVED.

James Thomas & Bros., contractors, of Montreal, have dissolved.

Millette & Bail, sash and door factory, Farnham, Que., have dissolved.

The Alpha Paving Company, contractors, Montreal, have dissolved.

Denis & Lemaire, general merchants, of St. Cesaire, Que., have dissolved.

F. F. Powell & Co., roofers and contractors, Montreal, have registered a new partnership.

Lee & Sheppard, hardware and stove dealers, Goderich, Ont., have dissolved; W. C. Lee continues.

SALES MADE AND PENDING.

The Alberni Shingle Mill, Victoria, B.C., is to be sold by the sheriff.

The assets of Jos. Pineau & Co., general merchants, Bic, Que., have been sold.

The assets of Adrien Barette, general merchant, St. Tite, Que., have been sold.

The business of F. W. Foster, general merchant, Ashcroft, B.C., is for sale by tender.

Thos. Therriault, blacksmith, Watford Station, Que., is advertising his business for sale.

The assets of the estate of Cumming & Co., general merchants, Ferguson, B.C., have been sold by auction.

CHANGES.

T. Costen & Co., gunsmiths, Montreal, have registered.

Wm. D. Tristin, blacksmith, Chatham, Ont., is closing up there.

Loftus & Co., cement roofing merchants, Montreal, have registered.

William White, blacksmith, Brandon, Man., has given up business.

Robert Robertson, blacksmith, Minto, Man., is giving up business.

You Become a Partner

when you accept

THE SHERWIN-WILLIAMS AGENCY.

You at once become a partner with the acknowledged leaders in the paint and varnish manufacturing industry.

You have at your service all the advertising helps and promoting methods that have made THE SHERWIN-WILLIAMS CO. successful.

Our assistance never stops until the products are sold to the consumer. We place in your hands the most effective system for securing new trade and holding the old ever employed. We have a perfect organization to give you systematic, progressive aid. No other Company does as much. No Company could do more.

There are no other paint products so well known. They are sold everywhere and have given satisfaction everywhere. Sell them and you satisfy your customers and satisfy yourself. That means success. The details of our proposition are contained in the "B-13" booklet—write for it to-day.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CHICAGO, NEW YORK, CLEVELAND, NEWARK, MONTREAL, BOSTON, TORONTO, SAN FRANCISCO. KANSAS CITY

J. & P. D'Avignon, manufacturers of stoves, Montreal, have registered.

J. N. Bisaillon, general merchant, Ste. Angele de Monnoir, Que., is away.

Henry Gill, general merchant, Ouvry, Que., has sold out to James A. Magill.

Jones Bros., saw and shingle mill owners, Wiarton, Ont., are giving up business there.

Samuel George, planing mill owner, of Stouffville, Ont., has sold out to Jacob A. Heise.

John F. Stevenson & Co., hardware merchants, Hamilton, Ont., have sold out to Bradley Bros.

R. H. Scott, agricultural implement agent, Methuen, N.W.T., is succeeded by Nasmith Bros.

W. H. Saults & Co., agricultural implement agents, Boissevain, Man., have sold out to R. H. Orr.

J. J. Duggan, agricultural implement agent, Strathcona, N.W.T., is succeeded by McKenzie & Benson.

Scott & Naismith, agricultural implement dealers, Wawanesa, Man., are succeeded by Naismith Bros.

FIRES.

McCallum & Co., hardware merchants, Slocan, B.C., have sustained damage by fire.

John McGilley, carpenter, Antigonish, N.S., was burned out, sustaining a loss of about $200.

DEATHS.

C. D'Amour, sash and door factory, of Hull, Que., is dead.

Angus McLeod, of the firm of Angus McLeod & Co., sawlog contractors, etc., Orillia, Ont., is dead.

TWO GENERAL STORES.

THE village of Thedford, Ont., contains two very neat general stores. One is owned by A. Beattie & Co., of St. Marys, and is managed by E. Newkirk, a young man, enterprising and businesslike. Your correspondent had a look all over this store and was surprised to see how well arranged and displayed the goods were. The stock carried is quite large, but room is found for adequate display. Altogether this store is a model of neatness and shows in every part of it evidences of the care and attention expended upon it by Mr. Newkirk and his staff of clerks.

The other general store at Thedford is conducted by Mackenzie & Meldrum, both young men of bright ideas and up-to-date methods. The building is quite new, which fact has given the opportunity for the employment of modern ideas in the arrangement of goods. The grocery stock is so arranged as to be within easy reach at all times, and placed in such a way that every article can be seen at a single glance. The window dressing was particularly good.

These two young men and Mr. Newkirk deserve credit for having made it possible for the village of Thedford to boast of having two of the best general stores of any village of the size in Ontario.

HIGHER TARIFF ON LEAD.

BUSINESS men in British Columbia are getting up a strong argument for higher tariff on lead and the products into the manufacture of which lead enters.

A gentleman, who is the owner of several mines in that part of the country, says that the price of lead is so low that most of the mines have been closed. The owners cannot afford to pay the miners the ruling wage and work the mines at a profit. The cost of living is so high that, it is claimed, the miner could not exist on less than the wage he demands.

The United States Smelter Trust is striving to keep all Canadian mines closed. They have a fixed price for United States lead, but will buy no Canadian lead at that price. This Trust is too powerful for the owners of Canadian lead mines, and the Government is being asked to help them by giving a bounty temporarily on all lead exported. This, it is claimed, would only have to be continued for a few years, as the population of Manitoba and the Territories promises in a few years to be large, and that, ultimately, the entire product of the Canadian lead mines will be needed in the home market.

This gentleman claims that the Province of British Columbia has a grievance, and the Dominion Government should do something immediately.

LEAD TRUST ORGANIZED.

The Lead and Lead Product Trust is an assured fact. The proposed capital of $80,000,000 has been taken up, and there is little doubt but that a new company called The National Union Feed and Oil Co. will be launched, taking in The National Lead Co. and The American Smelting and Refining Co., as well as The United States Metal Selling Co., under the charter of The Union Lead and Oil Co., incorporated for $15,000,000 about a year ago.

The Standard Oil Co. is interested heavily in this lead combination, besides the principal lead and lead product manufacturers of New York and Brooklyn.

It is reported that the firms of Glasgow Lead Works, Canada Lead and Saw Works, Montreal Rolling Mills, of Montreal, are included in the trust.

NEW DISCOUNT SHEET.

The R. McDougall Co., Limited, Galt, Canada, are at present issuing a new discount sheet to the trade, making revised prices on all lines of pumps. It will be to the advantage of all users of this line of goods to secure a copy if it has not already come to hand. Special and general catalogues are at all times ready to be sent free on request.

A GUARANTEED VALUE

Nothing made so highly exemplifies the art of Single gun making as the

IVER JOHNSON

SEMI-HAMMERLESS ***TRIGGER ACTION***

SINGLE GUN

The trade prefer them, and the public demand them.

Our recently published catalog is a concise and complete treatise on the processes and essentials requisite for the production of a high-class single gun.

SEND FOR ONE.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Salesroom: 99 Chambers St. **FITCHBURG, MASS.**

MANTELS, GRATES and TILE.

Are any of your customers building a new house? If so, why not try and sell them a mantel as well as hardware? They will want one, and it will pay you. Write us for catalogue and price.

THE BATTY STOVE & HARDWARE CO.

76 York St., TORONTO.

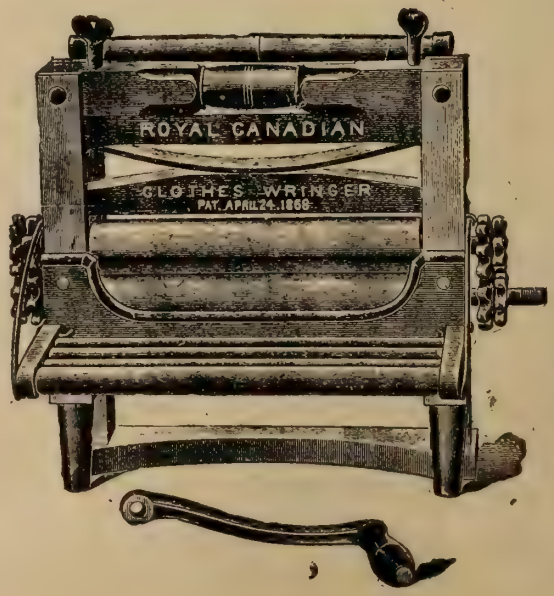
Strathy Wire Fence

IS THE PERFECT WIRE FENCE.

Under pressure, its stays have a Hinge Movement, and spring back to place when pressure is removed. Factory-woven with coiled wire, or Hand-made with plain or coiled wire.

WRITE FOR QUOTATIONS. **Agents Wanted.**

Strathy Wire Fence Co., - Owen Sound.



WE MANUFACTURE THE

"Royal Canadian"

Clothes Wringer

And 14 other different varieties.

All our wringer rolls are guaranteed, and vulcanized to the shafts. Our new price list and catalogue is just issued. We can save you money in this line.

J. H. Connor and Son, Limited

OTTAWA, ONT.

Delorme Bros., 15 Debresoles St., Montreal, agents for Montreal and East.

H. S. HOWLAND, SONS & CO., LIMITED.

WHOLESALE ONLY

37-39 West Front Street, **Toronto.**

ONLY WHOLESALE

THE STARR MFG. CO'S SKATES.

DEC 1 1902 RETURNED

The "ACME" Spring Skates.

The "ACME" Spring Skates.

"Starr" Ladies' Skates.

DEC 1 1902 RETURNED

Ladies' Skates.

Ladies' Skates.

"Starr" Hockey Skates.

Bracketted.

DEC 1 1902 RETURNED

Bracketted.

"Chebucto."

"Chebucto."

"Regal."

"Regal."

"Mic-Mac."

"Mic-Mac."

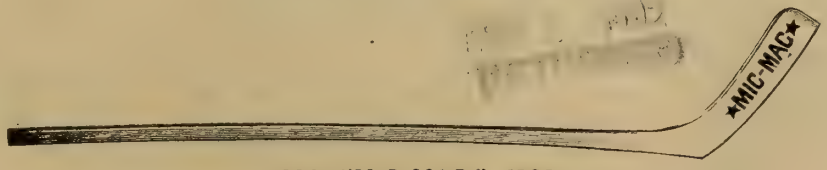
Can supply all sizes.

Featherweight, Webbed.

Can supply all sizes.

Hockey Sticks.

Latest and best approved patterns.



"MIC-MAC"
Yellow Birch.
The best stick made.

1903—"MIC-MAC."—1903.

FOR BOKER'S SKATES SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

LETTER ORDER PROMPTLY FILLED.

Graham Nails are the Best.

Factory: Dufferin Street, Toronto.

OUR PRICES ARE RIGHT.

MACHINERY AND ELECTRICAL SUPPLY DEPARTMENT

THE STATIONARY ENGINEERS.

THE Canadian Association of Stationary Engineers has been in existence for the past 12 years or more, having been organized as a purely educational institution for the benefit of young men who wished to become competent to handle a steam plant. In order to keep to the high ideal aimed at a clause in the constitution made it clear that the association was not a trade union, but that each member was left free to work for what wages he pleased, and that the sole object of the association was the educational improvement of its members. On these principles the association made steady headway until nearly 20 branches were formed. The chief meetings were held in the winter, and were devoted to discussing problems in steam engineering, in asking and answering questions, and in listening to lectures and papers. Professors in colleges, educationists and experts in mechanical and technical subjects frequently gave the association their services gratuitously in this work, and the associations have been helped financially and otherwise by manufacturers and owners of steam plants who sympathized with the work of the organization.

For some time past, however, efforts have been made to draw the association as a whole into the trade unions, but up to last month the members have practically all held to their first principle and kept apart from the unions. Now, however, following the drift of affairs on the other side of the line, a branch of the International Union of Steam Engineers, a labor union of the United States, has been formed in Toronto. Its president is A. M. Wickens, engineer of the Parliament Buildings, who has been known as "the father of the Canadian Association of Steam Engineers" in Ontario. The new union starts with a membership of about 60, and the officers are as follows: A. M. Wickens, president; W. Outhwaite, vice-president; Jas. Bannon, recording secretary; B. Doyle, financial secretary; James Huggett, treasurer; John Fox, conductor; H. S. Barker, doorkeeper.—The Canadian Engineer.

A NEW DEPARTMENT

The Fairbanks Company are giving considerable attention to their new machine tool department. T. S. Stephens is head of this branch of the warehouse. They have a well-stocked showroom on Craig street, Montreal, and quite an assortment of planers, lathes, drills of all kinds, pipe-threading machinery and milling machines. The same care and attention is being given to the new department as has always been shown to the mill-supply business.

MACHINERY AND ELECTRICAL NOTES.

NEWTON BROS., woollen goods manufacturers at Sarnia, Ont., have sold their mill machinery to John F. Morley, of Dundas. Mr. Morley has started a new industry at Dundas, manufacturing fine felt goods, such as felts for piano covers, etc. He is occupying the old screw factory building in the Valley City, and is already doing a good business.

The Amherstburg extension of the Windsor electric railway will be completed about the first of the year.

The Hatch Electric Smelting Company, Sault Ste. Marie, Ont., will have a temporary plant in operation in about 30 days.

The Gee Electrical Engineering Company, Toronto, has become insolvent, and E. R. C. Clarkson has been appointed permanent liquidator.

A 5 horse-power vertical steam engine and a large duplex steam pump were shipped to Isaac McNaughton, of Trenton, N.S. The shipment was made by H. W. Petrie, Toronto.

The Midland Engine Works, Midland, Ont., have purchased a large lathe and a steam hammer. The firm have also bought out the foundry plant of The Ronald Fire Engine Company, of Brussels.

An electric outfit, consisting of a motor, band saw, and all accessories for the manufacture of a patented cabinet chair, was delivered to C. Fournier, 43½ Adelaide street west, Toronto, by H. W. Petrie, Toronto.

The Dominion Canister Company, of Dundas, Ont., have installed a fine 20-in. iron shaper. This machine is fitted with automatic down-feed and all the latest improvements. The machine was purchased from H. W. Petrie, Toronto.

ALCOHOL MOTORS IN GERMANY.

THE recent agricultural fair at Halle has shown the wonderful strides that Germany has made within the last 18 months in alcohol motors. This is due, according to a U. S. consular report, to a great extent to the personal interest taken in the subject of the use and application of alcohol for trade purposes by the Emperor, and also to the low price at which this spirit for fuel purposes (containing about 90 per cent. of pure alcohol) is furnished all over Germany—a quart costing only about 5 cents.

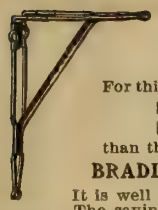
The great advantages of a spirit motor over the ordinary steam engine are that it is always ready for use, without preliminary warming up; it can be filled, oiled and started in from two to three minutes; there is no constant supplying of coal and water, and no danger of fire or explosion; no permits are required from Government authorities, and there is no compulsory inspection; the spirit is easily obtainable in all districts; there is no smoke or smell; and the weight of a portable spirit motor is about one-half that of a portable steam engine of equal power.

With regard to cost, a large German firm that exhibited at Halle showed 6 to 8 horse-power portable alcohol motors for $973.30; 10 to 12 horse-power motors for $1,265.29, and 16 to 20 horse-power motors for $1,581.61. In the tests made, one trial showed a consumption of 0.42 kilogram (0.92 lb.) of 86 per cent. spirit and 0.37 kilogram (0.81 lb.) of a mixture of one-fifth benzol and four-fifths 86 per cent. spirit, in both cases per brake horse-power per hour.

LOWEST TENDER GETS IT.

The contract for the new generator and engine for the Toronto City Hall has been awarded by the Board of Control to The United Electric Company, the lowest tenderers. The matter was again taken up by the Board on Wednesday, as the Council has twice sent the matter back to them, because they favored the tender of The Canadian General Electric Co., which was $430 higher. After considerable discussion it was awarded to The United Electric Company for $1,900.

J. F. Alexander, general merchant, of Teulon, Man., has sold out to T. Cook.



Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be
NOTHING BETTER
NOTHING CHEAPER
than the . . . .
BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong** and **Light.** The saving in freight is a good profit, aside from the **lower price** at which the goods are sold.

☞ Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

ANNEXATION SALE.

I am annexing a new warehouse to my already spacious quarters, and to avoid the trouble and expense of moving, a portion of the following machinery will sell at very low figures.

SCREW-CUTTING ENGINE LATHES.

21-in. Swing x 8-ft. Bed, G. A. Crosby Make, NEW.
18-in. " x 6-ft. Bed, Lath & Morse Make.
15-in. " x 6-ft. Bed, Porter Make.
17-in. " x 8-ft. Bed, American Make.
14-in. " x 6-ft. Bed, Porter Make, NEW.

TURRET LATHES.

14-in. Turret Lathe, Pratt & Whitney Make.
16-in. " Back Geared, Pratt & Whitney Make.
18-in. " W. P. Davis Make.

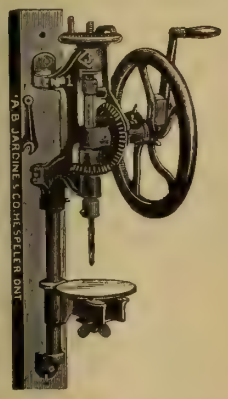
MISCELLANEOUS.

One New Improved Lath Mill, with 6 12-in. Saws.
No. 1 "Boss" Double Drum Sander.
Self-Acting Shingle Mill, "Sewery" Make.
New 22-in. Wood Turning Lathe.
Grind Stone and Iron Tank, with Knife Attachment.

My November Stock List contains a well-selected line of new and second-hand machinery of interest to every buyer. Send for one.

H. W. PETRIE

131-3-5-7-9-141-43-45 Front St. West and
8-10-12-14-16-18-20-22 Station St., TORONTO.

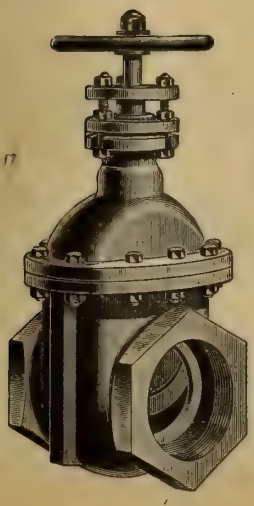


TRADE MARK J REGISTERED.

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.



We Make Good

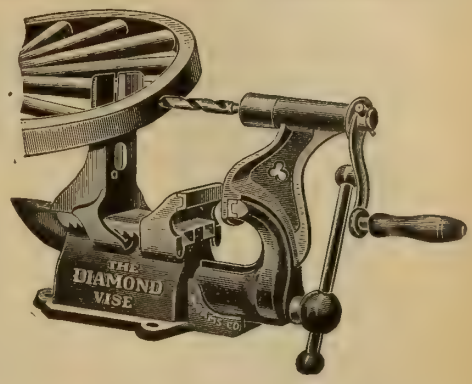
VALVES

Write for Catalogue. It tells all about them.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.

DIAMOND VISE AND DRILLING ATTACHMENT

U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95.



JAWS are faced with steel ⅝ inch wide, 4 inches long, firmly fastened to jaw, checked and hardened.
VISE weighs 38 pounds. DRILL weighs 13 pounds.
For Sale by Jobbers of Hardware.

Made by—
The Adams Company, Dubuque, Iowa, U.S.A.
Made by **Taylor-Forbes Co.,** Limited, Guelph, Ont.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. **Write Us for Prices**

JAMES WARNOCK & CO., - GALT, ONT.

G. A. Crosby & Co. of Ontario, LIMITED

SARNIA, ONT.

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

H. W. Petrie 141-145 Front Street West, **TORONTO—Selling Agent.**

THE

"Radiant Shelby" Lamp

IS THE STANDARD.

Produces 50 per cent. more useful light from the same amount of current, as compared with other lamps.

Highest Efficiency, Longest Life.

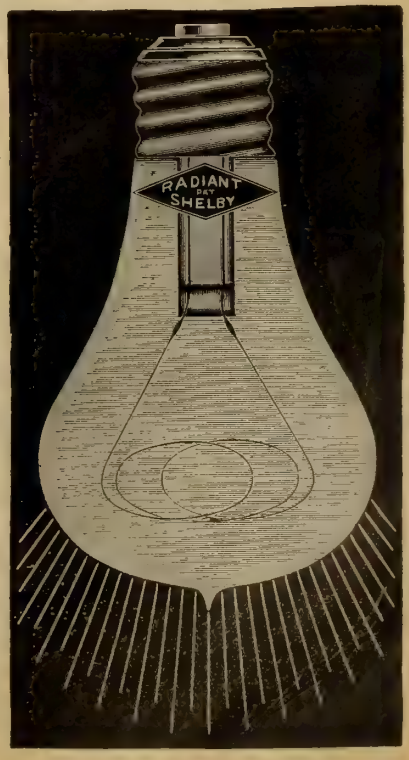
For sale by all prominent dealers in Electrical Supplies.

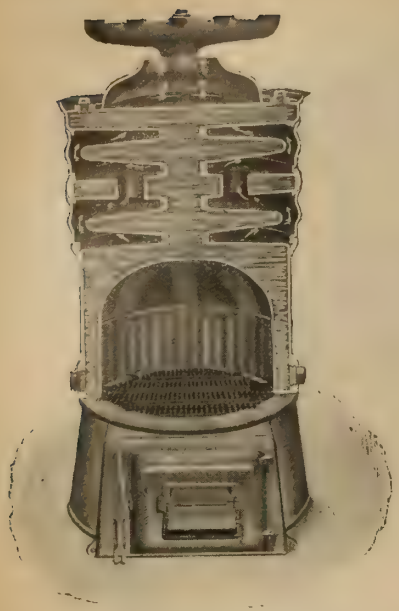
MANUFACTURED BY

The Ontario Lantern Co.,
HAMILTON, ONT.

WALTER GROSE, Montreal,
Selling Agent.

(PATENTED)





Built without Bolts or Packing

We have a Hot Water Boiler that for parts, utility, and general satisfaction leads all others. It's the

"ECONOMY"

Hot Water Boiler. It represents our greatest conquest in the heating problem. Built without bolts or packing. Works simply. Burns little fuel.

Write for our attractive booklet, "Comfortable Homes."

We also manufacture Combination Heaters and Furnaces for all kinds of fuel.

J. F. Pease Furnace Co., Limited,

Head Office, 189-193 Queen St. East, - TORONTO.

FENCES and GATES

IN WIRE AND IRON.

We can furnish anything required, from a plain wire fence for the farm to an ornate iron fence for residence or public building. Special prices to hardware trade. **Send for catalogues.**

The Dennis Wire and Iron Co.,

LONDON, ONT.

THE CELEBRATED

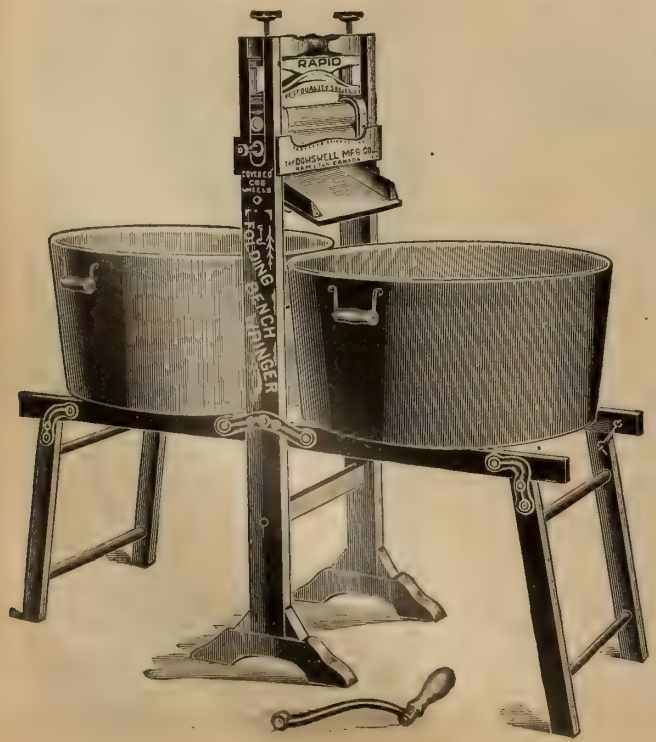
NATIONAL CUTLERY CO. SHEARS

Acknowledged the best and fully warranted.
Not connected with any Shear Combination.

Tailors' Shears
Trimmers
Ladies' Scissors
Barbers' Shears
Tinners' Snips

DECATUR, BULL & CO., Sales Agents, MONTREAL

Something New in..... BENCH WRINGERS



NOTE THE FOLLOWING ADVANTAGES:

Enclosed Cogs—children cannot get their fingers caught.

Extra Wide Frame—greater wringer surface.

Grease cannot get on Rolls.

Water cannot get into Bearings.

Bearings exposed, easy to lubricate.

Supplied with or without Ball Bearings.

Four different grades of Rolls.

Every Roll has our name stamped on it, and to each Wringer is attached a warranty tag guaranteeing the Rolls from one to five years in family use, according to grade.

We make 55 different styles and sizes of Wringers.

The Dowswell Manufacturing Co., Limited.

W. L. HALDIMAND & SON, Montreal, Eastern Agts.

HAMILTON.

YOU are on the

Right Track

if you are making arrangements to purchase all your

PAINT

and

VARNISH

supplies for

1903

from

THE

CANADA

PAINT

COMPANY

LIMITED

MONTREAL and TORONTO

They are

First Hands and

undoubtedly

give the best value.

PAINT, OIL AND BRUSH TRADES

PHYSICAL EFFEOT OF TURPENTINE

IT has been the writer's personal experience to know a number of carriage painters who have been so weakened and debilitated through the effects of turpentine as to be forced to permanently discontinue painting, says a contributor to Varnish. As against these cases he is aware of only one retired from active service on account of white-lead poison. The day of quick painting, with its accompanying rapid processes of surfacing, out of which white lead has in no inconsiderable proportion been stricken as an obstructing factor, has largely eliminated the issue of lead poisoning. But turpentine, like the eternal course of the seasons, we have always with us. From the pot to the finisher's flowing bowl, turpentine serves a purpose beyond the capacity of any known subject.

The painter is thus brought into free and unlimited contact with it. In fact, he becomes fairly saturated with the pungent and penetrating fluid. And apparently unsatisfied with the quantity absorbed in the system through the normal and ordinary course of shop operations, he not infrequently washes his hands in the fluid. Indeed, many painters in mad haste to "wash up" at whistle time become addicted to the habit of erasing paint smears from the hands or other visible parts of the cuticle by the aid of a generous supply of turpentine. Familiarity breeds contempt, and contempt is a highly dangerous state of mind to exercise in respect to the use of the pine tree's fruit.

The action of turpentine upon the system results in weakening the digestive functions, disturbing the nervous system and inflaming the urinary organism. In a general way the entire physical being is attacked through constant exposure to the fumes of turpentine, and rendered unduly susceptible to disease.

The palsied hand, the rebellious stomach, the nerveless limbs, astrophied joints and unresponsive muscles testify to the withering effects of turpentine upon the human system, and they alike witness the necessity of rigid attention to the approved laws of hygiene.

The carriage painter, chief among men in respect to the quantity of health terminative substances constantly imbied, should seek by all the power of well-ordered personal habits to command good health. Good health has a value compared to which even gold does not glitter. Be temperate in all things. Keep clean. Observe regular hours for sleep. Adhere to a strictly nutritious diet. Aim to get strong and work hard to stay so. The perfect man physically is not an easy victim to the assaults of turpentine or to the insidious poisons. Use turpentine as a paint thinner, not as a skin cleaner. Thus may your days of acquiring riches in the paint shop be long continued.

HOUSE PAINTING BY MACHINERY.

AMONG the latest labor-saving devices is one which purposes to relieve the house and roof painter of the bulk of his work. The machine, says the new Penny Magazine, consists of a set of revolving brushes, driven by compressed air, and guided by hand. There is a rubber house connected between the brushes and a paint tank. The paint is forced from the tank to the brushes, the pressure being easily regulated. As the brushes revolve, one within the other, they are guided up and down and along until the whole surface of the wall has been gone over. A contest between a house-painter and the painting machine was recently held to determine the merits of the latter. Two flat surfaces, each 10 feet by 200 feet were selected. The painter working by hand completed his task in 16 hours, using four gallons of paint. The machine did its work in three hours and twenty minutes, and used only two and one-half gallons of paint. As far as the actual workmanship was concerned, the results seemed to favor the man as against the machine. His brush had given an extra dab of paint to hide the rough spots and knots here and there, and had curled around corners and joints to make the job a complete one. The painting machine was found to have distributed a perfectly even coating of paint over the entire surface, but leaving the corners and depressions which required going over by hand. While the machine will maintain a decided advantage as far as speed, economy and workmanship are concerned on a large and perfectly smooth surface, it is not likely to interfere seriously with the work of the average painter, whose brush has to travel over very uneven surfaces, and into and around many a nook and corner before the work is satisfactorily completed.

NOTES OF THE TRADE.

Kennedy & Lambert, painters, St. John, N.B., have dissolved.

Edmund Shellman, dealer in paints, Montreal, is offering to compromise at 30c. on the dollar.

PAINT AND OIL MARKETS.

MONTREAL

NEW prices on paris green are out bright and early this year, and will be found included in the quotation list below. It will be noticed that prices are for the present considerably lower. The linseed oil and turpentine markets do not show any marked change here this week, in spite of the fluctuations in the English market. There, linseed oil has been very strong, with advancing prices within a week or so, but during the past few days the market reacted to some extent. Turpentine, on the other hand, while weak some days ago, has gained strength lately. In the paint trade there is nothing new to report. The close of navigation developed the usual falling off in orders, but as stocks in merchants' hands throughout the country are not heavy, a fairly good sorting-trade is looked for this winter. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, $5.15 to $5.25; No. 1, $4.77½ to $4.87½; No. 2, $4.40 to $4.50; No. 3, $4.02½ to $4.12½; No. 4, $3.65 to $3.75, all f.o.b. Montreal. Terms, 4 months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5.25 in casks: kegs, $5.50.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote: Bulk, in bbls., $1.90 per 100 lb.; bulk, in less quantity, $2.05; bladders, in bbls., $2.25; bladders, in 100 or 200-lb. kegs or boxes, $2.40; in tins, $2.55 to $2.65; in less than 100-lb. lots, $3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50, and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 64c.; boiled, 67c. In 5 to 9 bbls., 1c. less. Terms, net cash in 30 days. Delivered in Ontario, be-

WINDOW GLASS.

Send in your specification now and secure good sizes before the assortments get broken up. Large stocks are now arriving, but so are orders, and many good sizes are sent out as fast as they come to hand. Then when arrivals cease, prices generally stiffen up for the winter. Buy now.

STAR, DIAMOND, DOUBLE.

Rolled, Ornamental, Cathedral, and all kinds of glass.

A. RAMSAY & SON
MONTREAL.

COLD WATER PAINT INDELIBLO

Have you any customers who are always asking for a cheap paint and a good paint ? Have you any factories, elevators, sheds, alleyways, shafts; or customers who have; and do the cleaning up in the quiet winter season ? Put them on to **Indeliblo.** There's money in it for you, and no smell, dust, dirt or waste for them. Sanitary, washable, waterproof. White and colors.

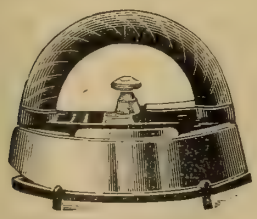
Agents

A. RAMSAY & SON, - - - - MONTREAL
THE J. H. ASHDOWN HARDWARE CO., Limited, - WINNIPEG
McLENNAN, McFEELY & CO., - - - VANCOUVER

Makers

THE MURALO COMPANY, New Brighton, Borough of Richmond, New York

LINES THAT WILL PAY YOU TO STOCK.



Girl's N.P. Sad Irons.

TOY SADS,
TOY TRUNKS,
TOY WRINGERS.

DECORATED CUSPIDORES,
for Hotel and Parlor.

N. P. Nut Cracks and Picks.

These are but a few of our many specialties in Holiday Goods.

For Prices and Descriptive Circular write us.

The Thos. Davidson Mfg. Co., Limited, - Montreal.

ESTABLISHED 1860. INCORPORATED 1895.

CHILD'S SETS,
in "Star" Decorated, "Premier" ware, "Colonial" ware and Lithographed.

"Star" Decorated Tea and Coffee Pots, Nickle-plated Covers, double-seamed Spouts. Made in 6 sizes.

tween Montreal and Oshawa, at 2c. per gal. advance.

TURPENTINE.—Single barrels, 76c.; 2 to 4 barrels, 75c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white. $2.35 to $2.45; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.45 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PARIS GREEN.—Petroleum barrels, 13¼c. per lb.; arsenic kegs, 13½c.; 50 and 100-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. packages, 15c.; ½-lb. packages, 17c.; 1-lb. tins, 16c.; ½-lb. tins, 18c.

TORONTO.

The market is somewhat quieter than it has been for some time. Linseed oil has declined 2c. all round. There are rumors afloat that some dealers are receiving orders for future deliveries at considerably lower prices than are quoted for present delivery, and that this has been going on for a week or ten days. It is also claimed that these prices for futures are below the cost of English oils. We include the prices of the different grades of glue in this week's quotations. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $5 to $5.25; No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½.; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. pkgs.; genuine dry white lead in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.50 to $4.75; ditto, in kegs of 100 lb., $5; No. 1, in casks of 560 lb., $3.75 to $4; ditto, kegs of 100 lb., $4.25.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6 to $6.25; Lehigh, in cgsks. $6.00.

SHINGLE STAIN.—In 5-gallon lots, 60 to 75c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35c.; in less than cases, 40c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35; white, $2.35 to $2.45 per gal.; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8½c. per lb.; cabinet glue, in bbls., 12c.; emery glue, in bbls., 17½c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, $2.25; bladders, in 100-lb. kegs, $2.40; bulk in bbls., $1.90; bulk, less than bbls. and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.90.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 9 to 9½c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 65c.; boiled, 68c.; 3 to 5 barrels, raw, 64c.; boiled, 67c.; 6 to 9 barrels, raw, 62c.; boiled, 65c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 78c.; 2 to 4 bbls., 77c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

GASOLINE AND BENZINE.—We quote: Benzine, 19¼c. and gasoline, ordinary, 21¼c. and engine, 22¼c. f.o.b. Toronto.

WINDOW GLASS.

MONTREAL.

The market is entirely unchanged, and although some small orders are received, business is very quiet. Quotations are as follows: First break, 50 ft., $2.10; second, $2.20 for 50 ft.; first break, 100 ft., $4; second break, $4.20; third break, $4.70; fourth break, $4.95.

TORONTO

There has been a brisk movement in glass for the past couple of days, with the prices remaining the same. Quotations are as follows: Under 26 in., $4.25; 26 to 40 in., $4.65; 41 to 50 in., $5.10; 51 to 60 in., $5.35; 61 to 70 in., $5.75; 71 to 80 in., $6.25; 81 to 85 in., $7; 86 to 90 in., $7.75. Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days. Discount, 15 per cent.

SUDDEN DEATH.

James Learmonth, of Bowmanville, Ont., a painter by trade, was found dead in a room off the office of the Bennett House, in that town, on the evening of November 21. He was seen entering the room shortly before, and when found was in a sitting position. The deceased was subject to heart trouble.

AN ADVANCE IN STOVES.

The Western Association of Stove Manufacturers were in session in Chicago, Ill., on November 18, and decided to increase the price of all kinds of stoves 5 per cent. The increase in the cost of coke, at least 50 per cent., and iron, 60 to 70 per cent. in the past three years, is the reason given for the increase.

ON THE QUI VIVE FOR CHRISTMAS.

Up-to-date merchants do everything in their power to facilitate buyers in selecting gift goods during the holiday season. For displaying small articles attractively nothing is half so appropriate as Boeckh's adjustable display tables, which can be used as either tables or shelves. They are the most useful things extant for the Christmas store, and are as ornamental as they are useful. United Factories, Limited, Toronto, have issued a booklet of these goods which is cheerfully furnished to dealers on request.

THINK IT OVER!

If BRANDRAM'S B.B. GENUINE WHITE LEAD is the best in the world, does it not stand to reason that a paint which contains it would also be the best?

If the price of the best is no dearer than others, and if our advertising is up to date,

WHY NOT

secure the agency for your town?

We manufacture our own

Dry Colors, Varnishes, Japans, etc.

ANCHOR BRAND
H&P
REGISTERED
TRADE MARK

We've been Established since 1874.

Send us a post card and let us tell you all about it.

BRANDRAM BROS & CO.
BRANDRAM'S B.B. WHITE LEAD
REGISTERED TRADE MARK
MANUFACTURERS LONDON ENGLAND

HENDERSON & POTTS,

HALIFAX and MONTREAL.

Suits Everybody.

THIS IS WHAT

Elastilite Varnish

DOES.

It suits the dealer, because it always satisfies the customer, and, being a Registered Brand, it does not come into competition with ordinary makes of Varnish, thus protecting your profit.

In tins only from ½-pint to 1 gallon.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED

Toronto, Ontario, Canada.

Canadian Agents for Buehne's "Red, White and Blue" Brand Steel Wool.

THE LIFE OF PAINT

Pure Linseed Oil is the life of paint. It gives binding properties, elasticity and durability to paint. The best paint for outside work. Contains the largest amount of pure linseed oil. All "cheap" and many "dear" paints contain petroleum oils or alkaline water compounds. They dry greasy or in flat spots and streaks. They fade rapidly and dust or chalk off.

"Ark Brand" Paint

is a pure linseed oil and permanent pigment paint.

EVERY CAN GUARANTEED.

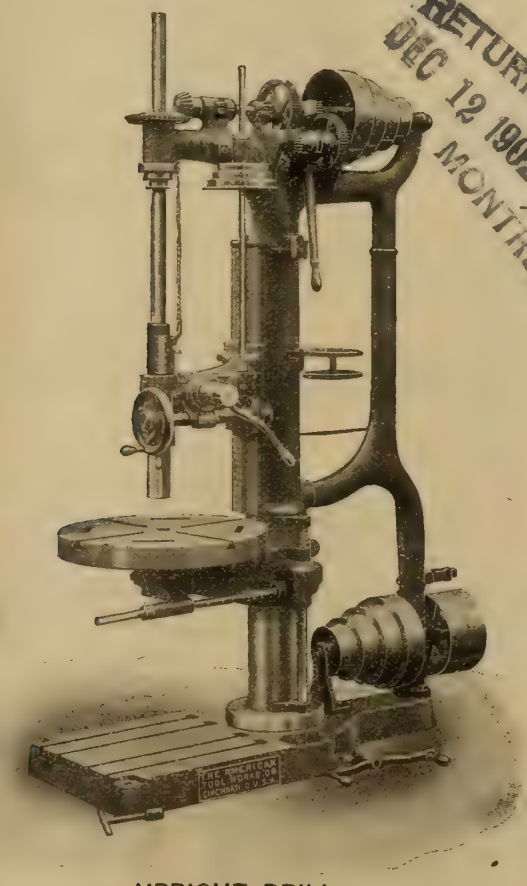
FREE—Our Practical Booklet, **"Paint, What to Use and How to Use It."**

Manufactured by

THE **FRANCIS-FROST C°.** Limited

TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler.



UPRIGHT DRILL.
Wheel and Lever Feed, Power Feed, and Back Gears and Power Feed.

Machine Tools

Engine and Tool Room Lathes,
Upright Drills, Radial Drills,
Milling Machines,
Bolt Cutters, Small Tools,
Pipe-Threading Machinery,
Chucks, Reamers, Drills.

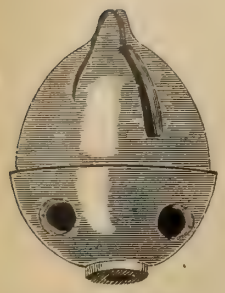
Send for Catalogue.

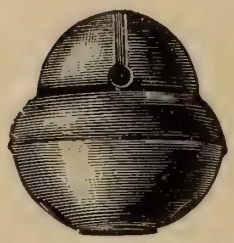
The Fairbanks Company

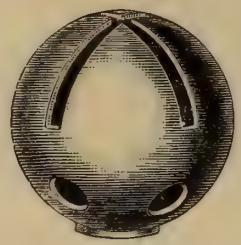
Montreal, - Vancouver.

SLEIGH BELLS.

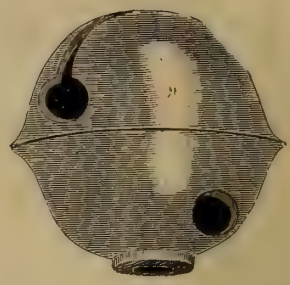
PATTERNS

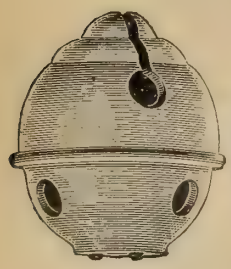

ACORN—CAST


DOME

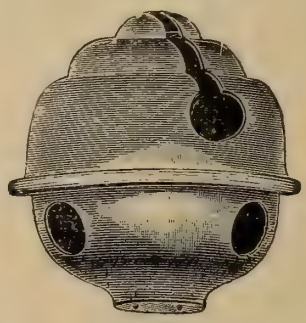

CENTENNIAL

DEXTER


QUEBEC


ACORN 1

ALASKA


ACORN 2

DEXTER 2

CARNIVAL

BLACK STRAPS

No. 93	—Russet,	12	Nickeled, No. 1 "Alaska"	Each $ 32
No. 18	—Black,	14	" "Acorn"	" 64
No. 122	— "	12	" No. 2 "Dexter"	" 76
No. 62G	—Russet,	12	Gilt "Centennial," Felt Back	" 56
No. 62N	— "	12	Nickeled "Centennial," Felt Back	" 56
No. 162G	— "	12	Gilt "Dexter," Felt Back	" 56
No. 162N	— "	12	Nickeled "Dexter," Felt Back	" 56
No. 97	—Black,	14	" 4 sizes, assorted, "Centennial"	" 1 08
No. 212	—Russet,	12	" No. 2 "Dexter," with Plated Ornaments and Felt Back	" 88
No. 312	— "	12	" Large "Dome," " " " " "	" 88
No. 412	— "	8	" No. 8 "Quebec," " " " " "	" 1 44
No. 512	— "	10	" No. 3 "Carnival" " " " " "	" 1 56
No. 612	—Black,	10	" No. 3 "Carnival" " " " " "	" 1 36
No. 104	—Black,	10	Extra large Gilt "Centennial" Pattern on heavy strap with ornaments	" 1 44

Black Straps with Nickeled Steel Bells

No. 1	—Black,	12	Nickeled Steel No. 1 "Dexter"	" 28
No. 2	— "	12	" " No. 2 "	" 44

BODY STRAPS

No. 302	—Russet,	30	Gilt "Centennial"	" 1 04
No. 850	—Saffron,	50	Gilt "Dexter"	" 1 52
No. 853	— "	50	Nickeled "	" 1 52
No. 892	— "	50	Gilt " Scolloped Felt Back	" 1 76
No. 893	— "	50	Nickeled " " "	" 1 76
No. 800	—Red,	40	Nickeled "Dome"	" 1 68
No. 247	—Fancy Bound,	30	" "Dexter"	" 1 28
No. 894	—Extra Fine Saffron,	50	Fine Gilt, New Style "Dome," with Sewed Billets, Loops, etc	" 1 80
No. 370	—Black,	40	New Pattern, large. Extra Nickeled Steel, "Centennial" Pattern	" 1 12

Body Straps with Nickeled Steel Bells

No. 3	—Black,	30	Nickeled Steel, No. 1 "Dexter"	" 68
No. 4	— "	40	" " " "	" 88
No. 5	— "	50	" " " "	" 96

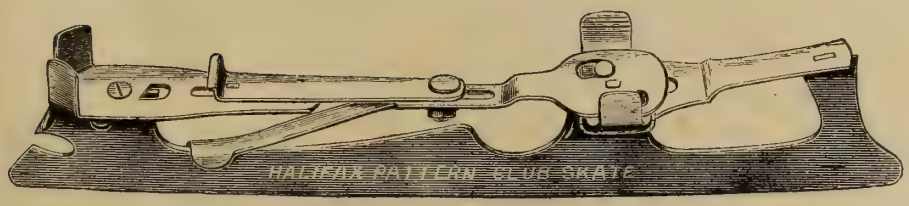
FULL SPORTING GOODS C

CAVERHILL, LEARM

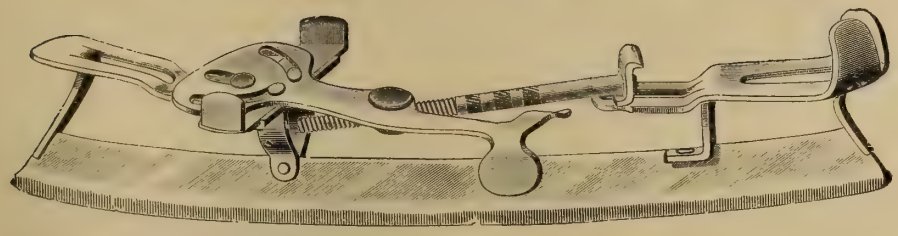
Wholesale Hardware

SKATES.

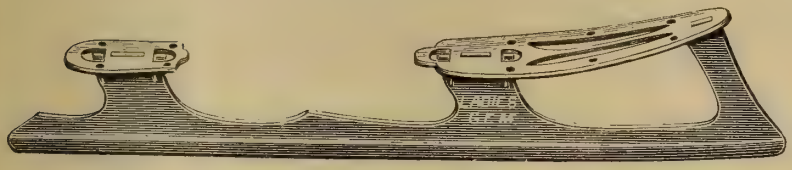
7827 AS



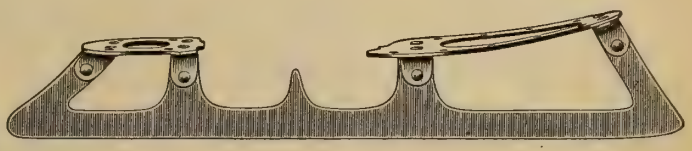
No. 0.—Plain Finish, per pair, - 36c.
No. 3.—Nickel Plated Finish, per pair, —



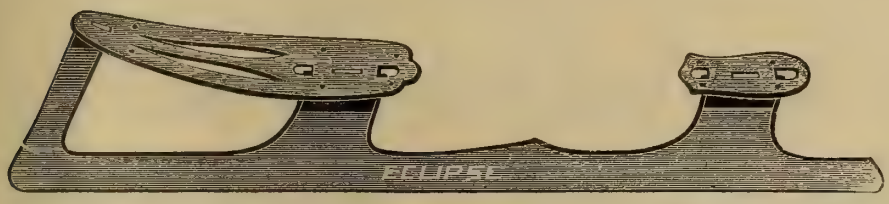
No. 8.—Concaved Blades, Blued Finish, - - $1.20.



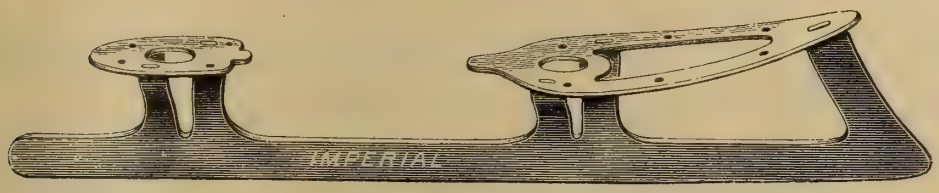
No. 40.—Ladies' Gem, Plated, per pair, $1.28.



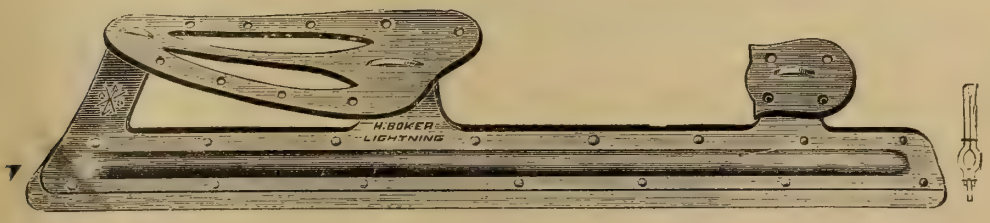
No. 79.—James, Nickle-Plated, per pair, $1.20.



No. 50.—Eclipse, Polished Blades, per pair, - - - 32c.



No. 100.—Whelpley's Imperial, Nickle-Plated Finish, per pair, - - - - $1.28.



No. 9537 x 2 m/m.—Boker's Lightning, full Nickle-Plated Finish, per pair, $2.56

'ALOGUE ON APPLICATION.

ONT & CO., Montreal.

nd Metal Merchants.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, November 28, 1902.

HARDWARE.

MANY of the boats have now stopped running for the season, and shipments have, in consequence, eased off somewhat. But wholesalers are still quite busy with winter goods. Such lines as snow shovels, skates, etc., are in excellent demand. Fire shovels and coal hods have also been moving more rapidly of late. Bar iron and sleighshoe steel are quoted higher this week. In the light hardware lines there have been no changes in prices during the week. Weather strips are one of the rapid moving lines at present.

BARB WIRE.—There is nothing of interest to report in this market. Trade is dull and the price is $2.90 per 100-lb. keg f. o. b. Montreal, and $2.55 f.o.b. Cleveland.

GALVANIZED WIRE.—There is but little doing. Our quotations, from stock, are now as follows: Nos. 6, 7 and 8 gauge, $3.20; No. 9, $2.55; No. 10, $3.30; No. 11, $3.40; No. 12, $2.70; No. 13, $2.80; No. 14, $3.80; No. 15, $4.30; No. 16, $4.55; No. 17, $4.95; No. 18, $5.20. In carlots, f. o. b. Cleveland, the prices are: No. 9, $2.15; No. 12, $2.30; No. 13, $2.40, not dutiable. No. 10, $2.20; No. 11, $2.25; No. 14, $2.50; No. 15, $2.95; No. 16, $3.05, dutiable. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—Business continues very quiet. Our quotations are as follows: Bright and annealed, $2.60 per 100 lb. f. o. b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—No improvement is reported in this market, which is still quiet. The discount is 25 per cent., with net extras as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—The discount remains at 62½ per cent.

FENCE STAPLES.—There is no further change to report. A very few orders are being received, and we quote: Galvanized, $3 per 100-lb. keg; bright, $2.80, with an extra 25c. for 25 and 50-lb. packages.

WIRE NAILS.—These are moving slowly at unchanged prices. We quote as follows: $2.55 per keg in small lots and $2.50 in carlots, f.o.b. Montreal, London, Hamilton, Toronto, Gananoque, Brantford, Windsor, Ont., St. John and Halifax.

CUT NAILS.—A small amount of business is doing in cut nails, small lots selling at $2.45 per keg and carlots at $2.40 per keg.

HORSENAILS.—Business continues to be brisk, and prices are maintained. We quote: "C" brand, 40, 10 and 7½ per cent. off; on "M" brand, "Oval," 57½ per cent.; "New City," 57½ per cent.; "New Countersunk," 65 per cent.

HORSESHOES.—The market is still quite active for horseshoes. There has been no actual change in prices. We quote: Iron shoes, light and medium, pattern, No. 2 and larger, $3.35; No. 1 and smaller, $3.60; snow pattern, No. 2 and larger, $3.60; No. 1 and smaller, $3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; featherweight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra. F.o.b. Montreal only.

RIVETS AND BURRS.—These are moving rather slowly and the market is without feature. We quote as follows: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets,

DECORATED TEA POT.

DECORATED COFFEE POT.

Do You Get Your Share of the Money Spent at Xmas Time?

We have novelties in Decorated Enamelled Ware which make good, sensible gifts, sell well and give the dealers a wide margin of profit.

The accompanying engravings give only a faint idea of the rich hand work on these goods. Better illustrations are given on the colored pages of our Tinware Catalogue.

All lines enamelled in two colors (dark blue and white), and extra decorated for Xmas trade.

Prompt shipment guaranteed.

The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

"Everything for the Tinshop."

ENGLISH
GERMAN
BELGIAN
CANADIAN
AMERICAN
} PORTLAND CEMENTS.

FIRE
BUILDING
ENAMELLED
SILICA
MAGNESIA
} BRICKS.

DRAIN
CULVERT
} PIPES.

F. HYDE & CO.
31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .
Salt Glazed Vitrified
SEWER PIPE
Double Strength Culvert Pipe a Specialty.
THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.
LIMITED
DESERONTO, ONT.
Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."
Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"
BRAND
Foundry Pig Iron.
Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.
Write for Price to Sales Agents
Drummond McCall & Co.
MONTREAL, QUE.
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS.—The jobbers report a small amount of business this week. The discounts are quoted as follows: Norway carriage bolts, 55 per cent.; common, 50 per cent; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼c. per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

SCREWS.—There is no change whatever in this market. The discounts are: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—We hear of no change in the price this week. Trade is quiet. We quote: Manila, 14c.; British manila, 12c.; sisal, 12c.; lathyarn, 11c.

BUILDING PAPER.—Some business has transpired during the week. We quote: Tarred felt, $1.70 per 100 lb.; 2-ply, ready roofing, 85c. per roll; 3-ply, $1.10 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O K and I X L, 65c. per roll; heavy straw sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—This is quoted at $1.40 per 100 square feet. There is almost nothing doing.

POULTRY NETTING.—The discounts for 1903 delivery, on Canadian or English netting, are: 60 per cent. off on 2 x 2 mesh, 19 wire, and 50 per cent. off on 2 x 2 mesh, heavier.

HARVEST TOOLS.—These are discounted at 60 and 10 per cent. off for delivery in 1903.

FIREBRICKS.—There is no change. Trade is quiet at $16 to $22 for English and $17 to $22 per 1,000 for Scotch.

CEMENT.—The movement in cement is fairly active. No quotable change has been made, and our quotations are as follows: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per barrel ex-wharf, and American, $2.10 to $2.20 ex-cars.

SKATES.—These are moving out very rapidly at present, and the prices are unchanged from last week. Quotations follow: Halifax pattern, 36c. per pair; nickel-plated, 65c.; ladies' nickel-plated, 60c.; ladies' concave nickel-plated, $1.35 plain hockey, 27c. to $1.35; nickel-plated hockey, 60c. to $2.50; double-end hockey, $1.50 to $3. Skate straps, 35c. to $1.35.

HOCKEY STICKS.—There is an active demand in this line. We quote: Best second growth, goal keepers', $4.20 per doz.; ash, $2.90; elm, $2.25; boys' elm, $1.10; common, 90c. Regulation pucks, $1.50 per dozen.

SNOW SHOVELS.—Business in snow shovels is very good and shipments are going forward rapidly. Our quotations are still as follows: "Habitant," $2.25 to $2.40; "Victor," 30 per cent. off; steel railroad shovels, 48 and 5 per cent. off.

A. C. LESLIE & CO.
HEADQUARTERS FOR
Tinplates—all grades
Canada Plates, Terne Plates
Black and Tin Taggers
Steel Sheets for all purposes
Imitation Russia Sheets
Import orders for wholesale buyers only.
509-512 Merchants Bank Building,
MONTREAL.

FAIR DEALING.

WHEN we sell a pump and guarantee it we expect to be dealt with fairly. If the article we guarantee is given a fair trial and gets broken or does not act rightly through any fault of ours, we are willing to take it back and make it right.
But if the article be carelessly handled and broken, we, of course, would not expect to pay for it, and we are sure no fair-dealing merchant would ask us to do so.
The R. McDOUGALL CO., Limited,
GALT, ONT.
Manufacturers of Pumps for all services. Quality best. Prices right.

Pig Tin.
"Boustead & Co's" Penang
"Straits"
"Lamb and Flag"
Copper —"Lake" —"MA"
Galvanized Sheets.
ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
OPEN HEARTH STEEL

RETURNED
APR -5 1904

FIRE SHOVELS.—The demand is brisk for these goods and the market is active. and our quotations are now as follows: No. 70, 38½ to 40c. per dozen; No. 55, 55 to 60c.; No. 57, 82½ to 90c.; No. 60, 82½ to 90c.; No. 65, $1.37½ to $1.45; No. 80, 50 to 55c.; "Duplex," No. 7, $1.21; No. 9, $1.52; No. 11, $1.82.

COAL HODS.—Business in coal hods is this week very active. List prices are as follows: Japanned, 16-in., $4.50 per doz.; 17-in., $4.80; 18-in., $5.10; with gold band, 17-in., $5.10; 18-in., $5.40. Galvanized, 16-in., $6.20; 17-in., $6.50; 18-in., $6.80 per doz. The discount is 45 per cent.

LANTERNS.—There is still a good demand for lanterns, and the market is active. Our quotations are as follows: Tilt, lift or hinge, No. 0, $4 per dozen; Cold Blast, $7 per dozen; dashboard, No. 0, $5.75 per dozen; cold-blast dashboard, $9 per dozen. Extras are as follows: Japanning, 50c. per dozen; copper-plating cold blast, $2 per dozen. The prices quoted are f.o.b. London, Hamilton, Toronto, Belleville, Kingston and Montreal.

METALS.

The general tone of the metal market is firm, and on one or two lines prices have advanced. Bar iron is about 5c. higher, and steel has also gone up. The scarcity of ingot tin is a feature of the market.

BAR IRON.—The price of bar iron has advanced 5c., on account of the scarcity on the market at present. The tone of the market is firm for all lines. We quote gs follows: Merchants' bar, $2; horseshoe iron, $2.25; extra refined, $2.25 and forged iron, $2.20.

BLACK SHEETS.—A fair amount of business is doing. Prices are unchanged. We quote: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50 and 8 to 20 gauge, $2.50.

GALVANIZED IRON.—The demand is fairly good this week. No quotable change has occurred. Quotations are as follows: No. 28, Queen's Head, $4.40; Apollo, 10¾-oz., $4.40; Fleur de Lis, $4.15; Comet, $4.10, and "Bell" brand, $4.30. For less than case lots, 25c. extra is charged.

SOIL PIPE AND FITTINGS.—These are moving slowly and there is no new feature to the market. We quote: Light soil pipe, 3 to 6 inch, 50 per cent., medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8-inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.; extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—The price of Summerlee is $23 to $23.50 f.o.b. Montreal. The scarcity of pig iron still continues.

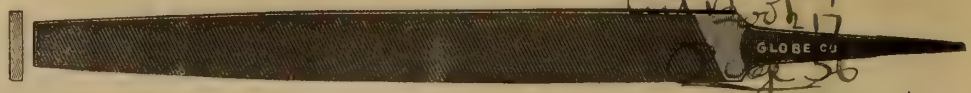
INGOT COPPER.—There is only a light demand. We quote 13c.

INGOT TIN.—This has become scarce. Two of the largest dealers have been completely sold out of tin.

PIG LEAD.—There is nothing new to report in this market. We quote $2.90 in carlots and $3.25 in small lots.

LEAD PIPE.—There has been no change made in lead pipe. The price of composition and waste is 8c. and of ordinary, 7c. Discount, 37½ per cent.

IRON PIPE.—Retailers can now procure what iron pipe they require. There has been no quotable change, and we quote as follows: Standard pipe, per 100 feet, in lengths under 19 feet: Black, ¼,



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ARE MANUFACTURED BY THE

Nicholson File Co.

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by experienced workmen, from the highest grade of steel.

Every File Carefully Tested and Fully Warranted

Files and Rasps for all purposes supplied in this well-known brand.

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L. H. Hebert, - - Montreal.	Aikenhead Hardware, Limited, Toronto.
N. Lemieux & Sons, - Quebec.	Hobbs Hardware Co., - London.
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THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

FOR SALE.

AN OPENING. BEST AND MOST SUCCESSful hardware business in first-class Western Ontario town, 2,500 population. Agricultural district equal to any in Canada. Good live stock, value over $4,000. Proprietor going into manufacturing. Splendid opportunity, must sell quick. Address "Hardware," care London Fence Machine Company, London, Ontario. (tf)

FOUNDRY FOR SALE—LOT 110 x 200—capacity 10 tons per day; 146, 148, 150 Niagara street; complete with boiler, engine, cupola, shafting and belting; a bargain. Toronto Foundry Co., Limited, Jefferson Avenue.

FOR SALE—GOOD LIVE FOUNDRY BUSIness in the best shipping point in Ontario—A1 connection with the Wholesale Hardware Trade. Owner retiring on account of ill health. Write quick. Box 9, HARDWARE AND METAL.

SITUATION VACANT.

TRAVELLER WANTED—MUST BE AGgressive and over 20 and under 30 years of age, having a knowledge of hardware and housefurnishing trade. State present occupation, age, references, etc. Previous experience on road not necessary, but originality of ideas and self-reliance of highest importance. Box 10, HARDWARE AND METAL. (49)

WANTED.

WANTED — SOME SMALL SPECIALTY to manufacture. Hube & McLean, machine shop, Toronto Junction. (48)

THE LONDON SCALE WORKS

GEORGE M. FOX

(Successor to John Fox.)

Manufacturer of Railroad, Hay and Platform Scales.

91 York Street, LONDON, ONT.

THE C. G. YOUNG CO.

RUBBER STAMPS

AND SUPPLIES

No. 1 Adelaide Street East - Toronto

Standard Paint & Varnish Works Limited

Makers of High Grade Varnishes, Japans, Paints, Colors & Enamels.

Windsor, Ont.

$2.40 ; $\frac{3}{8}$, $2.65 ; $\frac{1}{2}$, $2.85 ; $\frac{3}{4}$, $3.65 ; 1-in., $5.20; $1\frac{1}{4}$, $7.35; $1\frac{1}{2}$, $8.95; 2-in., $12.55. Galvanized, $\frac{1}{4}$, $3.20 ; $\frac{3}{8}$, $3.45 ; $\frac{1}{2}$, $3.85 ; $\frac{3}{4}$, $5 ; 1-in., $7.20 ; $1\frac{1}{4}$, $10.05 ; $1\frac{1}{2}$, $12.-20; 2-inch, $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows : Black, $\frac{1}{2}$, $4.20 ; $\frac{3}{4}$, $5.25 ; 1-in., $7.55 ; $1\frac{1}{4}$, $10.55 ; $1\frac{1}{2}$, $12.75 ; 2-in., $17.-60. Galvanized, $\frac{1}{2}$, $5.20 ; $\frac{3}{4}$, $6.65 ; 1-in., $9.55 ; $1\frac{1}{4}$, $13.25 ; $1\frac{1}{2}$, $16 ; 2-in., $21.90. For threads and couplings 5 per cent. is added.

TINPLATES.—These are going moderately well at unchanged prices. Cokes sell at $4.25 and charcoals at $4.75 to $5.25.

STEEL.—There has been an advance in the price on this market. We quote as follows : Sleighshoe, $2.10 ; tire, $2.20; bar, $2.05; spring, $2.85; reeled machinery, $2.75; toecalk, $2.60; machinery (iron finish), $2.10; mild steel, $2.05; square harrow, $2.15.

SHEET STEEL.—There is no change. We quote: Nos. 10 to 20, $2.50; 3-16, $2.50; $\frac{1}{4}$, 5-16 and $\frac{3}{8}$, $2.40.

TOOL STEEL.—Business is quiet in this line and no quotable change is to be noted. Our quotations are as follows : Black Diamond, 8c.; Sanderson's, 8 to 12c., according to grade ; Jessop's, 13c.; Leonard's, $7\frac{1}{2}$c.; Jonas & Colver's, 8 to 15c.; "Air Hardening," 45 to 60c.

CANADA PLATES.—The price is unchanged. A moderate inquiry prevails. Quotations are: 52s, $2.70 to $2.80; 60s, $2.85 to $2.90; 75s, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35 ; galvanized, 60s, $4.45 to $4.55.

TERNE PLATES.—The market is quiet and shows no new feature. The price is $7.50.

COIL CHAIN.—There is some movement in chain, but the market is not active, and our quotations are still as follows : No. 6, $12\frac{1}{2}$c.; No. 5, $10\frac{1}{2}$c.; No. 4, 10c.; No. 3, $9\frac{1}{2}$c.; $\frac{1}{4}$-in., $7\frac{1}{4}$c. per lb.; 5-16, $5; 5-16 exact, $5.25; $\frac{3}{8}$, $4.25; 7-16, $4.05 ; $\frac{1}{2}$, $3.95; 9-16, $3.85; $\frac{5}{8}$, $3.55; $\frac{3}{4}$, $3.50; $\frac{7}{8}$, $3.45; 1-inch, $3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC.—There has been no change in the price of sheet zinc, which is quoted at $5.85 to $6.25. There is not much doing.

ANTIMONY.—Trade is quiet. The price is still 10c.

ZINC SPELTER.—The movement in this article is still light. The price is 5c.

SOLDER.—This goes as usual with no change to note. Bar solder is worth 20c. and wire solder, 18c.

SCRAP METALS.

The demand on most lines has been light and prices are lower on heavy copper and wire and on heavy yellow brass. Machinery scrap, owing to the small supplies and increased demand, has advanced, and stove plate is also higher. Copper is a drug on the market at present. We quote as follows : Heavy copper and wire, 9c. per lb.; light copper, 8c.; heavy red brass, 10c. ; heavy yellow, $8\frac{1}{2}$c.; light brass, 5c.; lead, 2 to $2\frac{1}{4}$c.; zinc, $2\frac{1}{2}$ to $2\frac{3}{4}$c.; iron, No. 1 wrought, $15 to $16; No. 2, $7 per ton; machinery scrap, $16 to $16.50; stove plate, $13; malleable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, $6\frac{1}{2}$ to $6\frac{3}{4}$c. per pound.

HIDES.

Beef hides are 1c. lower all round. The market is quiet and without special feature. We quote: No. 1 hides, 9c.; No. 2, 8c. No. 3, 7c. Calfskins, 8 to 10c.; lambskins, 60c.

The Popular Ceilings For Practical People.

We claim that our Metallic Ceilings and Walls are the very best style interior finish made.

Sanitary—Artistic—Fireproof—exceedingly durable, and capable of an immense amount of variety in coloring and effect.

They satisfy all buyers—no imperfections—no stinting of qua ity—highest-grade materials and workmanship throughout.

If you're wise you'll always carry them in stock.

Metallic Roofing Co., Limited

TORONTO. MONTREAL. WINNIPEG.

RAW FURS.

We give below the prices ruling for raw furs for the next three months. Offerings of furs are fairly good in all lines, excepting coat coon skins, which are likely to be scarce. The report for the October, 1902, fur sales, shows a decline from last March of 20 per cent. in red fox, silver fox, and bear ; an advance of 10 per cent. in lynx; a decline of 10 per cent. in otter ; while marten, mink and fall muskrat realized old prices. Taken as a whole, however, prices paid this year are fairly good. We quote :

	Large	Medi'm	Small	Kitts	Fall Beaver $2.00 to $2.50 per pound.		Spring Beav $3.00 to $3.25 per pound.	
BEAVER—Labrador and choice Eastern	$6.00	$5.00	$2.75	$1-1.50				
" Territory Rocky Mountains and Western								
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75				
Partly Prime, or, No. 2	4.00	3.00	2.00	.50				
Unprime, or, No. 3	3.00	2.00	.75	.40				
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25				
	Large	Medi'm	Small	2	3	4	Cubs.	Yearl's
BEAR Black—Choice only	15.00	10.00	7.50	6.00	3.00	.50	$2.00	to $8.00
" Brown "	12.00	7.00	5.00				1.00	to 5.00
	1	2	3	4				
BADGER—Of all sections	.50	.25	.10	.05				
	Dark	Brown	Pale	2	3	4		
FISHER—Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50		
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50		
	Large	Small	2	3	4			
FOX—Red—North-Eastern and similar fine bright red kinds	3.50	2.75	1.25	.75	.20			
" Territory and Western	3.50	2.75	1.40	.50	.20			
	Dark	Fair	Pale	2	3	4		
" Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50		
" Silver—Eastern and far Northern	75.00	50 00	25.00	20.00	9.00	4.50		
" Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50		
	Large	Medi'm	Small	2	3	4		
LYNX—Far North-Eastern	4.00-5.00	2 to 3.50	2.25	2.00	.75	.25		
" Territory and Western	4.00-5.00	2 to 3.50	2.25	2.00	.60	.20		
	Dark	Brown	Pale	2	3	4		
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	.25		
" Territory and Western	3.50	2.25	1.50	1.00	.60	.20		
" Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25		
	Large	Medi'm	Small	2 Large	2 Small	3	4	
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25	
" Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25	
	Spring	Winter	Fall	Kitts				
MUSKRAT—Eastern, best large		.10 to .13	8 to 10	2 to 5				
" Territory and Western		5 to .10	.07	2 to 4				
	Large	Small	2	3	4		Cubs	
OTTER—Labrador and far North-Eastern	$10-$14	7.00-10	5.00	2.50	2.00		$1.00 to $2.00	
" Territory and Western	6.00	4.50	3.50	2.25	.50		.25 to .50	
	Large	Small	2	3	4			
RACCOON—	.75-1.25	.60-75	.33-50	.25	.15			
" Black Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25			
	Black	Sh'rt St	Long St	White				
SKUNK	.75-1.25	.75	.40-.50	.05-15				
	Dark	Brown	Pale	2	3	4		
WOLVERINE—Value according to darkne , ze and beauty	5.00	4.00	2.50	1.50	.75	.25		
CASTOREUM—	$5.00 to $6.00 per pound.							

ONTARIO MARKETS.

Toronto, November 28, 1902.

HARDWARE.

THERE is still a steady volume of business in all fall lines of hardware, and prices have been well maintained, there being no change for the week to report except a decline of 5c. in Mrs. Potts sad irons. A good deal of cutlery has been going out for the Christmas trade, and there has been a heavy demand for snow shovels this week.

MONTREAL NOTES.

Steel has advanced.
Bar iron is 5c. higher.
New prices on paris green are out.

Building paper, skates and winter goods have also been selling freely. There has been, in some quarters, a scarcity of enamelled ware, and trade in horseshoes

and nails, which has been experiencing a lull during the past three weeks, has been stimulated to a great extent by the change in the weather.

BARB WIRE.—There has been no improvement in the market for barb wire and prices are unchanged. The base price is as follows: $2.67 from Cleveland; in carlots, 12½c. less. From stock, Toronto, $3.

GALVANIZED WIRE.—There is very little demand for galvanized wire. Quotations are as follows: Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No. 9, $2.65 to $2.85; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12, $2.80 to $3; No. 13, $2.90 to $3.10; No. 14, $3.75 to $3.95; No. 15, $4.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots.

FINE STEEL WIRE.—This market is dull and featureless. The discount is 25 per cent.

SMOOTH STEEL WIRE.—There is little doing in this line. The prices are unchanged. We quote: $2.60 per 100 lb. Oiling, 10c.; coppering, 60c. and tinning, $2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS.—These are in fairly good demand. We quote: $2.50 in carlots and $2.55 in less quantities. The shipping points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—A moderate amount of business has been transacted in cut nails. The base price is $2.50 per keg. Carlots, 10c. less.

HORSE NAILS.—Trade in these, which has been dull for the past few weeks, has become more active. The discounts are as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "M" brand, 50, 10 and 5 per cent.; "Monarch," 60 2-3 per cent.; "Countersunk" head head, 60 per cent.

HORSESHOES.—The demand for horseshoes has improved considerably this week with the stormy weather. Our quotations are: Iron shoes, No. 2 and larger, light, medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—The demand for screws is not as great as it was, but they are still scarce, and our quotations are as follows: Flat head bright, 87½ and 10 per cent. discount; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent. and flat head bronze, 70 per cent.

RIVETS AND BURRS.—A good demand keeps up for rivets and burrs and the market is bare of supplies. Discounts follow: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—The demand for these still keeps greater than the supply. Our quotations are as follows: Carriage bolts, common ($1.00 list), 50 per cent.; carriage bolts, full square ($2.10 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3.00 list), 55 and 10 per cent.; machine bolts, all sizes, 50 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—These are quiet. We quote 40 and 5 per cent. discount.

ROPE.—There is still a fair inquiry for rope. Quotations are as follows: Pure manila, 14c.; British manila, 12c.; sisal, 12c.; lathyarn, single, 11c. and double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per dozen.

HARVEST TOOLS.—These continue inactive, the jobbers having all sold out for next year's delivery. The discount is 60 to 60 and 10 per cent.

LAWN MOWERS.—There is not much call far lawn mowers yet. Quotations are as follows: Woodyatt, 12-inch wheels, $7.50; Star, 12-inch wheels, $5.50; Daisy, 12-inch wheels, $4.90; Philadelphia, 10-inch wheels, $6; Ontario, 10-inch wheels, $12.75. The other sizes are in proportion. The discount is 50 per cent.

GREEN WIRE CLOTH.—There is little or no movement in this line. We quote $1.40 per 100 square feet.

EAVETROUGHING, ETC.—This line remains quite active. Our quotations now are: Eavetroughing, 10-inch, per 100 ft., $3.10; conductor pipe, 2-inch, per 100 ft., $3; 3-inch, $4; 4-inch, $5.25; 5-inch, $6.75 and 6-inch, $9.

CUTLERY.—Trade in all lines of cutlery is brisk.

BUILDING PAPER.—The demand keeps up well for building paper. Quotations are as follows: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll.

ASH SIFTERS.—Quite a number of ash sifters are still going out. The price is unchanged. We quote $14.40 per gross.

TINWARE AND ENAMELLED WARE.—Tinware remains quite active. Some lines of enamelled ware have been scarce.

STOVES, RANGES, ETC.—The demand for stoves, which had slackened off a little, was stimulated by the snowstorm of this week, there arising a big call for heaters.

SCREEN DOORS, ETC.—There is not much business doing in screen doors and windows. We quote: Screen doors, common, 2 or 3 panel, walnut stained, 3-in. style, $6.60; stained, yellow or green, $6.80; in natural colors, oil finish, $8.15; 4-in. style, 20c. per dozen extra.

CEMENT.—The demand for cement has dropped with the stormy weather, but manufacturers have little or no stocks to offer. The prices are unchanged. We quote: Canadian Portland, $2.80 to $3.20, hydraulic, $1.35 per barrel. At the works the prices are $2.50 to $2.70 per bbl.

METALS.

The general metal trade continues heavy and there is quite free booking for future delivery. There is at present a great shortage of Canadian pig iron, due to the Canadian furnaces being much hampered by the scarcity of coke. The price of silver tin abroad has further declined to another lowest price on record. Cable advices from Wales state that a committee has been formed among the manufacturers to arrange for the closing down of all Welsh tinplate mills one week in every month until the prices improve, and a general impression is abroad that about 40 per cent. of the mills in the United States are closed. In copper there has been a big drop on the London market, and that metal there has reached the lowest point touched since last January.

PIG IRON.—Canadian pig iron has been scarce this week, and the furnaces are

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'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
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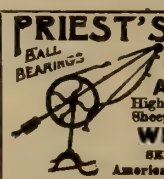

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ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
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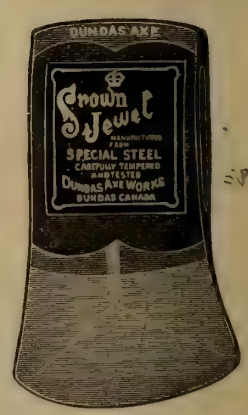
The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St., - - - BIRMINGHAM.

Oneida Community Goods
HALTERS, COW TIES SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT.

..A..
STANDARD.
The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.


Dundas Axe Works, Dundas, Ont.
W.L. Haldimand, Jr., Eastern Agent, Montreal.

TRADE M RK

SOUND

Burgon & Ball, Limited

Proprietors of

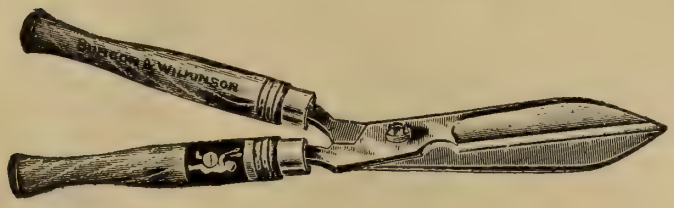
Burgon & Wilkinson, Limited

(Late Wm. Wilkinson & Sons)

Grimsthorpe.

TRADE MARK

W WIL KIN SON



The World's oldest and largest makers of Sheep and Garden Shears. 20 Gold Medals awarded from all parts of the world, and never beaten in competition for the best quality and most highly finished goods.

Ask for Burgon & Wilkinson Hedge Shears, 100, without notch, and 101, with notch; can be had through all Wholesale Hardware Houses in Canada. Made in all sizes: 7½, 8, 8½, 9, 9½, 10, 10½, 11, 11½ and 12 in.

Decatur, Bull & Co., Montreal, QUE.

SOLE CANADIAN AGENTS.

IRON METALS RUBBER

We are headquarters for all kinds of new and old metals, babbitt, solder, etc.

It will pay you to ask for our prices before buying.

WANTED—We pay highest market price for scrap metals. Write us when having any for sale.

FRANKEL BROS.

92 Wellington St., MONTREAL.

116-130 George St., TORONTO.

much hampered by a shortage in the supply of coke. We quote: $23 for No. 1 and $22.50 for No. 2 at the Canadian furnaces. On track, Toronto, No. 2 Summerlee is quoted at $23.

STEEL BOILER PLATES.—A good demand continues for steel boiler plates. We quote $1.80 per 100 lb. in carlots.

STEEL RAILS.—Prices for steel rails remain unchanged. We quote $30 per ton for steam railway rails and $36 for electric railways rails.

TOOL STEEL.—The market for tool steel keeps strong and active. We quote: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 8 to 15c.; ditto, "Air Hardening," 30 to 50c.; Chas. Leonards', 8 to 9c.; Park's "Silver," 12 to 14c.; Park's Special, 15 to 20c.

MILD STEEL.—A good demand keeps up for this steel, which is still scarce and firm. We quote $2.50 to $3 per 100 lb. f.o.b. Toronto.

BOILER TUBES.—There is a good demand for boiler tubes.

SPRING STEEL.—This metal continues in heavy demand. Quotations are $3 to $3.50 on track, Toronto.

BAR IRON.—Some sizes of bar iron are still scarce on this market and the prices are firmly maintained. Quotations are: $2.05 up base. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb.; 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS.—These are still in steady demand. We quote: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—These are in good demand. Our quotations are: All dull, $2.90 to $3; half-polished, $2.85 to $3.10, and all bright, $3.75 to $3.85.

GALVANIZED SHEETS.—A moderate amount af business is being done in these. We now quote: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 29 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—The outside tin markets are depressed and the prices in London, Eng., have touched the lowest point on record. The local demand is slackening off. We quote $31 to $32 per 100 lb.

TINPLATES.—The demand for tinplates has much improved and there has been a considerable call for 14 x 20's. Quotations are as follows: Charcoal, $4.75 to $5 and cokes, $4.25 per box.

COPPER.—The business doing in ingot copper is principally in small lots. We quote: Ingot copper, $13 per 100 lb. and sheet copper, $22 to $23.

BRASS. There is a moderate amount of business doing in brass. The discount is 15 per cent.

LEAD.—Pig lead has been quiet. Quotations follow: Pig lead, $3.50 per 100 lb. and bar lead, $3.75 per 100 lb.

IRON PIPE.—The demand keeps up well for iron pipe. Our prices follow: Per 100 feet: ¼-inch, $2.40; ⅜-inch, $2.65; ½-inch, $2.85; ¾-inch, $3.65; 1-inch, $5.20; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; galvanized, 1-inch, $7.20. Trade discount is 4 per cent. for carlots.

ZINC SPELTER.—Trade in this line is quiet. We quote 5 to 6c. per lb.

ZINC SHEETS.—There has been a good demand for zinc sheets. We quote: Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER.—A moderate amount of business keeps up in solder.

ANTIMONY.—A fair trade is reported for antimony and the prices are unchanged at $9 per 100 lb.

PETROLEUM.

There are several changes to note in the price of oils this week, a slight advance taking place in all grades. We quote: Lily White, Canadian, 16c. in bbls.; Silver Light, Canadian, 17½c. in bbls.; Crystal Spray, water white, American, 19c. in bbls.; Pennoline, best American imported, 20½c. in bbls. In bulk, 2c. per gallon less.

HIDES, SKINS AND WOOL.

HIDES.—There is a steady business doing in hides, with an accumulation of stock. We quote as follows: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8½ to 9c. per lb.

SKINS.—These find a ready sale on the market. Quotations are as follows: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do, 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; sheepskins, 65c.

WOOL.—The Old Country market for wool has improved much this fall, enabling holders here to get rid of their accumulated stock and as this better feeling continues, the market here is much stronger and prices of fleece wool have advanced ½c. We quote: Fleece wool, 14c. and unwashed wool, 7½c. per lb.

TALLOW.—This market is quiet and

prices are likely to be lower. We quote 6¼ to 7c. per lb.

SEEDS.

Trade in seeds continues quiet. Prices at outside stations are unchanged at $6.50 to $6.75 for red clover; $6.50 to $7 for alsike and $1.50 to $1.75 for timothy.

COAL.

There has been a great demand for hard coal this week, and dealers are endeavoring to satisfy everybody. The Welsh coal has arrived, but as yet the exact price of it is not known. Hard coal is quoted at $8 per ton and soft coal at the international bridges is $5.50 per ton.

OLD MATERIAL.

The storm of yesterday is a drawback to dealers in old material, although up to the present they have been very busy. We quote: Heavy copper and wire, 10c. per lb.; light copper, 8 to 8½c.; heavy red brass, 9½c.; heavy yellow brass, 8 to 8½c.; light brass, 5 to 5½c.; lead, 2 to 2¼c.; scrap zinc, 3c.; iron, No. 1 wrought, $15 per net ton; No. 2 wrought, $4.50; machinery cast scrap, $15.50 to $16; stave plate, $10; malleable and steel, $6 to $6.50; old rubbers, 6½c. per lb. and country mixed rags, 50c. per 100 lb.

MARKET NOTES.

Mrs. Potts sad irons have declined 5c.

Ice creepers are 10 per cent. dearer this season.

NOVA SCOTIA MARKETS.

Halifax, November 24, 1902.

TRADE in all seasonable lines of hardware continued exceptionally good through the last week, and the general conditions prevailing are very satisfactory. Payments continue to be well met, and unusually good reports are coming in from all over the Maritime Provinces. Now that the year is well along to its close, the merchants are looking over matters to see how their business stands. In most instances the trade agree that for the volume of business done and the generally healthy conditions of trade prevailing, this year will be a record one. They also agree that the outlook for next year is promising. Business throughout the year has been somewhat handicapped in the iron and steel lines, but with increased output and the ending of the coal strike, the manufacturers will no doubt be able to fill their orders more promptly, and the firmness of prices in these lines will have a tendency to abate.

* * *

Speaking of the recent cut in cordage, a prominent dealer is of the opinion that there will shortly be an advance again to the old rates—the cut only being made to meet the competition of cheap material being sold direct to the retailers. This grade of cordage was sold largely in New Brunswick last year and gave very poor satisfaction. The dealers here claim that it will only be sold successfully one season in Nova Scotia, as the very best quality is required in this Province for the various marine purposes. Some dealers are preparing for an advance even beyond recent quotations, when the object of the cut has been accomplished.

* * *

Though there have been no reductions of importance in iron and steel, it is generally considered that there is an easier tone to the market, principally on account of the increased output of Canadian furnaces, and somewhat lower prices are forecast. A notable reduction is that of tin, on which a 10 per cent. lower quotation is announced to take effect on December 1. There has been considerable demand for this article of late as the lobster canneries are about commencing to make up next season's supply of cans. The cut mentioned has been made by The American Tinplate Company in competition with the Welsh mills. The demand for black-sheet iron has been heavy of late, no doubt owing to the fitting up of extra stoves in buildings which formerly used furnaces when anthracite coal could be had in the market. The dealers still report a heavy business in heating stoves, and some foundries are contemplating advances in prices.

* * *

The export business for the last week has been very heavy, amounting to $251,729, as compared with $183,603 for the corresponding week last year. Shipments to the several countries are as follows: Great Britain, $121,624; United States, $44,703; West Indies, $71,182; Newfoundland, $7,200; Italy, $3,000; France, $2,500; Germany, $1,500.

R. C. H.

OFFERING SKATES.

H. S. Howland, Sons & Co. offer a first-class skate, in Boker's hockey skate. This make of skate has been on the Canadian market for quite a long time and has given great satisfaction, and the retail trade everywhere are now selling the article. This firm carry in addition to the hockey skate, several good lines of spring skates, as Gunn's pattern, Mic-Mac, Regal and Chebucto. They claim their stock of Boker's and Starr is complete.

TRADING IN FURS TO-DAY.

First of all, when an Indian arrives to trade at a Hudson Bay post, then, furs in the pack must be sorted, silver fox worth $500 separated from cross fox and blue and white worth from $10 down, according to quality, and from common red fox worth less. Twenty years ago it was no unusual thing for the Hudson's Bay Co. to send to England yearly 10,000 cross fox skins, 7,000 blue, 100,000 red, half-a-dozen silver. Few wolf skins are in the trapper's pack, unless particularly fine specimens of brown Arctic and white Arctic, bought as a curiosity, and not for value as skins. Against the wolf the trapper wages war as against a pest that destroys other game, and not for its skin. Next to muskrat, the most plentiful fur will be that of the rabbit or varying hare. Buffalo was once the staple of the hunter. What the buffalo was, the white rabbit is to-day. From it the Indian gets clothing, tepee covers, blankets, thongs, food. From it the white man, who is a manufacturer of furs, gets grey fox, and chinchilla, and seal in imitation. Except one year in seven, when a rabbit plague spares the land by cutting down their prolific numbers, the varying hare is plentiful enough to sustain the Indian.

ANOTHER LARGE PLANT.

THE Sherwin-Williams Co. are about to greatly extend their manufacturing operations in Canada. Recently they purchased through Messrs. J. Stevenson, Brown & Co. 120,000 feet of land on Atwater avenue, Montreal, and here they will put up a large plant for the manufacture of paints, etc. The price paid for the land was $20,000.

The success of their paints in Canada, as in other countries, has made this step imperative, and those of the trade who handle the S. W. paints will be glad to hear of the intended branching out of the Canadian end of this firm.

The company have already a good-sized factory in Montreal, at the corner of St. Antoine and St. Genevieve streets, besides their establishment in Toronto, but these facilities are not sufficient to supply the growing demand for their paints and varnishes in Canada.

The new factory will be equipped with the best and most improved machinery, and a large number of hands will be given employment.

PERSONAL MENTION.

M. H. Roper, representing Alexander Gibb, is now on his fall trip through the Maritime Provinces. He has found business in that part of the country in a very good condition, and expresses the utmost satisfaction with the reception his goods have met.

"How do you feel?" asked the physician of the parson.

"I feel for-giving," replied the good man.

"And you?" he asked of the auctioneer.

"As usual, for-bidding," answered the red-flag follower.

"And you?" queried the M.D. of the Kentucky colonel.

"Oh, you know me, doc," replied the Kentuckian. "I'm always for-get-full."—Exchange.

NAILS

Right Prices
Quick Shipments
Quality Guaranteed

Also

STAPLES

Write, Telegraph or Telephone

Page Wire Fence Co.
Limited
Walkerville, Ontario

The J.M.T. trade mark

is a sign of dollars added to the profits of any dealer carrying a line of gas and electric fixtures, valves, gauges, bathroom accessories and plumbing fixtures on which the **J.M.T.** trade mark appears.

The **J.M.T.** sign guarantees honest value to the consumer, which means a pleased customer and continued patronage.

Every hardware dealer should investigate the superior advantages of our **J.M.T.** lines, which cover to a certain extent the hardware field.

Over 1,000,000 **J.M.T.** valves are in satisfactory use throughout the Dominion, while the demand on other **J.M.T.** products is equally large.

We are always pleased to give details about the **J.M.T.** products,

The James Morrison Brass Mfg. Co., Limited,
TORONTO.

FREE INSURANCE AGAINST FIRE

PLASBESTER

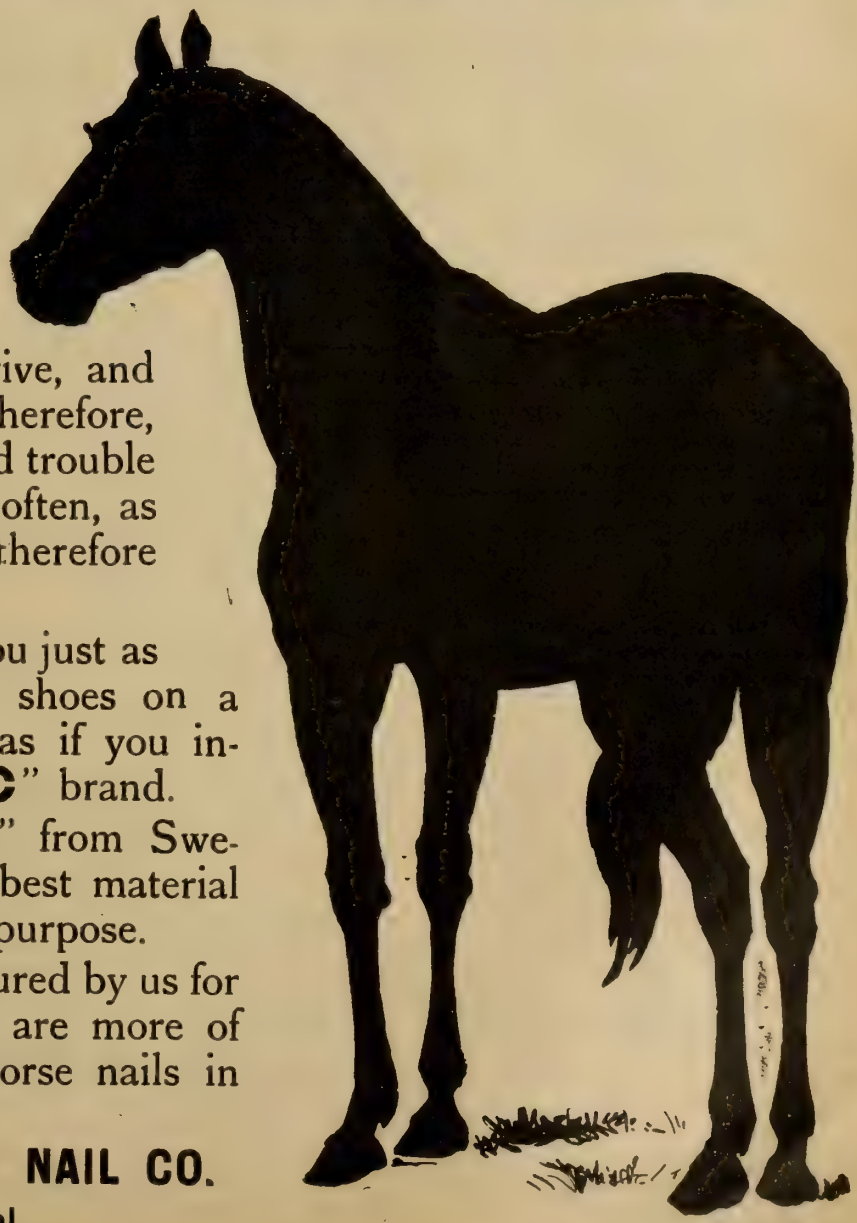
AGENTS WANTED IN EVERY TOWN.

the BEST ASBESTOS WALL PLASTER

Fire Proof
Frost "
Sound "
Will not crack.

COULD I TALK

"I would say that you will study my welfare and true economy, by always using the '**C**' brand nails for my shoes!"



They are the easiest to drive, and will last longest; you will therefore, not be put to the expense and trouble of getting shoes removed so often, as when using "cheap" and therefore inferior horse nails.

The Farrier will charge you just as much for putting a set of shoes on a horse with "cheap" nails, as if you insisted upon his using the "**C**" brand.

Every nail is "hot forged" from Swedish charcoal steel rods, the best material known in the world for this purpose.

They have been manufactured by us for the past 37 years. There are more of them sold than any other horse nails in Canada.

CANADA HORSE NAIL CO.
Montreal.

HEATING AND PLUMBING

PLUMBERS RAISE THE PRICE.

THE master plumbers of Toronto held a meeting Tuesday night in the Strathcona Chambers and decided that the price list for steamfitters, gasfitters and plumbers shall hereafter be at a uniform rate of 65c. per hour, such rate to go into effect immediately. This is an advance of 15c. on the price that prevailed before the strike in the summer. But since the strike the master plumbers have been gradually raising the price, so that the advance has not been sudden from 50 to 65c.

They also decided that the working hours would be from 8 a.m. to 5 p.m. daily, except Saturdays, when the hours shall be from 8 a.m. to 12 noon. Overtime after 5 p.m. daily and 12 noon on Saturdays was fixed at a time and a half, instead of time and a quarter, as it was formerly, and on Sundays and legal holidays, double time. President Robert Ross occupied the chair.

BUILDING NOTES.

The City Commissioner advises a limit of 14 storeys to the buildings of Toronto.

Mrs. West, Lewis street, Ottawa, is building a brick dwelling at a cost of $4,800.

J. L. Orme & Son, of Ottawa, are losing no time in rebuilding their burned structure. A permit for the new building has been issued, and it will be one storey higher than before. It will cost $15,000.

PLUMBING AND HEATING CONTRACTS.

TORONTO

A plumbing and heating system is being installed in the Canada Life Building, at Winnipeg, by Cotter Bros., of that city.

The plumbing and heating of the three houses for John Laxton, Parkdale, Toronto, is being done by John Ritchie Company, Limited.

Keith, Fitzsimons & Company, of King street west, Toronto, have the contract for the heating and plumbing of the new Simpson House, Lindsay.

The John Ritchie Company, Limited, Adelaide street, Toronto, are putting in the heating apparatus for J. K. Fisken's building, Lombard street.

Geo. Harper, of Goderich, Ont., has the contract for the plumbing and heating of the Grand Trunk Railway Company's new station in that town.

Harrison & Robertson, plumbers, of Toronto, are receiving several contracts from out of town. They are installing a new plumbing and heating system in the hospital at Walkerton, Ont.

MONTREAL

J. W. Hughes, plumber and steamfitter, of this city, has been awarded the contract for the plumbing and heating for the estate of Caverhill, 93 St. Peter St.

WAGES SINCE 1869.

The increase in wages paid mechanics and laborers connected with the building trades in the United States since 1869 has nearly kept pace with the advance in the price of bricks and bill stuff; as the following table shows, which gives prices per hour during the years from 1869 to 1902:

	1869.	1879.	1902.
Bricklayers	.34	30	60
Carpenters	34	20	56
Gasfitters	25	30	50
Hod-Carriers and other laborers.	21	17	37½
Marble cutters	32	25	55
Marble polishers	20	17	44
Masons	34	30	65
Painters	27	25	44
Plasterers	39	30	62
Plumbers	27	30	50
Roofers	32	25	50
Stonecutters	34	30	55

This, remarks National Builder, shows a healthy increase in the rate of wages for labor, and, with almost a corresponding increase in the prices of several kinds of building material, the cost of building now is from 25 to 35 per cent. higher than ten years ago, depending somewhat on the class of building erected. The wages of workmen employed in the building trades are more than double what they were 40 years ago. The cost of living has also doubled, and rents, as a rule, have more than doubled.

GAS AND HOT-AIR PIPES.

"C. S.", Phillipsburg, N.J., writes Metal Worker as follows: "I have seen the inquiry of 'A. L. R.' in The Metal Worker of November 8 and am not much surprised that the gas should pass off through the hot-air pipe when there is no other escape for it. Some outlet must be provided, for, as long as fire continues, the coal will liberate the gas and make trouble. The fire burns freely as the result of the draft in the chimney, but the use of a tight damper would increase the trouble rather than relieve it. While it would check the fire effectively, it would also force the gas that was made, until the fire died out, to escape through opening not designed for that purpose. If 'A. L. R.' will cut an opening in the side of his smoke pipe about 3 x 6 inches, just above his damper, and arrange on the outside of the pipe a slide which will close this opening or leave it all or partly open, he will be able to check his fire by means of the damper and supply the draught to the chimney through the opening in the pipe, while the damper in it, left partially open, will allow the gas generated by the fire to escape. The feed-door can be entirely closed and the opening in the pipe provided by means of the slide will supply the draught to the chimney so that it will not draw air from the fire and make it burn too freely. It is not a difficult matter to arrange such a slide on the back of the stove pipe, where it will not detract from the appearance."

BUILDING PERMITS ISSUED.

THE following building permits were issued by the City Commissioner, Toronto, during the past week:

William Moss, pair semi-detached two-storey and attic brick dwellings, Arthur street, $3,500.

Charles Boles, one-storey frame and roughcast dwelling, Essex street, $300.

Bachrack & Co., alterations to store, Yonge street, $800.

Wm. Grant, alterations to dwellings, Sorauren avenue, $500.

Thomas Coughlin, two-storey dwelling, brick and roughcast, Bolton avenue, for $1,000.

J. Wheller, pair semi-detached stone and brick dwellings, Concord avenue, $3,400.

H. M. Deeth, two-storey and attic brick dwelling, Concord avenue, $2,100.

The Toronto Railway Company, one-storey storing-shed, King street east, for $7,000.

E. Jameson, two-storey roughcast dwelling, Robinson street, $800.

A. Hutchison, 2½-storey brick dwelling, Havelock street, $3,500.

W. A. Elliott, two-storey brick dwelling, McDonnell avenue, $1,700; W. A. Elliott, two-storey and attic brick dwelling, McDonnell avenue, $3,600.

W. R. Maddock, four-storey brick wall, York street, $800.

H. H. Fudger, alterations to dwellings, Maple avenue, $2,000.

A. T. Gowanlock, alterations and two-storey brick addition, Gwynne avenue, for $3,000.

R. Dinnick, three pairs semi-detached 2½-storey brick and stone dwellings, Wells street, $12,000.

CORDAGE

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope	Lathyarn
Sisal Rope	Shingleyarn
Jute Rope	Bale Rope
Russian Rope	Lariat Rope
Marline	Hemp Packing
Houseline	Italian Packing
Hambroline	Jute Packing
Clotheslines	Drilling Cables
Tarred Hemp Rope	Spunyarn
White Hemp Rope	Pulp Cord
Bolt Rope	Lobster Marlin
Hide Rope	Paper Cord
Halyards	Cheese Cord
Deep Sealine	Hay Rope
Ratline	Fish Cord
Plow Lines	Sand Lines

"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

CONSUMERS CORDAGE COMPANY, Limited

Western Ontario Representative—
WM. B. STEWART,
Tel. 94 27 Front St., West, Toronto.

MONTREAL, QUE.

The Auer Gas Lamp.

"TURNS NIGHT-TIME INTO DAY-TIME."

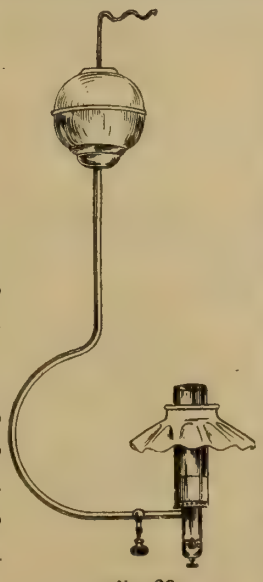
New Styles. Lower Prices.

Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?



No. 28
100 Candle Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

Ready for Business

1903

BICYCLE SUNDRIES

THE HARDWARE TRADE SHOULD HANDLE THESE GOODS. THERE IS MONEY IN THEM IF ONLY RELIABLE GOODS ARE DEALT IN.

WRITE US.

Bicycle Bells
Luggage Carriers
Cements
Chains
Toe Clips
Cyclometers
Enamels
Grips
Guards
Handlebars
Bicycle Holders
Hubs
Lamps
Oils
Pedals
Pumps
Rims
Saddles
Spokes
Tires
Whistles
Wrenches

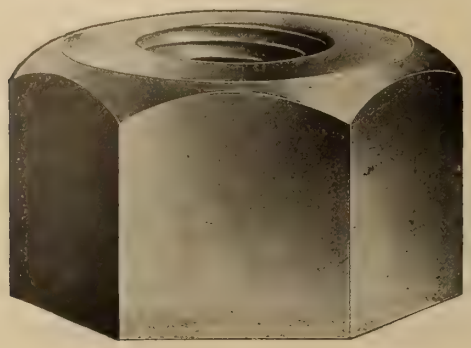
CANADA CYCLE & MOTOR CO., Limited,

TORONTO JUNCTION
CANADA.

A REMINDER

THAT WE ARE THE ONLY
CANADIAN MAKERS OF

Cold Pressed Nuts.



Square and Hexagon. **Finished and Semi-Finished.**

CANADA FOUNDRY COMPANY,
LIMITED,
Head Office: TORONTO, ONT.

DISTRICT OFFICES:
MONTREAL. WINNIPEG. HALIFAX. OTTAWA.
VANCOUVER. VICTORIA. ROSSLAND.

Wire

Copper Wire
— FOR —
Telegraph, Telephone, Trolley and Transmission Lines.

Round, Square and Rectangular for Electrical Machines.

Brass Wire
of all kinds and for all purposes.

Plain Wire
Annealed,
Annealed and Oiled,
Tinned, Coppered,
Wire Nails, Bright Goods,
Wood Screws, Jack Chain,
"Crescent" Hat and Coat Hooks, Poultry Netting,
Barrel, Blind and Bed Staples.

Galvanized Wire
Barb Wire, Plain Twist,
Galv'd Fence Staples.

Manufactured by

The Dominion Wire Manufacturing Co., Limited

MONTREAL AND TORONTO.

HEAD OFFICE New Coristine Building, St. Nicholas Street, MONTREAL.

Long Distance Phones to all Departments.

The P. R. Cumming Manufacturing Co.,
LIMITED.

NO. 22.

No. 33 (double blade) is similar in construction and finish.

Something New!

THIS is an entirely new style of mincing knife of our own design. The shank is a flat tinned steel band, drawn tightly into a groove encircling the handle, the blade being riveted between the ends. This construction does away with any hole in the handle, which consequently cannot split or come loose. The handle itself is stained and shellacked, the whole making the neatest and strongest mincing knife ever put on the market.

MADE ONLY BY **The P. R. Cumming Manufacturing Co., Limited, Clarksburg, Ont.**

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, Ottawa, Ont.

Barb Wire,
Hay Wire,
Cut Nails,
Wire Nails,
Cordage,
Glass,
Etc.

The Only Exclusive Wholesale Hardware Firm Between Montreal and Toronto.

Tarred and Dry Sheathing,
Tarred Felt,
Rosin, Pitch,
Chopping Axes,
Broad Axes,
Cross Cut Saws,
Etc.

A complete stock of Lumbermen's and Builders' Hardware always on hand. **A Trial Solicited.**

PRICES RIGHT. ASK FOR PRICES.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.

For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold Street, New York.

Syracuse Smelting Works

ATKINS

HIGH-GRADE, SILVER STEEL SAWS

Are the FINEST that Money, Experience and Skill can Produce.

No dealer's Stock is complete without them. They are easy to sell. Every saw warranted.

Write for Catalogue and Prices.

E. C. ATKINS & CO.

Factories and Home Office: INDIANAPOLIS, IND.

American Steel & Wire Co.

New York: Empire Building.
Montreal: New York Life Building.
Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

MANAGERS AND REPRESENTATIVES OF THE SHERWIN-WILLIAMS CO., PAINT AND VARNISH MAKERS.

From a photograph taken during the 22nd Annual Convention at Cleveland, November 3rd to 8th, 1902

SHERWIN-WILLIAMS CONVENTION.

WITH this number we present a half-tone, taken from a photograph of the managers and representatives of The Sherwin-Williams Company, paint and varnish makers. The picture was taken in front of the general offices of the company during their 22nd annual convention, held in Cleveland, November 3 to 8, mention of which was made in our last issue.

There is nothing that illustrates more clearly the growth of the company than a comparison of the photographs showing the attendance at each year's convention. Not a year passes without additions to the travelling force, and when it is considered that during the year of 1902 22 new salesmen were added to their travelling force, all of whom go on entirely new territories, it will readily be seen that the company is still growing at a healthy and vigorous pace.

Not only is this true of their business in the United States, but it is also very forcefully true of their progress in Canada. In fact, their business on this side has developed so rapidly and to such an extent that it has become necessary for them to increase their facilities, and about January 1, they will open a distributing depot in Winnipeg, to take care of their large trade in Manitoba and the Northwest Territories. The depot will be located at 147 Bannatyne street east, and will be in charge of D. B. Ross, who has been representing them for some time in the Northwest.

That Canadians want and use good paint is proven by the marvellous growth of this company in Canada within the last few years. Each year the advancement has been marked, the plants have been enlarged and improved, new territories covered, new salesmen added to the staff, and new products listed. This year the company has been compelled to make several extensions in order to keep pace with the growing sales. Large additions to its varnish factory at Montreal were completed early in the year. A four-storey extension to the Toronto warehouse is in course of construction, and plans have been drawn for an entirely new paint factory at Montreal, which will be built during the coming year and will materially increase the company's facilities. It will be the largest plant outside of Cleveland.

When the warehouse at Winnipeg is opened The Sherwin-Williams Company will be established in 12 cities on this continent. The growth of the company has been remarkable even in these days of rapid industrial development. Thirty years ago a beginning was made in a small one-storey building in Cleveland. Now, the company's facilities for manufacturing and distributing paint products are the largest, not only in North America, but in the whole world.

FRANK MILLER'S

HARNESS PREPARATIONS.

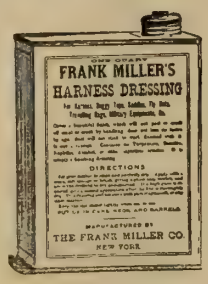
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant jet black gloss which will not peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness. Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, hus adding life.

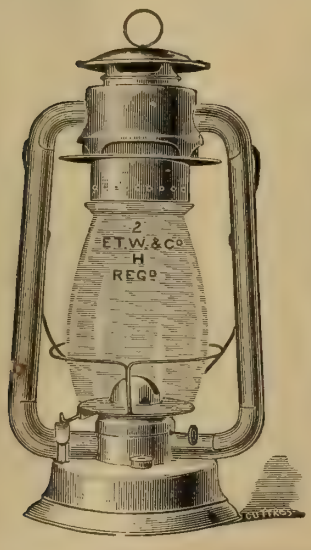
The highest quality of oil on the market.

HORSE BLANKETS

JUTE and DUTCH KERSEY.

Prompt Shipment. Lowest Prices.
Write for samples now.

HENRY F. FALKINER
60 George Street TORONTO



If you want the BEST

COLD BLAST LANTERN

in the world, get WRIGHT'S.

GET THE ORIGINAL.

We lead, others imitate.

E. T. WRIGHT & CO.,

Manufacturers. *HAMILTON, ONT.*

LAMB FENCE

HARD WIRE, CROSS BAR.

The H. R. LAMB FENCE CO., Limited, London, Ont

Wrapping papers that are tough and strong are the cheapest because there is little waste through tearing.

Our Brown and Manilla papers are being used by the leading merchants of Canada, who recognize their quality.

Full Count **Full Weight**

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

Steward & Romaine Mfg. Co

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement,

124 North Sixth St., Philadelphia, Pa.

GALVANIZING

Our plant is modern, and capacity large. Prices O.K. Other branches:

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK ETC., ETC.

Ontario Wind Engine & Pump Co., Limited, 505 Atlantic Ave., Toronto.

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made.

HARRINGTON & RICHARDSON ARMS CO.

Also makers of H. & R. Revolvers.

Catalog on request. Worcester, Mass., U.S.A.

E. B. SALYERDS

Manufacturer of

Hockey Sticks

PRESTON,

Ontario, - Canada

The Best Stick.
Made of Rock Elm.
Wholesale Trade Only Supplied.
Ask your Wholesale House for the Preston make of Stick.
Write for Prices.

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS. *ESTABLISHED 1825.* *75 YEARS*

MANITOBA MARKETS.

Winnipeg, November 21, 1902.

BEYOND the fact that business is good and prices firm in all lines there is practically nothing to say for the hardware market this week.

Jobbers report collections fair. The fuel situation is again causing some uneasiness as reports have been received that no more anthracite is to be expected at Fort William this season, and the dealers have advanced prices to cover the all-rail rate, and American anthracite is now quoted at $13.50 and likely to advance further. Owing to the absence of snow and the shortage of cars, wood is growing scarce.

The price list for the week is as follows:

Barbed wire, 100 lb.	$3 25
Plain twist	3 40
Staples	3 90
Oiled annealed wire ... 10	3 42
" ... 11	3 48
" ... 12	3 56
" ... 13	3 66
" ... 14	3 76
" ... 15	3 91

Annealed wires (unoiled) 10c. less.

Cut Nails—		Wire Nails—	
2d 1 in.	$4 10	1 in.	$4 20
3d Fin. 1⅛ in.	4 10	1⅛ in.	4 20
3d 1¼ in.	3 75	1¼ "	3 85
4d 1½ in.	3 50	1½ "	3 60
5d 1¾ in.	3 50	1¾ "	3 60
6d 2 in.	3 40	2 "	3 50
8d 2½ in.	3 25	2½ "	3 35
10d 3 in.	3 20	3 "	3 30
20d 4 in.	3 15	3½ "	3 25
30d 4½ in.	3 10	4 "	3 20
40d 5 in.	3 10	4½ "	3 20
50d 5½ in.	3 10	5 "	3 20
60d 6 in.	3 10	5½ "	3 20
		6 "	3 20

Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	4 30
No. 2 and larger	4 05
Snow shoes, No. 0 to No. 1	4 55
No. 2 and larger	4 05
Steel, No. 0 to No. 1	4 40
No. 2 and larger	4 35

Bar iron, $2.70 basis.
Swedish iron, $5.00 basis.

Sleigh shoe steel	3 25
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized Iron, American, 16 gauge	4 25
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 50
28 gauge	4 75
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Apollo, 10¾ oz.	5 00
28 guage	4 75
26 "	4 50
24 "	4 25
Queen's Head, 24 gauge	4 75
26 guage	5 00
28 "	5 25
Genuine Russian, per lb	11
Imitation " "	6¾
Tinned, 24 gauge, 100 lb.	8 00
26 gauge	8 25
Tinplate, IC charcoal, 20 x 28, box	10 50
" IX "	12 50
" IXX "	14 50
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	6 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger	$13 00
" ⅜	13 50
" ¼ and 5-16	13 70
Manila, 7-16 and larger	16 00
" ⅜	16 50
" ¼ and 5-16	17 00
Solder	20
Cotton Rope, all sizes, per lb.	17
Axes, chopping	$7 50 to 12 00
" double bitts	12 00 to 18 00
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	57½ p.c.
Bolts, carriage	50 p.c.
Machine	50 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¾
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 p.c.
Harvest tools	60 and 10 p.c.
Axe handles, turned, s.g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c.

PETROLEUM.

Water white American	24c.
Prime white American	23c.
Water white Canadian	22½c.
Prime white Canadian	21c.

SCRAP.

No. 1 cast iron	$14 to $15 per ton
No. 2 "	5 to 6 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb
Yellow brass (heavy)	7½c.
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c. "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 83
Less than barrel lots	88
Linseed oil, raw	71
Boiled	74
Lubricating oils, Eldorado castor	[illegible]
Eldorado engine	26½
Atlantic red	29½
Renown engine	41
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 25
26 to 40 ... per 50 ft.	2 50
41 to 50 ... " 100 ft.	5 50
51 to 60 ... " " "	6 00
61 to 70 ... per 100-ft. boxes	6 50
Putty, in bladders, barrel lots ... per lb.	2½
kegs ... "	2¾
White lead, pure ... per cwt.	6 00
No. 1 ... "	5 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1.30 to $1.90

NOTES.

The Manitoba Cement Company, who own large cement fields near Morden, are preparing to erect a 1,000-barrel capacity factory in the early spring.

The James Smart Manufacturing Company have arranged for new premises in the Orange Memorial Hall on Princess street, which is now in course of construction.

The Port Huron Company, Limited, for the purpose of manufacturing agricultural tools, have sought incorporation here and will open large premises in the spring. The capital stock is $100,000.

The Cockshutt Plow Company and The McLaughlin Carriage Company are having work on their new buildings pushed as rapidly as possible, and the prospects are good for the buildings being covered in before the cold weather sets in. There has been considerable delay on The Cockshutt building, owing to the shortage of cut stone.

Don't waste good work
on poor galvanized iron
—unless you want to be
taught by experience.

Apollo is good.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

OUR

2 and 3 PLY READY ROOFING,
BUILDING PAPERS,
SHEATHING AND CARPET FELT,
COAL TAR PRODUCTS,
HANGING AND PRINT PAPER,
BROWN AND MANILLA WRAPPING,

are all guaranteed to give entire satisfaction. Quality, unequalled. Handling our lines means increased business for the merchant.

ALEX. McARTHUR & CO., 82 McGill Street, MONTREAL.

PAPER MILLS: JOLIETTE, QUE. FELT FACTORY: HARBOR AND LOGAN STREETS, MONTREAL.

CURRENT MARKET QUOTATIONS.

November 28, 1902

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—		
56 and 28 lb. ingots, 100 lb.	$31 00	$32 00

TINPLATES.

Charcoal Plates - Bright.

M.L.S., equal to Bradley.	....	Per box.
I.C., usual sizes	....	$6 75
I.X. "	....	8 25
I.X.X. "	....	9 75
Famous, equal to Bradley—		
I.C.	....	6 75
I.X.	....	8 25
I.X.X.	....	9 75
Raven and Vulture Grades—		
I.C., usual sizes	....	5 00
I.X. "	....	6 00
I.X.X. "	....	7 00
I.X.X.X. "	....	8 00
D.C., 12½x17	....	4 50
D.X	....	5 25
D.X.X.	....	6 00

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	4 25
I.C., special sizes, base	....	4 75
20 x 28	....	9 00

Charcoal Plates Terne.

Dean or J.G Grade -		
I.C., 20x28, 112 sheets	....	8 50
I.X., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X.X., 14x56, 50 sheet bxs. } " 14x60, " } " 14x65, " }	....	7 00

Tinned Sheets.

72x30 up to 24 gauge	....	8 00
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	....	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3 in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth & Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "silver" tool steel	0 12	0 14
" "special"	0 15	0 20
Jonas & Colver's tool steel	0 08	0 15
" "air hardening"	0 45	0 60
Drill steel, per lb	0 08	0 10

BOILER TUBES.

		Per foot.
1½, 1¾ and 4 inch	....	0 09
2½ in	....	0 16
3 in	....	0 13
3½ in	....	0 16
4 in	....	0 31

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
"	3 05	3 50
"	3 15	....

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

Black pipe—		Per 100 feet.
⅛ inch	....	2 90
¼ "	....	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	20 00
3 "	....	24 00
3½ "	....	30 00
4 "	....	37 50
4½ "	....	42 00
5 "	....	47 00
6 "	....	60 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Discount on pipe up to 2 in. 4 p.c. Larger sizes nett.

Malleable Fittings—Discount 25 p.c.

Cast Iron Fittings—

On all cast iron fitting, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis. All others—discount 60 p.c.

GALVANIZED SHEETS.

	G.C.	Comet.	Bell.	Queen's Head.
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	4 00	4 05
26 "	4 25	4 00	4 15	4 25
28 "	4 50	4 25	4 35	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.		....	....
" ¼ "		7 85	8 10
" 5-16 "		5 25	5 50
" ⅜ "		4 50	4 75
" 7-16 "		4 25	4 50
" ½ "		4 20	4 50
" 9-16 "		4 05	4 50
" ⅝ "		4 00	4 50
" ¾ "		4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 p.c.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.

		Per 100 lb.
English B.S., ton lots	....	13 00
Lake Superior	....	....

Bars.

Cut lengths, round, ½ to ⅞ in	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00

Sheet.

Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

Boiler and T.K. Pitts.

Plain tinned, per lb	....	0 28
Spun per lb	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.		
Sheets, hard-rolled, 2x4		0 3
Tubing, base, per lb		0 23½

ZINC SPELTER.

Foreign, per lb	5 50	6 00
Domestic "	....	....

ZINC SHEET.

5-cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD.

Imported Pig, per 100 lb.	....	3 50
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.: chilled, $7.00 per 100 lb.; buck, seal and ball, $7 50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount 50 per cent.
" " fittings, discount 50 and 10 p.c.
Med. & Extra heavy pipe fittings, dis. 60 p.c.
7 and 8-in. pipe, discount 50 per cent.

SOLDER.

	Per lb.	Per lb.
Bar half-and-half, guarant'd	....	0 20
Bar, half and-half, commer'l	....	0 19½
Refined	....	0 19
Wiping	....	0 18½

ANTIMONY.

Cookson's, per lb	....	[illegible]

WHITE LEAD.

		Per 100 lb.
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White		5 75
Elephant and Decorators' Pure		5 25
Brandram's B.B. Genuine		7 00
" " No. 1		6 00
"Monarch" brand		6 12½
Decorator's Pure		5 25
Essex Genuine		5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt.	$4 75
Genuine, 100 lb. kegs, per cwt	5 00
No. 1, 560 lb. casks, per cwt	4 25
No. 1, 100 lb. kegs, per cwt	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 50
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 25
Second qualities, per gallon	....	[illegible]
Barn (in bbls.)	[illegible]	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co's pure	....	[illegible]
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Stewart & Wood's Champion pure		[illegible]
Standard Paint Co's "New Era"		[illegible]
The Francis-Frost Co. "Ark Brand,"		$1.2[illegible] gal
" " " Brit. Navy Deck		1 50 "

COLORS IN OIL.

25 lb. tins, standard Quality.

Venetian red, per lb	0 04½	0 06
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "	....	0 06
Marine black	....	0 09
Chrome green	....	0 10
French imperial green	....	0 12
Signwriters' black	....	0 16

Burnt umber	....	0 11
" sienna	....	0 11
Raw umber	....	0 11
" sienna	....	0 11

COLORS, DRY.

Common ochre, bbls	1 20	1 30
Yellow ochre (J.F.L.S.), bbls.	....	2 00
Yellow ochre (La Belle)	1 15	1 25
Brussels ochre	....	2 00
Venetian red (best), bbl	1 75	2 00
English oxides, per cwt	3 00	3 25
American oxides, bbls	1 25	2 00
Canadian oxides, bbls	[illegible] 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb	....	[illegible]
" umber, " "	....	1 10
Raw do	. .	0 09
Drop black, pure	....	0 09
Chrome yellows, pure	....	0 18
Chrome greens, pure per lb	0 09	0 10
Golden ochre	0 04	0 05
Ultramarine blue, in 28-lb. boxes, per lb	0 06	0 18
Fire proof mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb.	....	0 07
Mortar color, per 100 lb	1 25	1 50
Pure Indian red, No. 45, lb	0 08	0 10
Whiting, bbl	0 55	0 60
English vermilion in 30-lb. bags.		0 95

BLUESTONE.

Casks, for spraying, per lb.	0 07
100-lb. lots, do per lb	0 08

PUTTY.

Bulk in bbls	1 90
Bulk in less quantity	2 05
Bladders in bbls.	2 25
Bladders in kegs, boxes or loose	2 40
Bladders in 25-lb. tins	2 35
Bladders in 12½ lb. tins	2 65
Bladders in bulk or tins less than 100 lb	2 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak	. . .	1 50
Furniture, extra	....	1 25
" No. 1	....	1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine, brown japan	1 25	1 30
" black japan	0 85	1 20
" " No. 1	0 50	0 75
Elastilite varnish, 1 gal. can, each,		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels: Size 1, $1.20 size 2, 70c.; size 3, 40c. each.

Sherwin-Williams' copal varnish, assorted case, from ½-pts. to 1 gal. $2.50.

CASTOR OIL.

East India, in cases, per lb.	0 09½	0 10
" small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 20
" Neatsfoot	....	0 90

GLUE

Common	0 08	0 09
French medal	0 10	0 14
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16

HARDWARE.

Ammunition.

Cartridges.

B. B Caps Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 40 p. c., Amer
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Central Fire Pistol and Rifle 10 p.c. Amer

WADE & BUTCHER'S "SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada.

Central Fire Cartridges, pistol sizes Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 per cent.
Central Fire, Military and Sporting, Amer. add 5 p.c. to list. B.B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p c. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.6).

Wads — per lb
Best thick white felt wadding, in ¾-lb bags 1 00
Best thick brown or grey felt wads, in ½-lb. bags 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 25
Thin card wads in boxes of 1,000 each, 8 gauge ....
Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M
11 and smaller gauge 0 60
9 and 10 gauges 0 70
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Adzes.
Discount, 20 per cent.

Anvils.
Wright's, 80-lb. and over 0 10¾
Hay Budden, 80-lb. and over 0 09¼
Brook's, " " " 0 11¼

Augers.
Gilmour's discount 65 and 5 p.c. off list.

Axes.
Chopping Axes
Single bit, per doz 5 50 10 00
Double bit, " 11 00 18 00
Bench Axes, 40 p.c.
Broad Axes, 25 per cent.
Hunters' Axes 5 50 6 00
Boys' Axes 5 75 6 75
Splitting Axes 6 50 12 00
Handled Axes 7 00 10 00

Axle Grease.
Ordinary, per gross 5 75 6 00
Best quality 13 00 15 00

Bath Tubs.
Zinc 6 00
Copper, discount 15 p.c. off revised ist

Baths.
Standard Enameled.
5½-inch rolled rim, 1st quality 24 00
" " " 2nd " 20 00

Babbit Metal.
Tandem" A .... per lb. 0 27
" B .... " 0 21
" C .... " 0 11½
Magnolia Anti-Friction Metal, per lb 0 25
Frictionless metal, per lb 0 23
Hercules, per lb 0 15

SYRACUSE SMELTING WORKS.
Aluminum, genuine 0 45
Government " 0 44
Tough " 40
Hard " 0 40
Dynamo 0 30
Special .... 0 ·5
Harmony 0 22
Car Box 0 20
Extra 0 15

THE CANADA METAL CO.
No. "O" babbit 0 06
No. 1 babbit .... 0 ·8
Star " 0 10
Hercules " 0 15

Metallic babbit 0 20
Imperial " 0 20

Bells.
Hand
Brass, 60 per cent.
Nickel, 55 per cent.
Cow.
American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.
Door.
Gongs, Sargant's 5 50 8 00
" Peterboro', discount 45 per cent
Farm.
American, each 1 25 3 00
House.
American, per lb 0 35 0 40

Bellows.
Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 40 per cent.

Belting.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 p.c.

Bits.
Auger.
Gilmour's, discount 60 and 5 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen. net list.
Car.
Gilmour's, 47½ to 50 per cent.
Expansive.
Clark's, 40 per cent
Gimlet.
Clark's, per doz 0 65 0 90
Damond, Shell, per doz 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind and Bed Staples.
All sizes, per lb 0 07¾ 0 12

Bolts and Nuts. Per cent.
Carriage Bolts, common ($1 list) .. 55 and 10
" " full square ($1.40 list) 55 and 10
" " Norway iron ($3 list) 50 and 10
Machine Bolts, all sizes .... 50 and 10
Plough Bolts .... 50 and 10
Blank Bolts .... 50 and 10
Bolt Ends .... 50 and 10
Sleigh Shoe Bolts .... 65 and 10
Coach Screws, cone point .... 66⅔ and 10
Nuts, square, all sizes, 3¾c per lb off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove rods, per lb .... 5½ to 6c.
Nuts, in 50 lb. lots ¼c. per lb extra in less than 50 lb. lots, ½c etxra.

Boot Calks.
Small and medium, ball, per M.... 4 25
Small heel, per M 4 50

Bright Wire Goods.
Discount .... 62½ per cent

Broilers.
Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ pe cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 0 00

Butchers' Cleavers.
German, per doz 6 00 11 00
American, per doz 12 00 20 00

Butcher Knives.
Bailey's, per doz. 0 60 6 30

Building Paper, Etc.
Tarred felt, per 100 lb 1 70
Ready roofing, 2-ply, not under 45 lb. per roll 85
Ready roofing, 3-ply, not under 65 lb. per roll 1 10
Carpet felt, per ton 40 00
Dry sheathing, per roll, 400 sq ft 35
Tar sheathing, " " " 45
Dry fibre " " " 50
Tarred fibre, " " " 60
O.K. & I.X L., " " " 65
Resin-sized. " " " 40
Oiled sheathing, " 600 " 1 10
" " 400 " 70
Roof coating in barrels, per gal..... 17
" " small packages 25
Refined tar, per barrel 4 50
Coal tar, " 4 00
Coal tar, less than barrels, per gal... 15
Roofing pitch, per 100 lb 85

Bull Rings.
Copper, $2.00 for 2½ in. and $1.90 for 2 in.

Butts.
Wrought Brass net revised list.
Cast Iron.
Loose Pin, dis., 60 per cent.
Wrought Steel
Fast Joint, dis. 65, 10 and 2½ per cent.
Loose Pin, dis. 65, 10 and 2½ per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Carpet Stretchers
American, per doz 1 00 1 50
Bullard's, per doz 6 50

Castors.
Bed, new list, dis. 55 to 57½ per cent
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.
Nos. 31 and 32, per gross 8 50 9 50

Chalk.
Carpenters Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.
Socket, Framing and Firmer.
Broad's, dis. 60 and 10 per cent.
Warnock's, dis. 60 and 10 per cent.
P. S. & W. Extra 60, and 10 p.c.

Churns.
Revolving Churns, metal frames—No. 0, $8—No. 1, $8.50—No. 2, $9.00—No. 3, $10.00—No. 4, $12.00—No. 5, $16.00 each. Ditto, wood frames—20c. each less than above. Discounts: Delivered from factories, 53 p.c.; from stock in Montreal, 51 p.c. Terms, 4 months or 3 p.c. cash in 30 days.
Churn frames, including bearings levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2 65. Metal frames 25c. extra. Discount 15 p.c., net 30 days.

Clips.
Axle dis. 65 per cent.

Closets. Net.
Plain York or Ontario Syphon Jet. $9 60
Emb. York or Ontario Syphon Jet. 10 20
Fittings 1 00
Plain Elgin or Teu. Syphon Washout 6 00
Emb. Elgin or Teu. Syphon Washout 6 60
Fittings 1 25
Low Down Elgin or Teutonic, plain 9 60
" " " " emb. 10 20
Plain Richelieu 3 75
Emb. Richelieu 4 00
Connections 1 25
Low Down Ont. Sy. Jet, plain 11 70
" " " " " emb'd. 12 30
Closet connection 1 25
Basins P.O., 14 in 0 70
" oval 17 x 14 in 1 50
" " 19 x 15 in 2 25

Compasses, Dividers, Etc.
American dis. 62½ to 65 per cent.

Conductor Pipe.
Plain or Corrugated.
2-inch, per 100 feet 3 00
3 " " " 4 00
4 " " " 5 25
5 " " " 6 75
6 " " " 9 00

Cradles, Grain.
Canadian, dis. 20 to 25 per cent.

Crosscut Saw Handles.
S. & D., No. 3, per pair 17½
" " 5, " 22½
" 6, " 15
Boynto pattern " 20

Door Springs.
Torrey's Rod, per doz ...... (15 p.c. 2 00
Coil, per doz 0 88 1 60
English, per doz. 2 00 4 00

Draw Knives.
Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 60 and 10 per cent.

Drills.
Hand and Breast
Millar's Falls, per doz. net list.

DRILL BITS.
Morse, dis., 37½ to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.
Common, cork-lined, dis. 35 per cent.

EAVE TROUGH.
10-inch, per 100 ft $3 10

ELBOWS. (Stovepipe.) per doz.
5 and 6-inch, common 1 20
7-inch 1 35
Polished, 15c. per doz. extra.

ESCUTCHEONS.
Discount, 40 per cent.

ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.

FILES AND RASPS.
Great Western .... 70 and 10 per cent
Arcade .... 70 " 10 "
Kearney & Foot .... 70 " 10 "
Disston's .... 70 " 10 "
American .... 70 " 10 "
J. Barton Smith .... 70 " 10 "
McClellan .... 70 " 10 "
Eagle .... 70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5 "
Royal .... 80 "
Globe .... 70 to 75 "
Black Diamond, 60 and 10 to 60, 10 and 5 p.c
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS—Window—Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26	2 20	4 25	....	6 25
26 to 40	2 40	4 65	....	6 75
41 to 50	....	5 10	....	7 50
51 to 60	....	5 35	....	8 50
61 to 70	....	5 75	....	9 75
71 to 80	....	6 25	....	11 00
81 to 85	....	7 00	....	12 55
86 to 90	....	7 75	..	15 00
91 to 95	..	....	...	17 50
96 to 100	..	....	..	20 50

GAUGES
Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's Nos. 26 to 33, each... 1 65 2 40

HALTERS.
Rope, ⅜ per gross ....
" ½ " 9 00
" ⅝ to ¾ 14 00
Leather, 1 in., per doz 3 87½ 4 00
" 1¼ in., " 5 15 5 20
Web, — per doz 1 87 2 45

HAMMERS.
Nail
Maydole's, dis. 5 to 10 per cent Can. dis. 25 to 27½ per cent.
Tack.
Magnetic per doz 1 10 1 20
Sledge.
Canadian per lb 0 07½ 0 08½
Ball Pean.
English and Can., per lb.... 0 22 0 25

HANDLES.
Axe, per doz. net 1 50 3 00
Store door, per doz 1 00 1 50
Fork.
C. & B., dis. 40 per cent. rev list.
Hoe.
C. & B. dis. 40 per cent. rev. list.
Saw.
American, per doz 1 00 1 25
Plane.
American per gross 3 15 3 75
Hammer and Hatchet.
Canadian, 40 per cent.
Cross-Cut Saws.
Canadian, per pair 13½

HANGERS. doz. pairs.
Steel barn door 5 85 6 00
Stearns, 4 inch 5 00
" 5 inch 6 50
Lane's covered—
No. 11, 5-ft. run 8 40
No. 11½, 10-ft. run 10 80
No. 12, 10-ft. run 12 60
No. 14, 15-ft. run 21 00
Lane's O.N.T. track, per foot. .... ·½

HARVEST TOOLS
Discount 60 and 10 per cent.

HATCHETS
Canadian, dis 40 to 42½ per cent.

We've Got You Solid

if you commence handling our

Building Papers, Roofing Felts and Wire-Edged Ready Roofing

BECAUSE our goods please your customers, and, after all, the consumer is the man behind the gun in such matters.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

HINGES.

Blind, Parker's, dis. 16⅔ per cent.
Heavy T and strap, 4-in., per lb.... 0 06½
" " 5-in., " 0 06¼
" " 6-in., " 0 06
" " 8-in., " 0 05¾
" " 10-in., " 0 05½
Light T and strap, dis. 65 and 5 per cent
Screw hook and hinge—
6 to 10 in., per 100 lbs.... .... 4 50
12 in. up, per 100 lbs..... ... 3 25
Per gro. pairs
Spring..... .... 1) 50

HOES.

Garden, Mortar, etc., dis. 60 to 65 and 10 p.c
Planter, per doz..... 4 00 4 50

HOLLOW WARE

Discount,..... 45 and 5 per cent.

HOOKS.

Cast Iron.
Bird Cage, per doz..... 0 50 1 10
Clothes Line, per doz..... 0 27 0 63
Harness, per doz..... 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz..... 0 50 1 00
Wrought Iron.
Wrought Hooks and Staples, Can. dis. 47½ per cent.
Wire.
Hat and Coat, discount 45 per cent.
Belt, per 1,000 60
Screw, bright, dis. 55 per cent.

HORSE NAILS

"C" brand 4", 10 and 7½ p.c. off list Oval-
"M" brand 50, 10 and 5 per cent. head
Countersunk 65 per cent
"Monarch," 65 per cent.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1. and smaller.
Light, medium and heavy.	3 35	3 60
Snow shoes.....	3 60	3 85
Steel Shoes.		
Light.....	3 45	3 70
Featherweight (all sizes).....	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.
Toe weight steel shoes..... 6 70

JAPANNED WARE.

Discount, 45 and 5 p.c. off list, June 1899.

ICE PICKS.

Star per doz..... 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 30 0 50
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis., 40 to 60 and 10 p.c.
Cabinet, trunk, and padlock, Am. per gross 60

KNOBS.

Door, japanned and N.P., per doz..... .... 1 50 2 50
Bronze, Berlin, per doz..... 2 75 3 25
Bronze Genuine, per doz.... 6 00 9 00
Shutter, porcelain, F. & L screw, per gross 1 30 4 00
White door knobs—per doz. 95 1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz..... 7 00
No. 3 "Wright's"..... 8 50
Ordinary, with O burner..... 4 00
Dashboard, cold blast..... 9 00
No. 0..... 5 75
Japanning, 50c. per doz. extra

LEMON SQUEEZERS.

Porcelain lined, ...per doz. 2 20 5 60
Galvanized 1 87 3 85
King, wood..... 2 75 2 90
King, glass..... 4 00 4 50
All glass..... 0 50 0 90

LINES.

Fish per gross..... 1 05 2 50
Chalk " 1 90 7 40

LAWN MOWERS.

Woodyatt, 12-in. wheel 7 50
Star " 5 50
Daisy " 4 90
Philadelphia, 10-in. wheel 6 00
Ontario, ... 1 75
Discount, 50 per cent.

LOCKS

Canadian, dis 40 to 40 and 0 p.c.
Russel & Erwin, per doz.... 3 00 3 25

Cabinet

Eagle, dis. 30 p.c.

Padlocks.

English and Am. per doz.... 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS. Iron and Brass.

Flat head discount 25 p.c.
Round Head discount 20 p.c.

MALLETS.

Tinsmiths' per doz..... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz.. .... 3 85 5 00
Caulking each..... ..... 60 2 00

MATTOCKS.

Canadian, per doz..... 5 50 6 50

MEAT CUTTERS.

American, dis. 25 to 30 p.c.
German, 15 per cent.
Gem, each, $1.15.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Quotations are :	Cut.	Wire.
2 d and 3d	$3 45	$3 55
3 d	3 10	3 22
4 and 5d.....	2 85	3 05
6 and 7d.....	2 75	2 90
8 and 9d.....	2 60	2 70
10 and 12d.....	2 55	2 65
16 and 20d.....	2 50	2 60
30, 40, 50 and 60d. (base).....	2 45	2 55

Cut nails in carlots 5c. less.
Wire nails in carlots are $2 50
Cut nails in carlots are $2 40 base.
Galvanizing 2c. per lb. net extra.
Steel Cut Nails 10c. extra.
Miscellaneous wire nails, dis. 75 p.c.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis 25 per cent

NAIL PULLERS.

German and American.... 1 85 3 50

NAIL SETS.

Square, round, and octagon per gross..... 3 38 4 00
Diamond..... 12 00 15 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60, 10 and 5 p.c.
2-in. Mesh, 18 w.g. and heavier, 50 p.c.

OAKUM.

Per 100 lb

Navy 6 00
U.S. Navy..... 7 25

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal. per doz..... .... 10 00
Zinc and tin, dis. 50, 50 and 10
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAILS.

Dufferin pattern pails, dis. 45 p.c.
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.
10-qt. flaring sap buckets, dis. 40 p.c.
6, 10 and 14-qt. flaring pails, dis. 40 p.c.
Creamer cans, dis. 40 p.c.

PICKS.

Per doz..... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross... 1 25 1 50
Brass head " 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 p.c.

PINE TAR.

½ pint in tins, per gross. 7 80
1 " " 9 60

PLANES.

Wood bench, Canadian dis. 40 per cent American dis. 50.
Wood, fancy Canadian or American 7½ to 40 per cent.

PLANE IRONS.

English per doz..... 2 00 5 00

PLIERS AND NIPPERS

Button's Genuine per doz pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz..... 0 60 2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 p.c.
"J.M.T." Cushion work, dis. 50 p.c.
Fuller work, dis. 65 p.c.
6 doz. lots and over of the above extra dis 10 p.c.
Lever Handle Stops and Waste, discount 60 p.c. With, in lots of 2 doz. and over, an extra dis. of 10 p.c.
"J.M.T." Globe, Angle and Check Valves, dis. 55 p.c.
Standard Globe, Angle and Check Valves, dis. 65 p.c.
"J.M.T." Radiator Valves dis. 55 p.c.
Standard " " dis., 65 p.c.
Patent Quick Opening Valves, dis. 70 p.c.
No. 1 compression bath cock, net .. 2 00
No. 4 " " 2 00
No. 7, Fuller's 2 00
No. 4½, " 2 35
Patent Compression Cushion, basin cock, hot and cold, per doz 15 00
Patent Compression Cushion, bath cock No. 2208 ..... 2 25
Square head brass cocks, 60 p.c.
" " iron " 60 p.c.
Competition Globe, Angle and Check Valves discount, 70 p.c.
Competition Quick Opening Radiator Valves, discount, 70 p.c.

PRESSED SPIKES.

Discount 22½ per cent.

PULLEYS.

Hothouse, per doz..... 0 55 1 00
Axle..... ..... 0 22 0 33
Screw..... ..... 0 27 1 00
Awning..... ..... 0 35 2 50

PUMPS.

Canadian cistern..... 1 80 3 60
Canadian pitcher spout..... 1 40 2 10

PUNCHES.

Saddlers', per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinners', solid, per set..... 0 00 0 72
" hollow per inch 0 00 1 00

RANGE BOILERS.

	Net.
Dominion, 30 gal.	6 00
Dominion, 35 "	7 00
" 40 "	8 00
Ronald's Galvanized, 30 gallons	7 80
" " 35 "	8 40
" " 40 "	9 60
Copper, 30 gallons.....	24 00
" 35 "	24 00
" 40 "	28 00

Discount off copper boilers 10 per cent.

RAKES.

Wood, per doz. net ..... 1.10 up

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler & Co.'s.....	4 00	18 00
Boker's.....	7 50	11 00
" King Cutter.....	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's.....	7 00	12 00
Bailey's	6 00	12 00
Bailey's "Brantford"	10 00	11 00
Carbo Magnetic		15 00
Griffon Barbers' Favorite		10 75
Griffon No. 65.....		13 0
Griffon Safety Razors.....		13 50
" Stropping Machines.		13 50

REGISTERS.

Discount ..... 40 per cent

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb. cartons, 1c. per lb.
Copper Rivets with usual proportion burrs 45 p. c. dis. cartons, 1c. per lb. extra, net.
Copper Burrs only, 30 and 10 p.c
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent

ROPE, ETC.

Sisal	12
Pure Manilla.....	14
"British" Manilla.....	12
Cotton, 3-16 inch and larger.....	16
" 5-32 inch....	21
" ⅛ inch	22
Russia Deep Sea.....	15
Jute.....	8
Lath Yarn, single.....	11
Lath Yarn, double.....	11½
Sisal bed cord, 48 ft..... per doz.	65
" " 60 ft..... "	80
" " 72 ft..... "	95

RULES.

Boxwood, dis. 55 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS. per set.

Mrs. Potts, No. 55, polished. 70
" No. 50, nickle-plated. 75

SAND AND EMERY PAPER.

B & A. sand, 40 and 5 per cent.
Emery, 40 per cent.
Garnet (Rurton's), 5 to 10 p.c. advance on list.

SAP SPOUTS.

Bronzed iron with hooks, per doz. 9 50

SAWS.

Hand Disston's, dis. 12½ p.c.
S. & D., 40 per cent.
Crosscut, Disston's, per ft.. 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3
Hack, complete, each 0 75 2 75
" frame only 0 75

SASH WEIGHTS.

Sectional, per 100 lbs..... 2 50 2 75
Solid, " 1 75 2 00

SASH CORD.

Per lb..... 0 23 0 30

SAW SETS.

Lincoln and Whiting, per doz. 4 75
Hand Sets, No. 1 Woodyatt (Morrill) 4 25
X-cut Sets, No. 3 Woodyatt (Morrill) 9 50

SCALES.

Burrow, Stewart & Milne—
Imperial Standard, 40 per cent.
Weigh Beams, 35 per cent.
Champion Scales, 55 per cent
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.
Warren's new Standard 40 p.c.
" " Champion 55 p.c.
" Weighbeams, 35 per cent.

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Sargent's per doz..... 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 3-in. style..... per doz. 6 60
Common doors, 2 or 3 panel, yellow and green std., 3-in. style, per doz 6 80
Common doors, 2 or 3 panel, in natural colors, oil finish, per doz..... 8 15
4-in. style 20c. per doz. extra.

SCREWS.

Wood, F.H., bright and steel, 87½ and 10 p.c.
Wood R. H., " dis. 82½ and 10 p.c.
" F. H., brass dis. 80 and 10 p.c.
Wood, R. H., " dis. 75 and 10 p.c.
" F.H., bronze, dis. 75 p.c.
" R.H. " 70 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz. 3 25 4 00
" iron, " 4 25 5 00
Set, Case hardened, 60 per cent.
Square Cap, 50 and 5 per cent.
Hexagon Cap, 45 per cent.

SCYTHES.

Per doz., net..... 5 00 8 00

SCYTHE SNATHS.

Canadian, dis. 40 p.c.

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Bailey Cutlery Co., full nickeled dis. 60 and 2½ p.c.
Bailey Cutlery Japan handles, 67½ p.c.
Seymour's, dis. 50 and 10 p.c.

SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.

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Steel and galvanized, discount 45 per cent.

SNAPS.

Harness, German, dis. 25 p.c.
Lock, Andrews'..... .... 4 50 11 50

SOLDERING IRONS.

1, 1½ lb., per lb..... ..... 0 37
2 lb. or over, per lb..... 0 34

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Iron, No. 493, per doz..... 2 40 2 55
" Mo. 494, " 3 25 3 40
Steel, dis. 60 to 60 and 5 p.c.
Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.

Plain, dis., 75 and 12½ p.c. off revised list.
Retinned, dis., 75 p.c. off revised list.

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Plain..... 2 90 3 15
Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

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Washita	0 28	0 60
Hindostan	0 06	0 07
" slip,	0 09	0 09
Labrador	....	0 13
" Axe	....	0 15
Turkey	....	0 50
Arkansas	0 00	1 50
Water-of-Ayr	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. 2 in. 40 to 200 lb. per ton	....	25 00
" under 40 lb. "	....	28 00
Grind. under 2 in. thick "	....	29 00

STOVE PIPES.

5 and 6 inch Per 100 lengths	....	7 00
7 inch " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4—3 dozen in case, net cash	$4 80
No. 6—3 dozen in case, "	8 40

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Cheese-box tacks, blued ..... 80 & 12½
Trunk tacks, black and tinned 85
Carpet tacks, blued ..... 80 & 15
" " tinned ..... 80 & 20
" " (in kegs) 40
Cut tacks, blued, in dozens only .. 80
" ¼ weights 60
Swedes cut tacks, blued and tinned—
In bulk ..... 80 & 10
In dozens 75
Swedes, upholsterers', bulk .... 85, 12½ & 12½
" brush, blued & tinned, bulk .. 70
" gimp, blued, tinned and japanned ..... 75 & 12½
Zinc tacks 35
Leather carpet tacks 55
Copper tacks 50
Copper nails ..... 5 ½
Trunk nails, black ..... 65 and 5
Trunk nails, tinned ..... 65 and 10
Clout nails, blued ..... 65 and 5

Chair nails		35
Patent brads		40
Fine finishing		40
Lining tacks, in papers		10
Lining tacks, in bulk		15
" " solid heads, in bulk		75
Saddle nails in papers		10
" " in bulk		15
Tufting buttons, 22 line, in dozens only		60
Tin capped trunk nails		25
Zinc glazier's points		5
Double pointed tacks, papers	90 and	10
" " " bulk		40
Shoe nails		60
Clinch and duck rivets		45

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English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel, each	0 80	8 00

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Bailey's, dis. 25 p.c.

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German, per doz	4 75	6 00

S. & D., discount 35 per cent.

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Bag, Russian, per lb	....	0 27
Wrapping, cotton, 3-ply		0 19
" 4-ply	....	0 23
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35

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Wright's	....	0 13½
Brook's	....	0 12¾
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	9 00

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Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

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SMOOTH STEEL WIRE.

No. 0-9 gauge		$2 60
10 "		6c. extra.
11 "		12c. "
12 "		20c. "
13 "		30c. "
14 "		40c. "
15 "		55c. "
16 "		70c. "

Add 60c. for coppering and $2 for tinning.

Extras net per 100 lb. — Oiled wire 10c. spring wire $1.25, special hay baling wire 50c. best steel wire 75c., bright steel drawn 15c. charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks 50c., in ½-lb. hanks 75c., in ¼ lb. hanks $1.

Fine Steel Wire, dis. 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, 7.65—No. 24, $8—No. 25, $9—No. 26 $9.50—No. 27, $10—No. 28, $11 No. 29. $12—No. 30, $13—No. 31, $14—No. 32 $15, No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31 $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 33c.—in ¼-lb. hanks 50c.—packed in casks or cases, 15c.—bagging or papering, 10c

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Coe's Genuine, dis. 20 to 25 p.c
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" S., per doz 5 80 6 00
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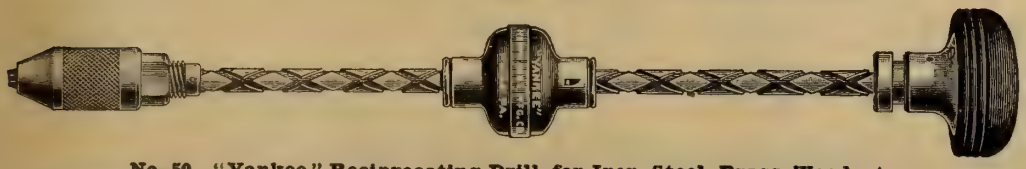

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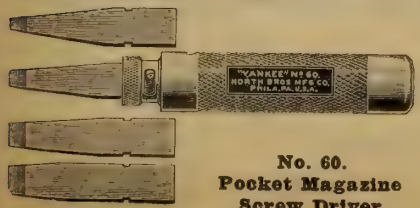

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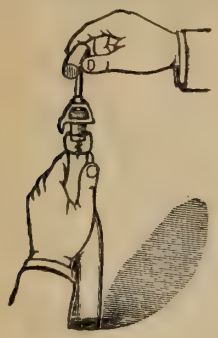

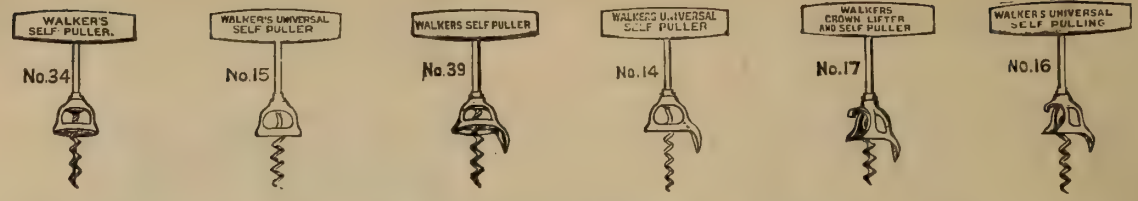

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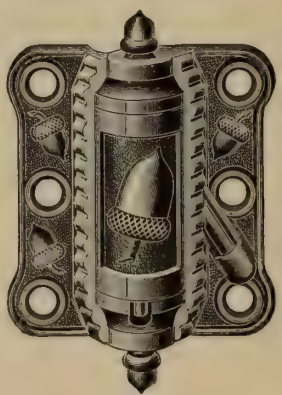

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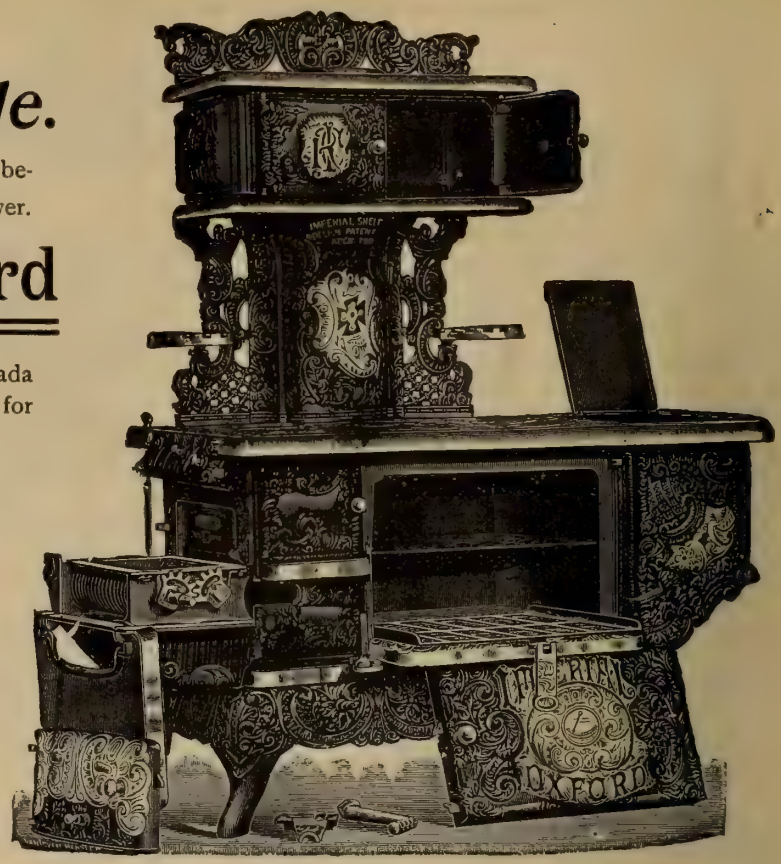

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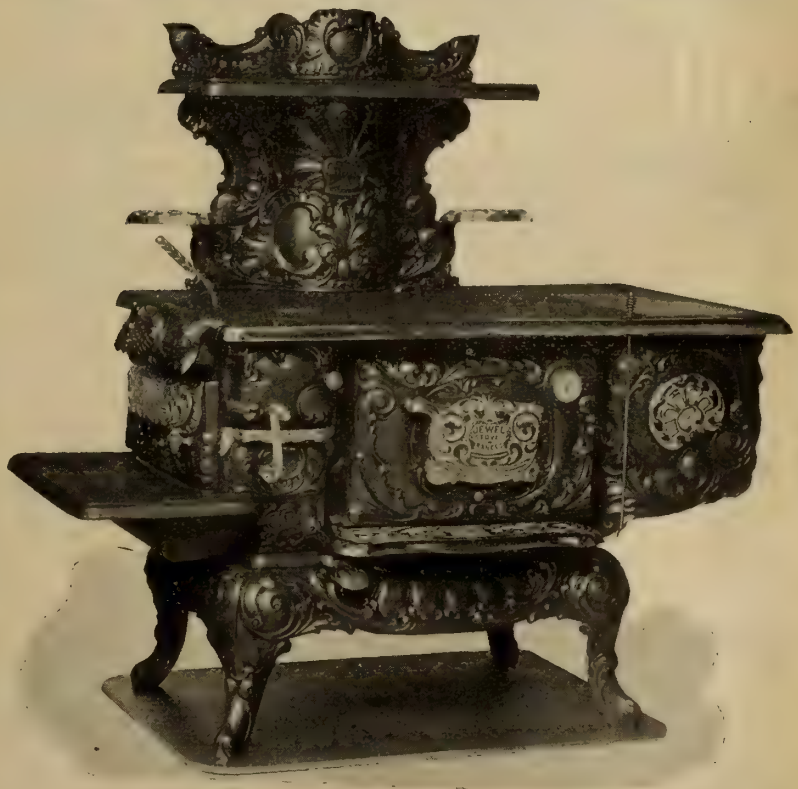

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Lard Pails, Etc.

JAS. A. McGOLDPIN
156-162 Duke Street, TORONTO.

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Heating Apparatus, Postal Station, C., Toronto, Ont.," will be received at this office until Monday, 15th December, inclusively, for the construction of a hot water heating system at Postal Station, C., Toronto, Ont., according to plans and specification to be seen at the office of S. G. Curry, Architect, Toronto, Ont., and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of tenderers.

An accepted cheque on a chartered bank, payable to the order of the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of the tender, must accompany each tender. The cheque will be forfeited if the party decline the contract, or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,
FRED. GELINAS,
Secretary.

Department of Public Works,
Ottawa, 1st December, 1902.

Newspapers inserting this advertisement without authority from the Department will not be paid for it

Some Good Reasons Why we claim your trade

FIRST—The brass we make is the standard by which all other brass is judged.

SECOND—It was good enough for good people 40 years ago, and now that we are making a better brass it ought to be good enough for the younger generation.

THIRD—WE ARE ON THE SPOT with a full and complete stock for shipment same day order is received. This alone is worth a good many dollars in these rush times.

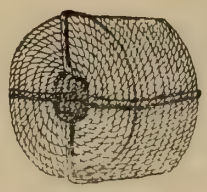
FOURTH—We have issued a comprehensive catalogue classifying over a Million Pounds. It's here for the asking.

WATERBURY BRASS CO.

122-130 Centre St., NEW YORK.

THE INDEPENDENT CORDAGE CO., Limited,

TORONTO.



Highest Award Pan-American Exposition.

MANUFACTURERS OF ALL KINDS OF

SISAL MANILA **ROPE,** Lath Yarn, Shingle Yarn, Hide Cord, Pulp Cord, Clothes Lines **BINDER TWINE**

Transmission Rope a Specialty.

THE EDINBURGH ROPERIE & SAILCLOTH Co Ld

ESTABLISHED 1750

TELEGRAPHIC ADDRESS ROPERIE

LEITH SCOTLAND

MANUFACTURERS OF EVERY DESCRIPTION OF

CORDAGE & CANVAS

MANILA ROPE
SISAL ROPE
NEW ZEALAND ROPE
RUSSIAN ROPE
JUTE ROPE
FISHING LINES
NETTING TWINES
PARCEL TWINES
SPUNYARNS & PACKINGS
BAILING ROPES & CORDS

TRADE MARK E R C 1750

SAILCLOTH
STEAMER CLOTHS
AWNINGS
TENT CLOTHS
DUCKS
PRESSING CLOTHS
TARPAULINGS
CHEMICAL WATERPROOF
SEAMING TWINES
ROPING TWINES

BUYERS OWN SAMPLES MATCHED AT LOWEST TRADE TERMS

ADDRESS ALL COMMUNICATIONS TO OUR CANADIAN OFFICE AND STORES,
THE EDINBURGH ROPERIE & SAILCLOTH CO'Y, Limited, - - 9 St. Peter Street, MONTREAL.

R. B. BYASS & CO., PORT TALBOT, SOUTH WALES, GREAT BRITAIN.

Largest MAKERS OF

BEST SIEMENS STAMPING ENAMELLING BLACK PLATES,

CIRCLES, RECTANGLES, Etc.

MAKERS of all descriptions of STEEL SHEETS.

Brands "**SKER,**" and "**BEST SKER.**"

Sole Canadian Export Agents,

ROBERT CROOKS & CO., Botolph House, 10, Eastcheap, LONDON, E.C.

Cable address : "CROLLO," LONDON.

THE "**GLOBE**" POLISH HAS COME TO **STAY** AND ALL **DEALERS** CAN STOCK IT WITHOUT HESITATION.

TRY "GLOBE" AND YOU WILL USE NO OTHER. IT IS THE BEST.

"GLOBE" METAL POLISH

Write for a supply of Show cards and Advertising Novelties.

—WE SHALL BE PLEASED TO ANSWER ALL ENQUIRIES.—

RAIMES & CO., 164 DUANE ST., NEW YORK CITY.

Sausage Stuffer, Lard *and* Fruit Press

8 Sizes *and* Styles

Rapid Grinding *and* Pulverizing Mills

40 Sizes and Styles for Hand and Power

No. 3, $5.00

Bone, Shell *and* Corn Mill

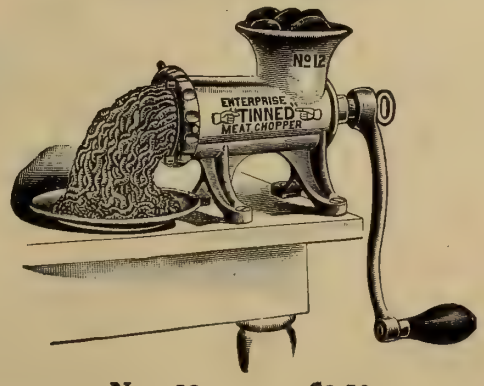
No. 750, $7.50

TRADE "ENTERPRISE" MARK

Meat *and* Food Choppers

TINNED

40 Sizes *and* Styles for Hand *and* Power from $1.00 to $300.00



No. 12, - - $2.50

Sold by all *the* leading Jobbers *of the* Dominion

ILLUSTRATED CATALOGUE MAILED FREE

The Enterprise Mfg. Co. *of* Pa.

Philadelphia, Pa., U. S. A.

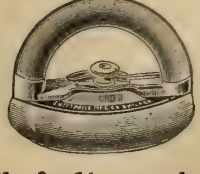
Meat Juice Extractor

No. 21, $2.50

Raisin Seeder

No. 36, $1.00

Cold Handle Polishing IRON



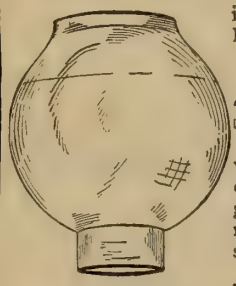
No. 82, $6.75 per doz.

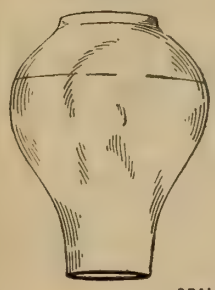
OUR TRADE A MARK

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

OUR TRADE A MARK

Our Chief Business





is making mantles that last the longest and give the most light. A is indelibly branded on the best mantles made.

Our factory is equipped with up-to-date appliances; our output is the largest; our goods the most reliable—We use nickel steel wire supports.

We handle other goods, in such quantities that we can quote you lower prices than you can import them for. No charge for cases or packing.

Write for our quotations on:

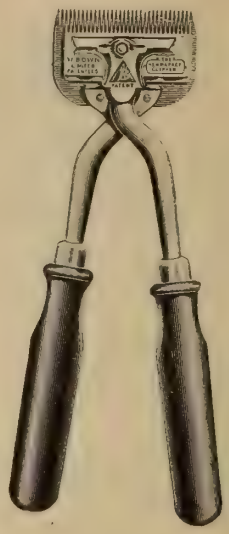
HIGH GALLERIES } Best
LOW " } Quality
HIGH GALLERIES } 2nd
LOW " } Quality
STRAIGHT CHIMNEYS
BARREL "
MICA "
MICA CANOPIES
OPAL SHADES PEAR GLOBES
APPLE GLOBES SUNDRIES

AUER LIGHT CO., - MONTREAL.

BOWN'S "NEWMARKET" Clipper.

PATENTED 1874.

The King of Centre-Adjustment Clippers still remains unsurpassed after a run of nearly THIRTY YEARS



The Improved B. PATTERN "NEWMARKET" may now be obtained from all jobbers.

Detachable Plates.
Improved Cap with Long Bearing.
Rigidity and Easy Running.
Accurately Machined and Perfectly Fitted.

All Parts Interchangeable.

MANUFACTURED SOLELY BY

BURMAN & SONS, LIMITED

BIRMINGHAM, ENGLAND.

Nickle-Plated Copper Tea Kettles,
Nickle-Plated Copper Tea Pots,
Decorated Enameled Ware,
Japanned and Nickle-Plated Crumb Trays,
Covered Roasting Pans,
Pudding Moulds,
Jelly Moulds,
Cake Closets,
Cake Pans,
Slotted Mixing Spoons.

Are you ready for the holiday trade?
Is your stock complete?
We carry a large stock and can ship promptly.

Kemp Manufacturing Co.,

TORONTO, CANADA.

HARDWARE AND METAL

VOL. XIV. MONTREAL AND TORONTO, DECEMBER 6, 1902 NO. 49

President:
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co. Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES.

MONTREAL - - - - 232 McGill Street. Telephone 1255.
TORONTO - - - 10 Front Street East. Telephones 2701 and 2702.
LONDON, ENG. - - 109 Fleet Street, E.C. W. H. Miln.
MANCHESTER, ENG. - - 18 St. Ann Street. H. S. Ashburner.
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NEW YORK - - Room 443 New York Life Bldg.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - - 12s.

Published every Saturday.

Cable Address { Adscript, London / Adscript, Canada.

TRANSPORTATION DELAYS.

SHORTAGE of cars is a favorite topic for newspapers to discuss now-a-days, and the public hears frequently through their columns of the delays occasioned in the transportation of wheat, coal and other commodities to their destinations due to such shortages.

But there are other delays equally annoying of which the public hears but little. Whether or not these delays are occasioned by the aforementioned shortage of cars or by other causes matters little. They exist and they cause annoyance to many merchants.

When a wholesale house finds that it takes a railway company 10 days to convey goods to their warehouse from a mill not 200 miles distant, it is decidedly a condition of affairs that demands an investigation and a remedy. It savours too much of the early days of last century when pack horses were the most rapid means of transportation. If, as was suggested, the shortage of cars at this season of the year lies at the root of the matter, it is abundantly time that some means of overcoming the shortage should be adopted, and the railways assisted in their work of construction. If, on the other hand, the trouble is due to carelessness or mismanagement, stern steps should be taken to make the nation's carriers better servants of the public.

WHY STOVEMAKERS ARE HAPPY.

IT is not the rule for stove manufacturers to delight in a continuance of mild weather well into December, but such is the case this year. The demand for stoves from all over Canada has been so increased in volume that had a really cold snap set in early in November it is almost certain that there would have been a blockade of orders, with the consequent result of frequent cancellations.

The continuance of mild weather has, therefore, enabled most of the foundries to keep up their orders, and prolonged buying to much later than usual. The Toronto branch of one of the leading foundries last week sent in to the foundry an order for two cars of stoves. This seems like so much extra business, for, as a rule, buying from the foundries generally ends before December 1.

Value your customers' friendship and make it lasting and well merited by guaranteeing satisfaction at all times.

A BUSINESS ROMANCE.

FIFTEEN or twenty years ago Colonel Pope was known as one of the most successful American manufacturers.

When the modern bicycle was developed he went extensively into their manufacture and soon became the leader by making good wheels and letting the people know it.

The American Bicycle Co. was formed, combining all the leading makers. Colonel Pope's business was included, and he has not, until lately, been much heard of. He became a director of the combination. Its promoters hoped, by reducing expenses, to make greater profits, and this was a reasonable proposition.

One of the first things the directors of the new company did was to cut off the advertising entirely. Colonel Pope opposed this move very strongly. He said to do so would be ruinous. The other directors persisted, and Colonel Pope resigned and sold all his interest in the Trust at a handsome figure.

The company made a disastrous failure in a much shorter time than Colonel Pope anticipated, and the creditors called on him and begged him to make an effort to put the business on a paying basis again.

At a meeting of the creditors the other day he presented an encouraging report as a result of his investigations. He gave it as his opinion that the cessation of advertising killed the bicycle business.

"The way to revive it," he declares, "is to resume advertising, which was cut off to reduce expenses, forgetful that there would also ensue a reduction in revenues.

"That is my idea for the future—to advertise. There is a future for the bicycle yet, but it will take advertising to develop it."

TO PROMOTE TRADE IN HOME PRODUCTS.

LAST Summer a lady from Western Canada was visiting Quebec. She wanted a pair of gloves. She liked the style of workmanship on a very neat pair of kids that were shown in the retail store in that old city, and she wanted to know where they were made. After some hesitation the merchant admitted they were made in Quebec. This interested her very much and she went to the factory and saw them being made. Not one of them had the word "Canada" or any lettering to show that these excellent gloves were made in the Dominion.

In several of the leading cities there is a society called "Imperial Daughters of the Empire." It is composed of most of the prominent women of the place. In Toronto Mrs. Nordheimer is the head of the society. They have done a great deal for Canadian affairs.

The lady who found the gloves in Quebec is a member, and at one of the meetings shortly after her return she mentioned her experience. Several other women had similar stories to tell about other goods made in Canada, but which most people thought could not be made here. The matter was generally discussed, and it was eventually resolved to hold a small exhibition of articles of purely Canadian manufacture. The Canadian Manufacturers' Association was approached and their assistance asked. At first the ladies' proposition was not very enthusiastically received, because manufacturers are so frequently held up by all sorts of schemes, and this looked like another scheme. They were assured that this was not a plan to make money for a ladies' society. All the ladies wanted was to allow the people of Toronto to see and know something of Canadian products, and that all they wanted the manufacturers to do was to send in a small exhibit, and possibly pay a nominal sum to cover the actual expenses of the share of space they occupied in the hall or building where the exhibition would take place, and for expenses of advertising, and so on.

The Manufacturers' Association have now promised the ladies every assistance. A building is under offer, and it is likely the exhibition will take place about the end of January. If the space is limited it is proposed to select exhibits from among articles made in Canada, but which are also largely imported, leaving out, if necessary, such articles as Canada exports in greater quantities than she imports. Possibly, if a large enough building is obtained, many of these can be exhibited.

It is quite possible that the branches of the Daughters of the Empire in some of the other Canadian cities will hold similar exhibitions immediately after the one in Toronto, but nothing definite seems to have been decided about that.

This scheme is one of the very best for making known to the best class of buyers what Canada can do in every line of manufacture. Most schemes of this sort are fakes. This is the first one we have ever endorsed, and in the last 16 years we have criticized many.

We will be glad to give any further information regarding this exhibition to our readers who desire it, and put them in touch with the working secretary as soon as one is selected by the society.

THE DEMAND FOR BICYCLES.

THE question is often asked why it is that there has been such a tremendous falling off in the demand for bicycles. Of course no one theory can be offered which will account for all the changes in the bicycle trade. Undoubtedly there was a demand for the wheel which was far in exeess of normal conditions, and a reaction from this situation was inevitable. Further than this, however, there is no doubt that one reason why fewer ales are made now than formerly is that dealers do not put the same energy into their selling that they once did. In the days when the bicycle was the popular article of fashion, dealers were actively canvassing for trade in their own locality; to-day too many of them wait for the trade to come to them, and the result is seen in the number of sales obtained.

It is the opinion of the manufacturers of the bicycle and of the most successful dealers that if agents will put the same energy and activity into pushing good standard wheels of to-day, as they did some years ago, that there will be as much money in the bicycle business for the dealers as there ever was.

A DEMORALIZING PRACTICE.

A GOOD many men are still reaping the whirlwind of the recent period of inordinate speculation on the stock market, and not a few of those who were once rich are now poor.

While no one should glory over the losses which have been and are being suffered by speculators in margins, one cannot but recognize that a salutary lesson is being taught.

Suddenly-acquired riches are not the best kind of riches. "Easy come, easy go" is an old proverb that we seem inclined to forget these days. But whether suddenly-acquired riches are good or bad, the spirit which characterizes those who set out to acquire them by investing their small savings in them is certainly demoralizing. The gambling spirit which it cultivates is certainly not conducive to the public weal. But that is not the only objectionable feature about the practice. Another, and one that is scarcely less objectionable, is the spirit of unrest that it breeds. Merchants who are dominated by it are no longer satisfied with the money-making methods of ordinary business. These are dull, prosy and uninteresting. It is the $500 invested in margins, which, by the turn of the market, will produce $5,000, that gives zest to life. And thus, instead of watching for opportunities to develop and increase business, merchants and clerks who are victims of the stock-speculating fever are intent on watching the fluctuations of the stock market.

Nothing can be said against the practice of purchasing stocks outright, particularly for investment purposes. But merchants cannot look after their own business, or clerks the affairs of their employers when they are possessed with the stock-speculating fever. And the times of reaction which we have been experiencing during the past month or two teach us that it pays better in the long run to be faithful to the duties that legitimate business demands than by neglecting them to chase the wild will 'o the wisp of stock market speculation.

THE C. I. F. QUESTION.

BY A. C. LESLIE & CO.

WE have read with interest the various letters in your columns on the "C.I.F." question," in connection with which we have had considerable experience ourselves. We think the whole question practically resolves itself into what the seller in Britain or other European countries means when he quotes C.I.F., as in these matters the practice of the country from which quotation is given must be understood to apply, unless there is a distinct agreement or understanding to the contrary. We have submitted this question to several of our Brtish friends, both manufacturers and merchants, all of whom state positively that their understanding is that a C.I.F. sale does not necessarily bind the shipper to cover any goods "With Average" or "Against All Risks," even if such goods are of a damagable nature. Some of these sellers go so far as to stamp a clause on all letters bearing C.I.F. quotations to the effect that insurance will be effected "F.P.A." only, and that they will accept no responsibility as to marine risks. One of these firms adds that they have, for reasons of their own, made a practice for some time of covering damagable goods "With Average," but those buying from them understand this, but at the same time assert decidedly that they are not bound to do so, and that selling C.I.F. is done as an accommodation to the buyer, to let him know what his goods are going to cost at the point of delivery, not at all for the benefit of the seller. Some of your correspondents are very positive in their view to the contrary, but we have no hesitation in saying that, unless they have reason to know that the seller is quoting subject to insurance "against all risks," they have no case in law for anything beyond F.P.A. insurance.

BY THE CANADA HARDWARE CO., LIMITED.

We are just in receipt of a letter from "Mancunian," one of the largest exporters in Manchester, Eng., who had his views of the C. I. F. question expressed in your issue of Nov. 8 last.

In his letter to us he says: "Although in the letter in question we stated our views on the C. I. F. question generally, for your information we might say that all our shipments to Canada are insured A. P. A., that is to say against all risk free of 3 per cent. damage. The principal goods we ship to the Dominion are galvanized and black sheets and tinplates."

This covers our case. We also received the following letter from a leading manufacturers' agent here, who quoted us for English goods. We wrote asking him what was meant by C. I. F. (he having quoted on this basis). His reply was: "We beg to advise you that we insure our goods according to the usual custom in connection with the class of goods imported. That is to say, if a certain line of goods are in the usual way insured W. P. A., and we insured F. P. A. to save something on the cost of insurance, we think we would be responsible."

In conclusion, we would say that it appears from the different opinions we have received from the various exporting houses direct and through your paper that it is the custom to insure goods liable to damage by sea water or otherwise W. P. A. or A. A. R., that is to say, against all risk, and only goods which could not be damaged, such as billets, pig iron, block tin, etc., should be insured F. P. A., the seller being liable if he does not insure accordingly.

BY "MANCUNIAN," MANCHESTER, ENGLAND.

I am glad to see the legal interpretation in your issue of November 8, which upholds my previous letter.

No legal authority would for one instant maintain that anyone had the absolute right to a receipt for money paid unless such payment concerned him. And yet the authority quoted states that "it is not sufficient to tender the bill of lading without the insurance policy." Does not this prove that the insurance does most nearly concern the buyer? Indeed, the compulsion to surrender the policy to the buyer proves that he is the one and only one nearly concerned, else why should he have the policy?

"Montrealer's" argument re not giving cost price is not really important. Any merchant quoting C.I.F. will also quote cost price if desired. As a matter of fact, so long as the buyer gets his goods at, say, $2.50 C.I.F., it does not matter to him whether the cost is $2 or 2c. The only price he wants is the one which he has to pay.

If Canadian buyers want to insure the seller taking the risks until delivery, let them buy on "delivered and duty paid" terms. In this case the seller's responsibility is not completed until he has paid the duty, which cannot, of course, be done until the goods arrive. With a C.I.F. price, I repeat, the contract is completed on the seller's part by the delivery of a clean bill of lading and insurance policy to the buyer, or to the buyer's agent.

The buyer should stipulate specially if A.P.A. insurance is required. My firm covers all shipments to Canada A.P.A., but then our goods are not general manufactured hardware lines, but sheet and bar metals etc., and the difference in rate between A.P.A. and F.P.A. insurance is so slight on these goods that we cover A.P.A. in our clients' interests. We arrange with many clients to cover them for 10 per cent. over value, so that in case of a loss we recover from the insurance company an amount which covers the goods and pays for loss of sale. At the same time we maintain that F.P.A. insurance would be legally a fulfilment of a C.I.F. sale, there being nothing in the term C.I.F. to indicate the nature of the insurance, and any other than the usual F.P.A. should form the matter of a special agreement.

SOLD ONLY RETAIL BUSINESS.

An item appeared in HARDWARE AND METAL of November 8, stating that the Dawson and Vancouver business of McLennan, McFeely & Co., Limited, wholesale and retail hardware merchants had been taken over by The Yukon Hardware Co. McLennan McFeely & Co., Limited, inform HARDWARE AND METAL that only their retail business in Dawson City was disposed of.

CHRISTMAS BUYING SIMPLIFIED.

Adequate arrangements for displaying goods to advantage are necessary in every up-to-date store. Especially during the weeks preceding Christmas is this need most keenly felt. Merchants who desire to secure suitable display tables and shelves will find Boeckh's adjustable stands both useful and ornamental. United Factories, Limited, Toronto, issue a booklet describing these goods, which they will mail to inquirers on request.

HOWLAND'S HOCKEY TEAM.

The hockey team of H. S. Howland, Sons & Co., Limited, was reorganized on Wednesday night for the coming season. The following officers were elected:

Hon. President—Peleg Howland.
Hon. Vice-President—Geo. W. Howland.
President—H. A. Gunn.
Vice-Presidents—J. Bolton Reade and E. J. White.
Sec.-Treas—R. T. Freek.
Committee—Geo. Mitchell (manager), E. B. Ryan, R. B. Roy and E. T. Butler.

Two years ago the Howland team won the Commercial Championship, and as this season's aggregation is looked upon as being even stronger, it may be expected to give a good account of itself.

INDUSTRIAL GOSSIP.

FORT WILLIAM has organized a "10,000 Club," the object of which is to promote industries and develop the town to reach a population of 10,000 in the near future, the present number of people being 5,000. Mayor Dyke feels hopeful that the next two years will see at least 2,000 to 3,000 additional population, as the result of incoming industries, together with the general development.

The Pigeon River Lumber Co.'s mill has shut down for a month for repairs.

James Millar and George Brussels have bought the rolling mills at Guelph.

Copper of good quality has been discovered at Bancroft, Hastings county.

A one-sixth interest in the Raleigh oil field gusher has been sold to Dr. Fairbanks, jr., of Petrolea, for $20,000.

Sutherland, Innes & Co., hoop and stave manufacturers, Chatham, Ont., have offered to remove their mills to St. Thomas for a consideration.

The town of Essex has carried a by-law to grant concessions to a company to locate a factory for the manufacture of automobiles and steam specialties.

The Brantford Screw Co., Brantford, has been incorporated with $150,000 capital and the following directors: Lloyd Harris, C. Cook, F. Grobb, E. L. Goold and John Muir, all of Brantford.

President Hanrahan, of the Sydney Board of Trade, has received a letter from a large New York dyeing concern asking if the conditions would warrant the establishment of a branch in Sydney, N.S.

The National Petroleum Co., of Petrolea, has been incorporated, with headquarters in Guelph. It has a capital of $40,000 and the following directors: Geo. A. McGillivray, London; Wm. McLachlan and A. W. Alexander, Guelph.

The limits of the new Raleigh oil fields seem to be limited. A second well, drilled about half a mile north of the Gurd gusher, turned out a dry hole. The opinion of the experts is that the trend of the oil is the other way. Extraordinary excitement was created in Chatham by the curious find of oil in an abandoned artesian well.

W. J. Lindsay, of St. Thomas, is representing a company which offers to establish a wire fence and nail manufacturing concern, guaranteeing to employ 100 men 300 days per year, and to pay taxes on a fixed amount for a stated period; to invest $120,000 in plant and buildings. All they ask is $25,000 bonus and a fixed assessment of $75,000. The name of the proposed concern is The Imperial Wire and Steel Co.

The Ogilvie Flour Mills have entered an agreement with the Fort William Council to erect fireproof buildings, a mill capable of manufacturing 1,500 bbls. per day and an elevator to hold at least 500,000 bush., on conditions which will be voted on by the people of Fort William on January 5. If this vote is favorable the consent of the Ontario Legislature will have to be obtained, upon which the construction of the works will be at once proceeded with.

Mr. Knapp, promoter of the Knapp roller and tubular boats, is endeavoring to get a bonus of $60,000 and a free site in Sydney, N. S., on condition that a shipbuilding plant be established there. Structural steel for two vessels, he says, has already been ordered in England, and can be landed at Sydney when the yard is completed. He expects to be able to launch the first steamer on the opening of St. Lawrence navigation, claiming that the Rothschilds are willing to back up his project.

MANITOBA CEMENT CO.

The prospectus of The Manitoba Cement Co. is out. It contains, among other things, a list of the directors, it tells of the uses of cement and some large works in which cement was largely used. The lift-lock on the Otonabee River, part of the Trent Canal, the largest of that kind of lock in the world. It is constructed entirely of cement, over 30,000 bbls. being used.

A VIEW BY A U. S. CONSUL.

The United States Consul-General stationed at Montreal has sent in his report to Washington, in which he states that there are various enterprises in Canada run by American capital. The list embraces some thirty or more companies, among which are the Canadian Coal and Steel Co., capital of $6,000,000; the Federal Sugar Refining Co., with a capital of $600,000; and another million-dollar factory is about to be established at Toronto to manufacture agricultural implements, and will employ 400 hands. Their output will be $1,500 worth of machinery yearly.

THE CHRISTMAS GLOBE.

A Canadian production that all Canadians may well be proud to send into any other country is the annual Christmas number of The Toronto Globe. This year The Globe's Christmas number reaches a very high standard from a literary, artistic and mechanical point of view. Besides the book itself, with its beautifully lithographed cover, and many pages of Christmas stories and interesting photo-engravings, there are six handsome supplements, two lithographed in colors and the others tinted half-tones. One of the large colored plates is from a painting by J. D. Kelly. The price of this number, 50c., is very low considering the high quality of its contents.

INQUIRIES ABOUT CANADIAN GOODS.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government office in London:

1. The addresses of some Canadian oyster merchants have been asked for by a firm desirous of obtaining samples of Caraquet and other varieties.

2. A firm importing oats in large quantities desire to be placed in touch with reliable shippers in Canada.

3. Inquiry is made by importers in London for names of Canadian producers of fruit pulp of good quality.

4. A correspondent asks to be furnished with addresses of Canadian sawmillers handling white pine and sawing small stuff. Sizes to be any length, from 2 ft. 2½ in. wide, 3-16 in. thick, free from knots, sap and shakes.

5. A firm of belting manufacturers in the North of England desire to hear from a first-class Canadian firm of engineers' merchants or general merchant importers having a good connection among mills, factories and steam-users generally, with a view to the appointment of an agency for the Dominion.

6. A Liverpool firm of produce importers is anxious to secure a consignment agency for Canadian bacon, and wish to get into touch with a reliable packer.

[The names of the firms making the above inquiries can be obtained on application to the Editor of HARDWARE AND METAL.]

WIRE NAILS
TACKS
WIRE

Prompt Shipment.

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

THE STOVE INDUSTRY IN HAMILTON

HAMILTON, which, from the time of the establishment of the present Gurney-Tilden Company, in 1843, has forged ahead as a great stove and furnace producing centre, shows this year an activity in this line far in advance of any previous year. The increased impetus has been effected from various causes, the general prosperity of the country having much influence on the general demand, while the threatened dearth of coal has created a large demand for air-tight sheet-iron heaters, which are now being produced in large numbers from the moulding rooms. So great has been the demand for these latter stoves that many of the companies have been forced to curtail the production of their standard stoves to meet this requirement. Even The Gurney-Tilden Company, with its four large moulding shops and its 375 workmen, find themselves getting behind with their orders.

The lock department of this company, which is of recent development, is now greatly increased, and many firms which have hitherto bought American goods are purchasing these articles from The Gurney Tilden Co. A lock supplement, illustrating these goods, is now being prepared by the advertiser for the firm, Mr. Hewson.

The Burrow-Stewart & Milne Company, Limited, Hamilton, report a most considerable increase on their business of last year, which was also much in advance of that of any previous year in the history of the company. Their show-room presents an immense range of their "Jewel" stoves, which are now being produced at the rate of about 16 per day.

Among the numerous lines shown by this company, the "Coral Jewel," for town and city trade, with its duplex fire box and latest style of shell decoration, and the "Gypsy Jewel" range cook and the "Crown Jewel" steel range, embodying as they do many of the best and most recent features in stove construction, are worthy of special note.

A most convenient stove manufactured by this company is the Souris "Grand Jewel," which is furnished with either duplex grates for hard coal, or special grates for burning soft coal, and the different qualities of coal obtained in the Canadian Northwest.

The "Grand Jewel," made in four sizes, square, and four sizes with tank, is a most substantial and highly-finished wood cook. This is the first cast-iron stove ever to be fitted with a sheet-steel oven with patent bracing which prevents warping and cracking.

A stove now for the first time in their showroom is the "Retort Jewel," one evolved from the exigencies of the past season. This is made in four sizes, a soft and hard-coal heater with nickel top ring and nickel foot rail, and a name plate which may be used as a teapot shelf.

In coal heaters this company is showing the modern and "Ideal Jewel," made in two sizes, with or without ovens. A complete line of gas ranges is also in hand. The "Imperial Standard" scales manufactured by The Burrow, Stewart & Milne Co., are also in great demand at present.

The company report a large demand for the "Dominion Jewel," now advertised in "Hardware and Metal."

The Burrow, Stewart & Milne Co., of Hamilton, have lately acquired considerable property to the north of their present plant with a view to extending their buildings early next year. The warehouse and moulding rooms will be considerably extended.

Berger's Paris Green, Largest Seller in Canada.

There is more Berger's Pure English Paris Green sold in Canada than any other brand.

It's the greatest bug-killer known, and that's what makes it popular with dealer and consumer.

If you want to secure the paris green trade of your district get BERGER'S.

It's the most satisfactory.

We are agents for Canada. Write us ***now*** for prices.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.
CHICAGO, NEW YORK, CLEVELAND. NEWARK, MONTREAL, BOSTON, TORONTO, SAN FRANCISCO. KANSAS CITY.

A ST. JOHN VISITOR

Mr. C. S. Archibald, representing The Maritime Nail Co., Limited, and The Portland Rolling Mills, Limited, St. John, N.B., has been in Montreal during the week visiting the wholesale trade. Mr. Archibald has come from the west, having been on a business trip to Sault Ste. Marie, where he took the opportunity to inspect the Clergue plants. He was struck by the fact that, owing to having the latest and most improved machinery, an immense amount of work has been done by comparatively few men.

Mr. Archibald reports business in the Maritime Provinces to be in excellent condition, the various rolling mills having had one of the best seasons in their history.

TRADE WITH WEST INDIES.

Mr. Jacob Jesurum, the British Consul at Curacoa, Danish West Indies, has been in Montreal and Toronto for some time making arrangements to have Canadian firms represented in that country. He received a great deal of help in his mission from the Canadian Manufacturers' Association. The Montreal firms which will now have a business connection with the Danish West Indies are: The Thomas Davidson Manufacturing Co., the Eclipse Acetylene Gas Co., Montreal Suspender and Umbrella Manufacturing Co., and the Canadian Preserved Butter Co. Toronto firms include Dunlop Tire Co., Francis-Frost Co., Heintzman & Co., Pugsley, Dingham & Co., Toronto Carpet Manufacturing Co., Eckhardt Casket Co., and A. R. Clarke & Co.

Mr. Jesurum has been inquiring into the manufactures of Canada, and has come to the conclusion that there are great opportunities to work up a large trade with the Danish West Indies.

CHAT.

THE Anchor Line Steamship Co., will build another trans-Atlantic steamer, like the ss. Columbia, of 10,000 tons burden. The new vessel will be ready by 1904.

N. D. McKinnon has started a new store at Weyburn, N.W.T.

Fire destroyed $26,000 worth of property at Bathurst, N.B.

Wm. Mackay, the millionaire lumberman, of Ottawa, is dead.

The Rathbun Company have five shanties operating on the line of the Central Ontario Railway.

Oliver Seibert has left Berlin for Guelph, Ont., where he becomes foreman of The Taylor-Forbes Co.

The Macadamite Metal Company, of St. John, N.B., may take the building of the old Ossekeag Stamping Co., at Hampton.

Campbell & Halstead have purchased option on the mineral paint deposit found some time ago by ex-Mayor McCarthy at Rat Portage.

The Revenue of the Dominion Customs for the last five months was $15,058,746, an increase of $1,763,069 over the same period last year.

D. A. Cameron, of the General Passenger Department of the C.P.R., will leave Winnipeg shortly for Yokohama, where he will enter business.

The Dominion Wrought Iron Wheel Co., of Toronto, have decided to build a factory at Orillia, Ont., for the manufacture of wheels for wagons, traction engines, etc.

Railroaders are in force around Strathcona, Alta. Representatives of the G. T. R. and C. P. R. surveyors are there, and the 2nd vice-president of the C. N. R. is expected shortly.

I. W. Housser, cashier of The Massey Harris Co., at Winnipeg, was presented with a solitaire ring and a complimentary address on the occasion of his departure for Calgary, where he assumes the management of the Alberta business of the company.

The British Columbia Lumber and Shingle Manufacturers' Association have decided to advance the price of shingles 10c. per 1,000 on April 1 next. The reason for the increase is that wages have advanced 25 per cent., logs, 40 per cent., and insurance rates have also been increased.

Gauthier, Cote & Freres, general merchants, St. Cyrille de Wendover, Que., have registered.

A GUARANTEED VALUE

Nothing made so highly exemplifies the art of Single gun making as the

IVER JOHNSON

SEMI-HAMMERLESS ***TRIGGER ACTION***

SINGLE GUN

The trade prefer them, and the public demand them.

Our recently published catalog is a concise and complete treatise on the processes and essentials requisite for the production of a high-class single gun.

SEND FOR ONE.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Salesroom: 99 Chambers St. **FITCHBURG, MASS.**

MANTELS, GRATES and TILE.

Are any of your customers building a new house? If so, why not try and sell them a mantel as well as hardware? They will want one, and it will pay you. Write us for catalogue and price.

THE BATTY STOVE & HARDWARE CO.

76 York St,, TORONTO.

Steel Frame Churn.

DAVID MAXWELL & SONS,

ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn"

Patented Features: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1903. Steel or Wood Frame as desired.

"THE MAXWELL" Lawn Mower.
High Wheel 10 inches.

Lawn Mowers.

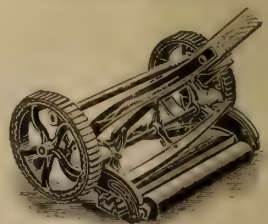
High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

SEND DIRECT TO US.

Wheelbarrows.

In four different sizes.



MAXWELL MOWER.
t-inch Low Wheel.

H. S. HOWLAND, SONS & CO., LIMITED.

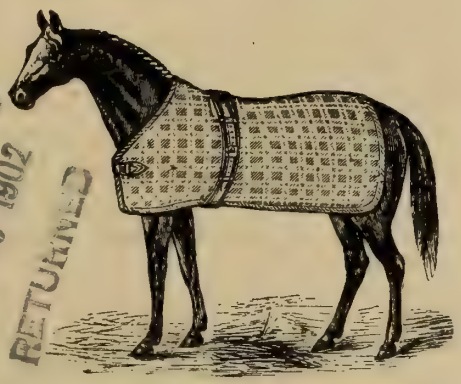
WHOLESALE ONLY

37-39 West Front Street, **Toronto.**

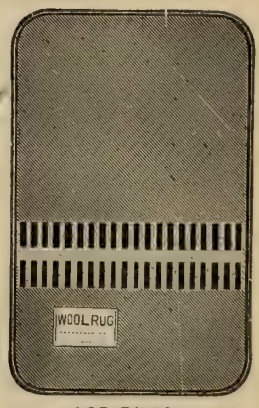
ONLY WHOLESALE

HORSE BLANKETS, GIRTHS, Etc.

GIRTHS
Plain and Padded.

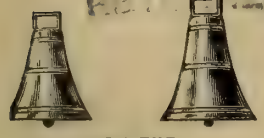


HORSE BLANKETS.
Jute and Kersey.



LAP RUGS.

SLEIGH BELLS.

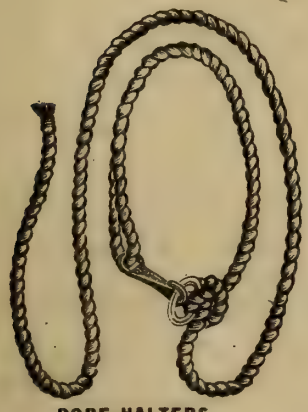


YORK EYE.

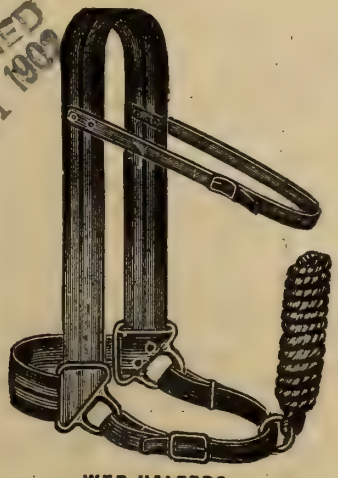
BODY and BACK.

SHAFT.

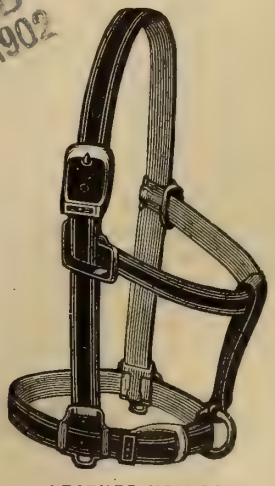
HALTERS.



ROPE HALTERS.
Sisal and Jute.



WEB HALTERS.
Rope and Leather Chin Strap.



LEATHER HALTERS.
1 in. and 1¼ in.

FOR OTHER LINES SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, **Toronto.**

WE SHIP PROMPTLY.

Graham Nails are the Best.

Factory: Dufferin Street, Toronto.

OUR PRICES ARE RIGHT.

MACHINERY AND ELECTRICAL SUPPLY DEPARTMENT

MACHINERY AND ELECTRICAL NOTES.

An Act to incorporate The Dominion Institute of Amalgamated Engineering will be sought for at the coming session of Parliament.

The machinery for the new Copp foundry at Fort William will be installed during the winter months.

A large chucking lathe has been shipped to The Pillow-Hersey Manufacturing Co., Montreal, by H. W. Petrie, Toronto.

An Act to incorporate the Dominion Institute of Amalgamated Engineering will be sought for at the coming session of Parliament.

The C.P.R. have decided to double their works at Toronto Junction, says Master Mechanic Sprague. They now employ 500 hands.

The Intercolonial Railway has lost one of its most valued construction mechanics, by the death of George S. Allan, of the Halifax shops.

Essex ratepayers on Monday carried a by-law granting certain concessions to an automobile company, which intends to establish works there.

The plant of The Stratford Peat Fuel Company, near Stratford, Ont., was destroyed by fire on Friday night. The engine, boiler and press were totally wrecked.

A new pulp mill is being erected at St. George, N.B. It will be 65 x 120 feet, exclusive of the boiler house, and will be lighted by electricity and be steam heated.

The Nott Bicycle Factory, which some time ago passed into the possession of the St. Catharines Council, has been sold to The Lamb Wire Fence Co., for $10,000.

Haley & Sons, woodworkers, St. Stephens, N.B., are making large additions and will erect another mill to be run by electrically transmitted power next year.

A 100 H.-P. Wheelock tandem compound engine has been installed by The Brussels Electric Light Company, Brussels, Ont., the engine being procured from H. W. Petrie, Toronto.

The Ross-McLaren sawmills, about three miles above New Westminster, have been bought by a syndicate represented by L. W. David, of the Monarch Lumber Mills, Blaine, Wash. The mills will be equipped to employ about 200 hands.

A 19 x 44-in. No. 2 Petrie boiler, made especially for heating and cooking purposes, has been installed by Mr. Dart, of Toronto. The large stock of these boilers shown are attracting much attention at present in H. W. Petrie's warehouse, 141-145 Front street, Toronto.

M. E. Bermingham, of the Kingston Locomotive Works, has brought out 61 skilled mechanics from Germany. It is intended to put a night force and day force at wark in the locomotive works, thus doubling the output, hence the necessity of importing the German mechanics.

The Consumers' Gas Company, of Toronto is adding to its plant another water-gas installation which will produce 800,000 cubic feet of gas per day, thus increasing the capacity of the present works by about 20 per cent. This extension will be completed by the middle of the present month.

An experiment of interest to manufacturers has been tried on the Michigan Central Railway. A smoke consumer is situated near the firebox, and is so arranged that with proper firing no smoke issues from the stack, but is used again for fuel. This little concern, it is stated, has proven to be a very economical feature, and if the results are satisfactory after a thorough test, they will be used on all engines.

A No. 5 "Jewel" automatic engine was shipped to G. W. Peteman, Bond Head, Ont., by H. W. Petrie, Toronto, this week. This engine is fast becoming a favorite means of developing power for electric plants, and, in fact, for any purpose that a high speed, thoroughly reliable automatic engine can be used for. By reason of its being perfectly governed, the governor acting directly on the balanced valve, its speed is always constant.

TRACTION LINES TO BE MERGED

The nine large New York traction lines, with a total capital of $217,000,000 and a track mileage of 969.09, are to be merged. These lines last year carried a total of 1,077,629,600 passengers, of whom 422,000,000 were carried by The Metropolitan Street Railway; 303,097,000 by The Brooklyn Rapid Transit, and 223,000,000 by The Manhattan.

ELECTRICAL LIGHTING IN CANADA.

THE annual report of George Johnson, Dominion Statisticcian, shows that electric lighting, especially of incandescent lights is steadily growing in Canada. The number of arc lights used in the Dominion has increased from 10,389 in 1898 to 12,884 in 1902, and of incandescent lights, from 461,615 in 1898 to 995,056 in 1902. Reckoning each arc lamp as equal to ten incandescents, the use of electricity as a light-giver has developed from 565,505 lamps in 1898 and 943,676 in 1901 to 1,123,896 in 1902.

Out of the total of 312 companies, Ontario has 195, or 62½ per cent. As the proportion of Ontario's population is 40.6, it is plain that the Province has adopted the electric light to a greater extent than the other Provinces. In 110 Ontario cities, towns and villages electricity is used for lighting, 20 of the municipalities owning their own plants.

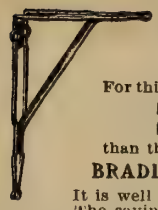
Of the cities Montreal leads in the use of electricity, having 2,474 arc and 184,978 incandescents; Toronto has 1,672 arcs and 100,000 incandescents; Ottawa has slightly more than Quebec, having 650 arcs and 93,207 incandescents, compared with Quebec's total of 607 arcs and 80,000 incandescents. Hamilton follows with 606 arcs and 33,058 incandescents, with London in sixth place with 351 arcs and 20,000 of the smaller lights.

SALE OF ELECTRICAL WORKS.

The attention of machinists and electricians is directed to the advertisement in this issue of the sale of the assets and business of The Gee Electrical Engineering Co., Limited, 11 Colborne street, Toronto, by tender up to noon, December 9, 1902. Persons desiring to tender may see the plant and stock at the premises. As there is about $9,000 worth of plant, etc., there will likely be much that would be worth purchasing.

INSURANCE GOES UP.

An extra fire insurance rate will be imposed shortly upon the storage of automobiles run by gasoline engines. This decision was reached by the Toronto branch of the Canadian Fire Underwriters' Association at their regular monthly meeting. The extra rate will be charged subject to a guarantee in the policy that the reservoirs shall be filled in daylight and that no artificial light or fire of any kind be allowed on the premises. The application of the extra rate has been left in the hands of the secretary of special ratings.



Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be
NOTHING BETTER
NOTHING CHEAPER
than the . . . .
BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong** and **Light**. The saving in freight is a good profit, aside from the **lower price** at which the goods are sold.

Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

ANNEXATION SALE.

I am annexing a large new warehouse to my already spacious quarters, and to save the expense and trouble of moving, a portion of the following machinery will sell at close prices:

BLACKSMITHS FORGES.
No. 25 Geared Forge, Buffalo Make, NEW.
20-in. x 25-in Hand Riveting Forge, Brantford Make, NEW.
16-in x 30-in Portable Hand and Power Forge.
Nos. 5 and 7 Buffalo Forges.

EMERY GRINDERS.
Double Grinder, Pedestal with Countershaft.
No. 2 Bench Twist Drill Grinder.
Double Grinder, Square Base.

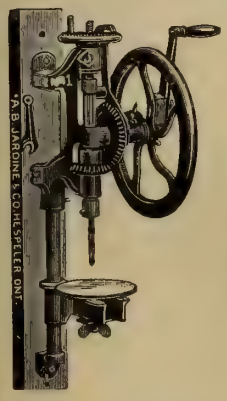
HOISTING MACHINES.
6½-in. x 8-in Double Cylinder Engine and boiler.
6-in x 7-in Double Cylinder Ship's Winch.
Single Purchase Hand Crab, English Make.
No. 20 Pulley Blocks, Sprague Make.
3,000-lb Differential Blocks.

FANS AND BLOWERS.
No. 6 Steel Pressure Blower, Buffalo Make.
No. 4 " " " "
No. 5 Volume B. " " " "

Write for Monthly Stock List and Prices.

H. W. PETRIE

131-3-5-7-9-141-43-45 Front St. West and
8-10-12-14-16-18-20-22 Station St., TORONTO.

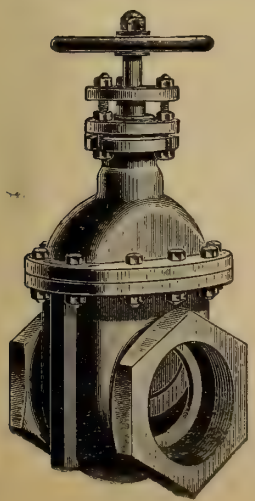


TRADE MARK J REGISTERED.

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.



BUY KERR VALVES.

They give satisfaction every time.

Catalogue on application.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.

DIAMOND EXTENSION STOVE BACK

They are easily adjusted and fitted to a stove by any one.

Please your customers by supplying them immediately with what they want.

Patented, July 11th, 1893. Canadian Patent, June 14th. 1894.

EXTENDED.

Sold by Jobbers of . . .

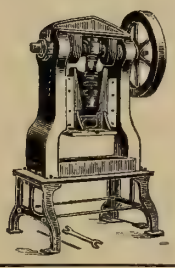
Hardware Tinware and Stoves.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
" " TAYLOR-FORBES CO., Limited, Guelph, Ontario.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. **Write Us for Prices**

JAMES WARNOCK & CO., - GALT, ONT.



G. A. Crosby & Co. of Ontario, LIMITED

SARNIA, ONT.

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

H. W. Petrie 141-145 Front Street West, **TORONTO—Selling Agent.**

THE

"Radiant Shelby" Lamp

IS THE STANDARD.

Produces 50 per cent. more useful light from the same amount of current, as compared with other lamps.

Highest Efficiency, Longest Life.

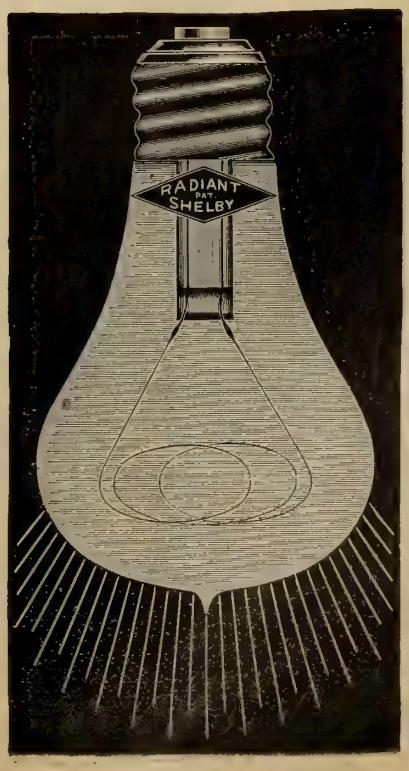
For sale by all prominent dealers in Electrical Supplies.

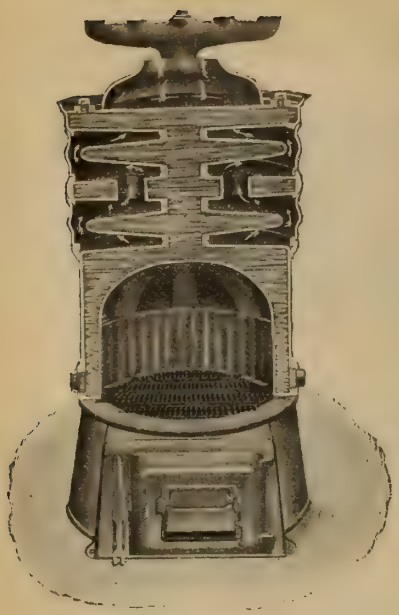
MANUFACTURED BY

The Ontario Lantern Co.,
HAMILTON, ONT.

WALTER GROSE, Montreal,
Selling Agent.

(PATENTED)





Successful Heating

Our efforts to warm Canadian buildings economically have been crowned with success. The introduction of our

"ECONOMY"

Hot Water Boiler and its ultimate perfecting have contributed largely to our fame as Heating Experts.

The **"ECONOMY"** Hot Water Boiler is made along sensible lines—constructed absolutely without bolts or packing—easy to put together—means satisfaction to the tenant, because it works steadily and burns little fuel.

Write for a new and attractive booklet on this system.

J. F. Pease Furnace Co., Limited,

Head Office, 189-193 Queen St. East, - **TORONTO.**

DEPARTMENT OF RAILWAYS AND CANALS.

Soulanges Canal.

NOTICE TO CONTRACTORS

SEALED TENDERS addressed to the undersigned and endorsed tender for **Electrical Supplies** and **Hardware** will be received at this office up to sixteen o'clock on Thursday the 11th of December, 1902, for the supply of certain Electrical Supplies and Articles of Hardware required for the Soulanges Canal.

List of Articles required will be furnished on application at this office.

By Order.

L. K. JONES, Secretary.

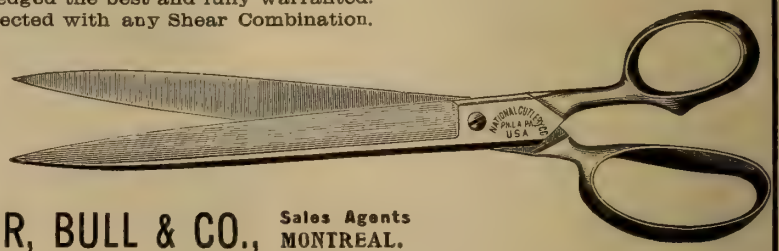
Department of Railways and Canals,
Ottawa, December 2nd, 1902.

THE CELEBRATED

NATIONAL CUTLERY CO. SHEARS

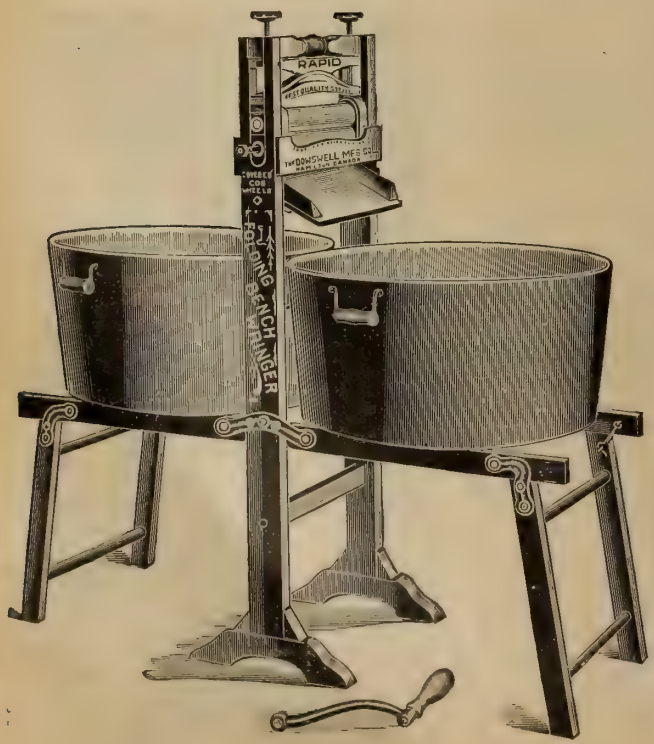
Acknowledged the best and fully warranted.
Not connected with any Shear Combination.

Tailors' Shears,
Trimmers,
Ladies' Scissors,
Barbers' Shears,
Tinners' Snips.



DECATUR, BULL & CO., Sales Agents MONTREAL.

Something New in..... BENCH WRINGERS



NOTE THE FOLLOWING ADVANTAGES:

- Enclosed Cogs—children cannot get their fingers caught.
- Extra Wide Frame—greater wringer surface.
- Grease cannot get on Rolls.
- Water cannot get into Bearings.
- Bearings exposed, easy to lubricate.
- Supplied with or without Ball Bearings.
- Four different grades of Rolls.
- Every Roll has our name stamped on it, and to each Wringer is attached a warranty tag guaranteeing the Rolls from one to five years in family use, according to grade.
- We make 55 different styles and sizes of Wringers.

The Dowswell Manufacturing Co., Limited.

W. L. HALDIMAND & SON, Montreal, Eastern Agts.

HAMILTON.

BOILER-ROOM TALK.

By "Old Bill" the engineer to his striker "Jake."

"GET down off that box, Jake, and wheel another barrel of coal on to the scales. Did I ever tell you how we come to weigh our coal? Well, one day a slick-looking young fellar showed up, saying he was from The Fairbanks Company's office, and wanted to know what kind of valves we was using. I told him near as I could, for it was a tough question. We had so many different kinds. The fellar had some sample valves with him, and after speakin' his little piece to me, said he'd like to see the superintendent. I showed him up and the old man, who wasn't feelin' very well that day, just glared at him over his glasses, and sez, 'Well, what do you want?' The feller took his medicine like a little major, and sez he had been out in the boiler room talkin' over the question of valves with me, and while there he had been surprised at the way my striker was pushin' the coal into the furnace. The old man said he did not see what business it was of his, or how he was going to help matters any.

"That last remark was what the feller had been lookin' for, and he just sailed right in and gave the old man a good talk on the amount of coal it took to run our plant. When he finished, the superintendent was lookin' interested, and I was about the maddest man you ever seen, to think of a young feller coming up from the city and tellin' me how much coal it ought to take to do my work.

"When the old man see I was mad he was all the more interested, and the outcome of the whole matter was, that the feller called off an order for those Fairbanks' coal scales and an invitation from the boss to call again when they was set up, and see how I was operatin'.

"He wasn't long in making his second call. These agents usually come often enough; and by that time I was gettin' interested myself, and was tryin' to see how little coal I could use in a day and keep up steam.

"The feller gave me a pleasant 'Howdo,' and although I was still feelin' a little frosty, I kind o' wanted to see what he would do and have to say next. I gave him one of those social handshakes which a 'floater' gets when he is introduced to a successful politician, after election, and he started in. He sez: 'Let's see you stoke the fire!'

"So I grabbed my favorite shovel and made the coal fly, hopin' he would notice what a clean swing I made and how nicely I scattered the coal over the grate. I had always thought I could beat the earth at this trick, and that if I had the chance could sow grass-seed off the edge of a coal shovel so even that when it come up you would think the lot was turfed down by hand.

"Well, the feller sez, 'That ain't the right way to stoke that boiler,' and I was mad again. But he didn't seem to notice my feelin's and sez—'Pile the coal up in the front end of the firebox, and when it cokes push it back.'

"I tried his way, and although it took a little more of my time from reading the daily papers and playin' cards, I have stuck to it ever since. Say, we saved the cost of those scales in six months, and the old man was so tickled that he won't even order a bit of waste without its from The Fairbanks Company.

"You know, Bill, over at the power plant—he was tellin' me about the hopper scale Fairbanks are putting in for him. The scale is built around the hopper that holds five tons, and the hull thing's hung inside the sidewalk. If we had more head room, we could have put one in here. Strange, these architect fellers never seems to think of scales when they make the plans.

"There are good men travelling for that company, who have helped me out from some hard problems since then, and although they almost always work the boss for a nice order, some way or other, usin' their goods has saved us a lot of money and trouble.

"Hurry up with that coal, Jake, and I will tell you later on how I come to pull out all the valves in this plant and used Fairbanks instead."

OIL POPULAR AS STEAMSHIP FUEL.

Oil is now being used on nearly all the large steamers plying between San Francisco and the Orient. It is reported to cost less than half as much as coal, and so much of it can be taken in the bunkers of a steamer that no fuel stations are needed along the voyage. From three to four days can be cut off the round trip between San Francisco and the Far East, and freight rates have dropped to such a low point that the coal-using ships cannot compete. It is said that three million dollars' worth of ships on the Pacific, in the coal-carrying trade, have had to change their business within the last two years.

Germany is also experimenting with oil as fuel. It is being used as an auxiliary fuel on the China station, and the German steamship companies now have six steamships that burn nothing else. No less than 30 regular oil-supplying stations for ships already exist and the number is rapidly increasing. It has been calculated that the use of oil fuel increases the radius of action of a warship by 50 per cent. weight for weight, and by nearly 90 per cent. if all the coal space can be utilized for oil-storage.

NEW FIREPROOF MATERIAL.

A new fireproof material, or rather a new combination of fireproof substances, is described by the London correspondent of The Scientific American. It is the invention of a Russian officer, who has named it "uralite," from the mountain range where its chief constituent, asbestos, is found in large quantities. The asbestos is ground to a fine pulp, and pressed into sheets, which are glued together and saturated with soluble glass. The material thus obtained, which can be treated like wood, is waterproof, is not affected by climate, and is an electric insulator, besides being twice as strong as Portland cement, and hence valuable for floors and ceilings. The price is about 7c. per square foot.

JUDICIAL SALE

OF THE

Assets and Business of the

Gee Electrical Engineering Company,

Limited.

Sealed tenders will be received, addressed to the Master-in-Ordinary, Osgoode Hall, Toronto, and marked "Tenders in the Gee Electrical Engineering Company, Limited," up to 12 o'clock noon of the 9th day of December, 1902, for the purchase of the following assets of the said company, the business of which is now being continued by the Liquidator, that is to say:

1. Plant—Machinery	$5,450 00	
" Tools, Pulleys, Belting, Patterns, etc	3,046 80	
	$8,496 80	
Subject to liens for purchase money	564 79	
		$7,932 01
2. Merchandise—(a) Motors and Dynamos	$4,366 00	
Merchandise - (b) Motors and Dynamos, unfinished	1,630 00	
Merchandise—(c) Chandeliers	239 23	
		$6,235 23
3. Supplies		1,980 79
4. Shop Fittings and Furniture		971 50

The stock and stock sheets and detailed schedule of the machinery, with the amounts due for liens, can be seen at the premises, No. 11 Colborne Street, Toronto, or upon application to the Liquidator, at his office, 33 Scott St., Toronto.

Terms of Sale:—Ten per cent. cash; balance in equal portions in two or four months, with interest at seven per cent., secured to the satisfaction of the Liquidator, but in the event of the assets not being sold en bloc, but in portions or lots, the terms of sale shall be ten per cent. cash, balance in one month, with interest at seven per cent., secured to the satisfaction of the Liquidator.

Tenders will be opened at the office of the Master-in-Ordinary, Osgoode Hall, Toronto, at 12 o'clock noon, on the 9th day of December, 1902, when all tenderers are requested to be present.

The tenders must be accompanied by a marked cheque, payable to the Liquidator, for ten per cent. of the amount of tender, which will be returned if the tender is not accepted, and each tenderer shall state in his tender how much he will give for each group or lot over and above the lien thereon. Should the amount of said lien in group one be varied before the sale a certificate setting out such variation will be read by the Master, in the presence of the parties tendering, before the tenders are opened.

Lot two above mentioned is subject to the payment by the purchaser to the Liquidator of all sums expended by the Liquidator in the completion of part (b) of said lot. Particulars of such expenditure may be procured from the Liquidator, and will be read by the Master in the presence of the parties tendering before the tenders are opened.

The highest or any tender not necessarily accepted. The other conditions of sale are the standing conditions of court as far as applicable.

For further particulars and conditions of sale application may be made to the Liquidator or his Solicitor.

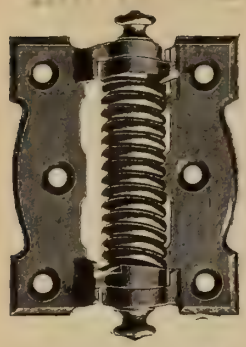
Dated at Toronto, this 21st day of November, 1902.

NEIL M'LEAN, Chief Clerk, M.O.
E. R. C. CLARKSON, Liquidator.

W. M. DOUGLAS, Solicitor for Liquidator, 70 Home Life.

RETURNED JAN 12 1903

SPRING HINGES



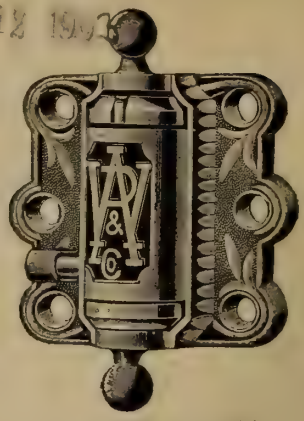
NON HOLD-BACK PATTERN
No. 51—JAPANNED

Once used, always used,

"EUREKA" CAST SAP SPOUTS

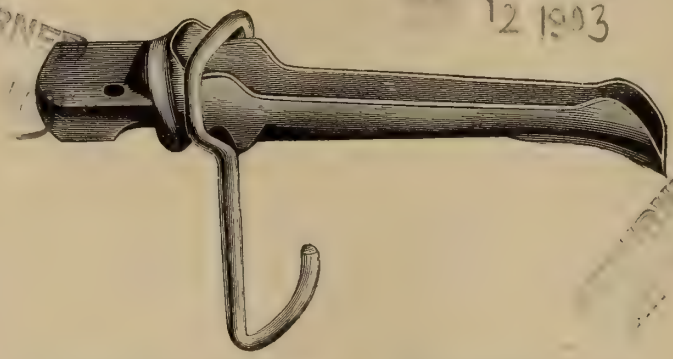
They will not buckle or pull out of the tree when the wind blows.

They give satisfaction under all conditions.



HOLD-BACK PATTERN
No. 20—JAPANNED
No. 120—OLD COPPERED
No 120—Packed With Screws

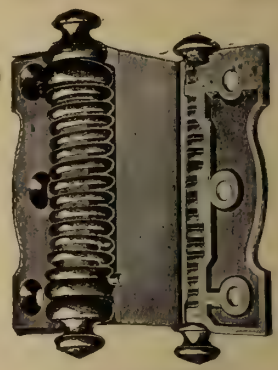
HOLD-BACK PATTERN.
No 5—ROYAL BRONZE



Sold only through the Wholesale trade.

MANUFACTURED BY

TAYLOR-FORBES CO., Limited, Guelph, Can.



DOUBLE ACTING
No. 50—JAPANNED

Golden Hints

FOR

Christmas Silverware Trade.

The Christmas season is fast approaching and most of the retailers are prepared for it. It is not too late however to put in an order for a selection of Silver Plated Ware which will do much to increase your holiday trade.

There never was a better season for selling Silverware.

Send us your name and address and we will be pleased to forward you our catalogue filled with selling lines for Christmas.

Be sure it is **Standard Silverware**—it is the best.

Standard Silver Co.,

LIMITED

31-41 Hayter St., TORONTO

PARIS GREEN

We are manufacturing the finest Paris Green it is possible to make.

Far ahead of the Government Standard.

Strictly Pure.
Good Color.
Neat Packages.

Address the makers,

THE
CANADA PAINT COMPANY.

YOU are on the
Right Track
if you are making arrangements to purchase all your
PAINT
and
VARNISH
supplies for
1903
from

THE
CANADA PAINT COMPANY
LIMITED
MONTREAL and **TORONTO**

They are First Hands and undoubtedly give the best value.

PAINT, OIL AND BRUSH TRADES

MAKING CASTOR OIL.

CASTOR OIL is made principally in California, Italy, Mexico and India, but most extensively in California.

There are two distinct processes of extracting the oil from the seed, i.e., expression and decoction. While the latter process is adopted in Italy and India, the Californian manufacturers and most of the Mexican manufacturers obtain the oil in the following manner:

After gathering the seeds in the fall of the year they are placed in drying furnaces for an hour or so for a sufficient time to soften the seeds, as the greater percentage of the oil contained in a seed can be obtained when the seed is soft. After they have been removed from the dryer they are placed in the press, similar to a cider press, and the seeds are crushed. The oil runs into a large bowl directly beneath this press and is mixed with about an equal portion of water and boiled for one and one-half or two hours —thus precipitating the albumen and other impurities. When cool there will be a thin scum on top which is skimmed off, the water and oil are then separated, sometimes by running the water off and sometimes by "baling" out the oil, which is placed in the "sun tanks"— (tanks of metal exposed to the sun) where it bleaches for eight or ten hours and is then removed to the store-room where it is placed in barrels, carboys, etc., ready for the market. Some of the trees in California reach a height of 50 feet, and the seeds from one tree contain as much as 15 gallons of pure oil.

In more northern latitudes the castor-oil plant rarely grows higher than three feet and is used for ornamental purposes, while in warmer countries it becomes a tree.—Porto Rico Trade.

AMERICAN STANDARD WICKS.

All dealers in refined illuminating oils receive frequent complaints of the quality of oil, which complaints, if thoroughly investigated, would often prove to be due to the use of wicks of inferior quality. To overcome this source of trouble The Standard Oil Company, Toronto, have spent considerable thought and money to produce a wick which would give satisfaction. This wick is now being introduced to the Canadian trade by The Queen City Oil Company, Toronto, and as it is of pure quality and oil draws well through it the demand for it has justified the time and expense spent on its production. The wick is called the "American Standard Wick."

A REDUCTION IN PAINT BRUSHES.

A circular has recently been sent to the trade announcing a reduction in the price of brushes by The United Factories, Limited. The new catalogue is in the printer's hands and will be mailed shortly. This will show prices to have been generally revised and lowered, so the trade should make it a point to secure a copy of the new list. The reductions have been made in brushes in spite of the fact that the tendency of bristles is upward and the probability that an advance will have to be again made in the spring.

BROOM CORN STEADY IN VALUE.

"There are some inferior grades of broom corn offering at reduced prices, but it is altogether unsatisfactory stuff, red, crooked and seedy, of a quality we wouldn't buy," said E. C. Boeckh, of The United Factories, Limited, on Thursday. "The better grades of broom corn, however, remain quite stiff and the prices of brooms are likely to be well maintained in consequence."

AN ATTRACTIVE WAREHOUSE.

THE improvements to the warehouse and show-rooms of The United Factories, Limited, have been completed, the result being one of the most attractive and commodious warehouses in Toronto. As one enters the premises the arrangement is seen to be simple and practical. A large corridor runs down the middle of the building with on either side separate offices for the invoice, accountant and sales departments, as well as for the president, E. C. Boeckh, and the secretary-treasurer, A. W. Wills. The compartment divisions are all made of quarter oak and ornamental plate glass, with sliding doors and all other modern conveniences. The show-rooms are at the rear, and as has always been the case, the display of brushes, woodenware, etc., are shown in such a manner as to give buyers a ready and satisfactory examination of them.

The United Factories, Limited, have also opened a new warehouse at 71-73 Dundas street, London, Ont., where a full stock will be carried as is now done in Toronto and Montreal.

GOOD CROP OF FLAXSEED.

The flaxseed crop of Manitoba, where the bulk of this product is grown, has been well sold up and has proved of uniformly good quality. A considerable quantity has been shipped to Ontario during the past few weeks, the price ranging from 98c. to $1.05 per bushel. These prices do not affect the linseed oil market materially, as much flaxseed has to be imported and the market is based on the price of the imported product.

PAINT AND OIL MARKETS.

MONTREAL

CONSIDERABLE business has been done in paris green during the past week, as all the leading jobbing houses are inclined to take advantage of the lowest schedule price at present in force. There are rumors afloat of an attempt to be made to form a combination in the United States on similar lines as were arranged three or four years ago, and if this proves to be correct there will be little or no competition from that market. Linseed oil has been reduced 2c. and turpentine 1c. per gallon. In the primary market both lines are fluctuating considerably, but the general trend of the market has been lower. In the paint trade orders have been coming in more freely during the past week and our prediction in last week's issue in regard to winter business seems even more likely to be filled. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, $5.15 to $5.25; No. 1, $4.77½ to $4.87½; No. 2, $4.40 to $4.50; No. 3, $4.02½ to $4.12½; No. 4, $3.65 to $3.75, all f.o.b. Montreal. Terms, 4 months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5.25 in casks; kegs, $5.50.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote: Bulk, in bbls., $1.90 per 100 lb.; bulk, in less quantity, $2.05; bladders, in bbls., $2.25; bladders, in 100 or 200-lb. kegs or boxes, $2.40; in tins, $2.55 to $2.65; in less than 100-lb. lots, $3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

WINDOW GLASS.

Send in your specification now and secure good sizes before the assortments get broken up. Large stocks are now arriving, but so are orders, and many good sizes are sent out as fast as they come to hand. Then when arrivals cease, prices generally stiffen up for the winter. Buy now.

STAR, DIAMOND, DOUBLE.

Rolled, Ornamental, Cathedral, and all kinds of glass.

A. RAMSAY & SON
MONTREAL.

COLD WATER PAINT INDELIBLO

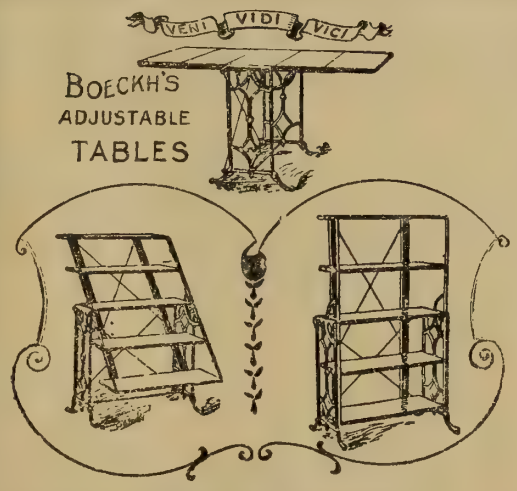
Have you any customers who are always asking for a cheap paint and a good paint ? Have you any factories, elevators, sheds, alleyways, shafts; or customers who have; and do the cleaning up in the quiet winter season ? Put them on to **Indeliblo.** There's money in it for you, and no smell, dust, dirt or waste for them. Sanitary, washable, waterproof. White and colors.

Agents

A. RAMSAY & SON, - - - - MONTREAL
THE J. H. ASHDOWN HARDWARE CO., Limited, - WINNIPEG
McLENNAN, McFEELY & CO., - - - VANCOUVER

Makers

THE MURALO COMPANY, New Brighton, Borough of Richmond, New York



INSTANTLY ADJUSTED AND FIRMLY LOCKED AT ANY ANGLE

It Pays to Display Wares Well at Xmas.

For placing wares prominently and profitably before the buying public at a small outlay, there is nothing equal to

Boeckh's Adjustable Display Tables.

Useful for many purposes as Table or Shelves—instantly adjusted and firmly locked at any angle—very handsome ornaments to any class of store.

Boeckh's Adjustable Tables Encourage the Buying Habit.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

UNITED FACTORIES, LIMITED.

Head Office : TORONTO.

MONTREAL BRANCH : 1 and 3 DeBresoles St.

LONDON BRANCH : 71 Dundas St.

RED LEAD.—Genuine red lead, in casks, $4.50 ; in 100-lb. kegs, $4.75 ; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25 ; kegs, $4.50, and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c. ; less quantities, 5½c.; flake litharge, casks, $5.25 ; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 62c.; boiled, 65c. In 5 to 9 bbls., 1c. less. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gal. advance.

TURPENTINE.—Single barrels, 75c.; 2 to 4 barrels, 74c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45 ; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.45 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PARIS GREEN.—Petroleum barrels, 13¼c. per lb.; arsenic kegs, 13½c.; 50 and 100-lb. drums, 14c.; 25-lb. drums, 14½c. ; 1-lb. packages, 15c.; ½-lb. packages, 17c.; 1-lb. tins, 16c.; ½-lb. tins, 18c.

TORONTO.

There is very little movement, so wholesalers are stock-taking and hustling for season's contracts with carriage and implement men. The markets generally are steady, but linseed oil and turpentine continue at the reduction made on Friday last, 2c. per gallon in linseed oil and 1c. per gallon in turpentine. White zinc is 25c. higher in casks. Paris green is receiving considerable attention from the trade, as the development of the system of spraying throughout the Province presages a big season's trade in this line. The opening quotations are given below. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $5 to $5.25 ; No. 1, $4.62½ to $4.87½ : No. 2, $4.25 to $4.50 ; No. 3, $3.87½ to $4.12½.; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards ; ½c. per lb. extra will be charged for 12½-lb. pkgs.; genuine dry white lead in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.50 to $4.75; ditto, in kegs of 100 lb., $5; No. 1, in casks of 560 lb., $3.75 to $4; ditto, kegs of 100 lb., $4.25.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6.25; Lehigh, in casks, $6 to $6.25.

SHINGLE STAIN.—In 5-gallon lots, 60 to 75c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb. ; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35c. ; in less than cases, 40c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35 ; white, $2.35 to $2.45 per gal. ; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8½c. per lb.; cabinet glue, in bbls., 12c.; emery glue, in bbls., 17½c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, $2.25 ; bladders, in 100-lb. kegs, $2.40 ; bulk in bbls., $1.90 ; bulk, less than bbls. and up to 100 lb., $2.05 ; bladders, bulk or tins, less than 100 lb., $2.90.

PARIS GREEN.—Petroleum bbls., 13¼c. per lb.; arsenic kegs, 13½c.; 50 and 100-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. packages, 15c.; ½-lb. packages, 17c.; 1-lb. tins, 16c.; ½-lb. tins, 18c.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity ; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon ; No. 1, $1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 9 to 9½c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 63c.; boiled, 66c. ; 3 to 5 barrels, raw, 62c.; boiled, 65c.; 6 to 9 barrels, raw, 60c. ; boiled, 63c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 77c.; 2 to 3 bbls., 76c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

GASOLINE AND BENZINE.—We quote: Benzine, 19¼c. and gasoline, ordinary, 21¼c. and engine, 22¼c. f.o.b. Toronto.

WINDOW GLASS.

MONTREAL.

Considerable glass has been moving during the past week and dealers expect good business for the next couple of weeks. There is a slight change in our quotations from last week, which it would be well to make note of. We quote as follows : First break, 50 feet, $2; second, $2.10 for 50 feet; first break, 100 feet, $3.80; second break, $4 ; third break, $4.50; fourth break, $4.75.

TORONTO

The movement of glass keeps active, with the market fairly steady though prices are still open and competition keen. Quotations are : Under 26 in., $4.25 ; 26 to 40 in., $4.65 ; 41 to 50 in., $5.10 ; 51 to 60 in., $5.35 ; 61 to 70 in., $5.75 ; 71 to 80 in., $6.25 ; 81 to 85 in., $7 ; 86 to 90 in., $7.75. Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days. Discount, 15 per cent.

NOTES.

There is a slight decrease in the price of glass.

Several orders for paints for future delivery have been booked during the past week.

Louis A. Robitaille, agent and importer, Quebec, has filed a declaration that he intends to carry on business at Quebec as merchant, importer and manufacturer of paints, oils, etc., under the firm name of The Quebec Oil Company, and that he is the only member of the above firm.

"ANCHOR"
ANCHOR BRAND
H.&P.
REGISTERED
TRADE MARK
Liquid Paint
EXCELS ALL OTHERS.
The White Lead Used is
BRANDRAM BROS & CO
BRANDRAM'S B. B. WHITE LEAD
REGISTERED TRADE MARK
MANUFACTURERS LONDON ENGLAND
GENUINE.

YOUR LIQUID PAINT TRADE.

To have and hold a first class Liquid Paint trade, the first step necessary is to secure the best paint.

The life of a liquid paint depends upon the white lead used.

For years **Brandram's B. B. Genuine White Lead** has been acknowledged the best in the world.

It is the only white lead used in "Anchor" Liquid Paint.

Our Advertising is Up to Date.
Henderson & Potts,
ESTABLISHED 1874.
Halifax and Montreal.

Send us a post card and let us tell you all about it.

Are you troubled with your Customers coming back complaining about the quality of the Varnish you sold them ?

IF SO, GET SOME

Elastilite Varnish

sell it to THEM NEXT TIME and WATCH RESULTS.

In tins only, from ½-pint to 1-gallon.

Satisfaction guaranteed or money back.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED

Toronto, Ontario, Canada.

Canadian Agents for Buehne's "Red, White and Blue" Brand Steel Wool.

No Complaints

is a rare experience with dealers who are handling Mixed Paints, but if you stock the celebrated

"ARK BRAND" PAINTS

you can have no reasonable complaints, as the goods are made right, and can always be relied upon to give the highest satisfaction.

Read what our Hepworth customer says :

"We have been handling the 'Ark Brand' Paint for the past three or four years, and it has given entire satisfaction. We have to hear of the first complaint as yet. We therefore recommend it to any user of paint.

"JOHN MCKAY."

Do not delay in securing the agency for your town if we are not already represented. It will bring increased business in all lines.

FREE—Our Practical Booklet, **"Paint, What to Use and How to Use It."**

Manufactured by

THE FRANCIS-FROST C°. Limited

TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler.

Standard Brass Valves and Cocks.

In order to meet the requirements of the trade we are carrying a full stock of

Standard Valves and Cocks.

Our prices are low, and we are in a position to ship promptly.

THE FAIRBANKS COMPANY

MONTREAL. **VANCOUVER.**

J. Nicklin & Co.

Great Charles Street, **Birmingham, Eng.**

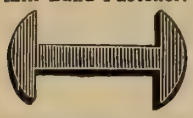
REGISTERED SAJONIC TRADE MARK

MAKERS OF

Curtain Rings, Tinned Blind Rings, Brass Rimmed Tablets,

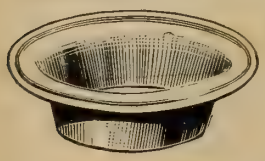
Also the following:

Mill Band Fastener.



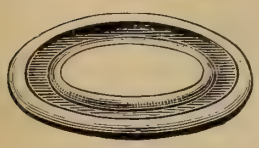
"Lion" Mill Band Fastener.

Brass Sail Eylet and Ring.



Brass Stamped Label.

Brass Candle Save-all.



"Utile" Curtain Hook.

INDENTS THROUGH MERCHANTS ONLY.

CORDAGE

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope	Lathyarn
Sisal Rope	Shingleyarn
Jute Rope	Bale Rope
Russian Rope	Lariat Rope
Marline	Hemp Packing
Houseline	Italian Packing
Hambroline	Jute Packing
Clotheslines	Drilling Cables
Tarred Hemp Rope	Spunyarn
White Hemp Rope	Pulp Cord
Bolt Rope	Lobster Marlin
Hide Rope	Paper Cord
Halyards	Cheese Cord
Deep Sealine	Hay Rope
Ratline	Fish Cord
Plow Lines	Sand Lines

"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

CONSUMERS CORDAGE COMPANY, Limited

Western Ontario Representative—
WM. B. STEWART,
Tel. 94. 27 Front St., West, Toronto.

MONTREAL, QUE.

Saves Labor. Saves Time.

Has no Weak Points. Never Slips.

The "HOLDFAST" Screwdriver

Most convenient tool ever invented. Holds screw in position.
Every mechanic and carpenter requires one.

We carry a complete line of

COMPTON BALL-BEARING SHEARS.

The NEWEST and BEST in LADIES', BARBERS', and TAILORS' SHEARS.

EVERY PAIR WARRANTED. **THE ABOVE LINES ARE MONEY-MAKERS.** **SEND FOR SAMPLES.**

If you require a **Good Quality Tin Plate** try our **Special Paper-Lined Tin Plate**—All sizes.

THE SEYBOLD AND SONS CO.,

77 D'YOUVILLE SQUARE,
478 ST. PAUL STREET,
MONTREAL.

One Motion

All you need; and if properly applied is more effective than many.

The Peerless Iceland Freezer has one motion and is so constructed that it gives the *cream* more motion than does any other freezer.

That's why it makes better cream in less time.

Our catalog is causing much favorable comment. Have you seen it?

DANA & CO., = = Cincinnati.

New York Branch, 10 Warren St. San Francisco Branch, 105 Front St.

THE OFFICE

DEVOTED TO THE OFFICE STAFF OF BUSINESS ESTABLISHMENTS.

"MAKING THE PLACE."

IN times of great political excitement a motion to "suspend rules" is in order. In time of stress, when a young man is seeking to earn a livelihood, we suggest that he suspend the rule of looking about for a position and see what he can do to fill a need unknown or unrecognized.

Where a definite routine of labor is involved it is easy to secure help, and those positions are usually filled, with a waiting list behind each. But there are labors to be performed, work to be done, skill of hands or alertness of mind or grasp of some "How" that requires a person of peculiar fitness, but which that person must himself discover and to which he must fit himself.

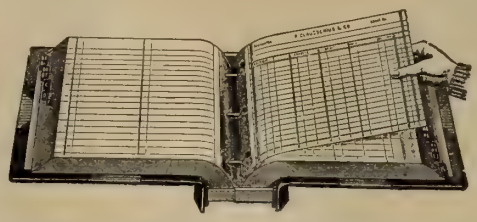
There is room in every factory for more "help" than there is. Every office could find employment for the extraordinary help which is wanted (unconsciously, no doubt) additional to what there is. The young man who is hunting for a position had better give up his quest and see if he can't make place for himself where his peculiar manner of doing things, or fitness for certain operations, or talent for creating, may find useful application. To such we would say, go to a merchant or manufacturer or manager and show him where you fit into his affairs, wherein you can serve him to his profit, and you won't get anything but an interested hearing. If you go to those same men asking if there is a vacant place, involving known factors or detail or routine, you are quite sure to meet the ready "No." To-day's business genius makes his place and fills it by the very force of his capacity to do something better or differently from others (which, not infrequently, is all that is required to make it better) and to point out just where he could step in and fit, he will secure a speedy recognition and success will follow as surely as day follows night. Every man knows what he wants, but every man doesn't know what others want. Learn that and meet the demand.

MISDIRECTED MAIL MATTER.

Out of an annual total of four thousand million of pieces of mail matter sent in Great Britain, ten millions were not delivered owing to defective addresses. The loss incident to these millions of errors would sustain a hospital for broken promises. Not merely is a two-cent stamp wasted when a letter goes astray, but we know the widespread collateral losses often involved even in a single case of non-delivery. Concentrated attention to the moment's work would prevent most of the waste inclusive under misdirected mail; and it seems a pity that an instant's mind wandering, or the quick carelessness of a wobbling pen should be permitted to do so much harm.

OFFICE ACCESSORIES.

Hart & Riddell, manufacturing stationers, Wellington street, Toronto, are introducing the Opalla Loose-Leaf Ledgers. The cut below shows the new office device



unlocked ready for removal or insertion of sheets. The Opalla Loose-Leaf Ledger works easier, looks better, lasts longer and costs less than any other expanding ledger.

Its object is to eliminate all inactive, closed or dead accounts, transferring them to a transfer ledger where sheets can be kept in their same relative position ready for reference at all times, leaving the current ledger free from all except active accounts.

In the loose-leaf ledger the account is always under the proper tab, as the index is distributed through the entire ledger in the proper order, saving time. The insertion and removal of its sheets makes of the loose leaves a perpetual ledger.

UTILITY OF WANT BOOK.

How many dealers are there who keep a "Want Book?" A want book is practically a ledger made up from the stock account and shows at a glance what may be needed. Dealers frequently fall into a habit, and a very careless one it is, of waiting until a traveller comes along, and then going over his stock in a listless sort of a way with the object of finding out what is needed. What they need most of all is a record of what they want or are likely to want at any given date. If goods in any line run low, or there is apt to be a demand for them in excess of present supplies, jot the item down on the book and see that they are ordered at the first opportunity. Don't wait for the traveller to point out your necessities, although he is a very valuable assistant in your line of business at times, and is always worth cultivating for the knowledge that's in him, but use the book as a sort of automatic memory and look into it at regular intervals. No one can be expected to remember all the daily wants that come up for filling.

ABOUT OUR "WANT COLUMN."

We have every disposition to aid such of our friends as happen to be seeking positions. Many employers are reading our papers and we consider we can best serve all concerned by inserting advertisements of "Situations Wanted" under such headings. We are doing this and here call particular attention to the fact, believing that the wanted and wanting may come together to mutual advantage if they will use the columns of our magazines for their purposes.

To those who wish to employ office help our columns offer opportunities to reach a very large audience of interested, intelligent workers.

If you are buying general publicity, of if you wish to place your goods before every class of business men through a medium which brings immediate returns, "The Office" is the place for your advertisement.

It points the way to the placing of your story to more than 25,000 thrifty and progressive business men in prosperous sections each month at a rate much lower than is offered by any other similar paper in Canada. Business men line up, and we will show you what we can do for you!

ESTABLISHED 1855
TAYLOR'S
FIRE & BURGLAR
SAFES
HAVE MANY PATENTED IMPROVEMENTS
NOT FOUND IN OTHER MAKES
THAT WILL WELL REPAY AN
INVESTIGATION
BY THOSE WHO DESIRE TO SECURE
THE BEST SAFE
J. & J. TAYLOR.
TORONTO SAFE WORKS.
TORONTO.
MONTREAL VANCOUVER
WINNIPEG VICTORIA

POINTER FOR BUSY MEN.

A SHORT TALK
BY
LONG DISTANCE TELEPHONE
OFTEN SAVES
A LONG WAIT.
TRY IT.

THE BELL TELEPHONE CO. OF CANADA.

Wrapping Papers

THAT GIVE SATISFACTION.

Our paper always does on account of its toughness and durability which prevents accidental tearing.

CANADA PAPER CO., Limited
TORONTO and MONTREAL.

WESTERN Incorporated 1851
ASSURANCE COMPANY

Fire and Marine

Capital -	$2,000,000.00
Assets, over -	2,900,000.00
Annual Income	3,000,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.

THE TIME TO INSURE IS **NOW** While you are WELL, STRONG and INSURABLE.

The Confederation Life

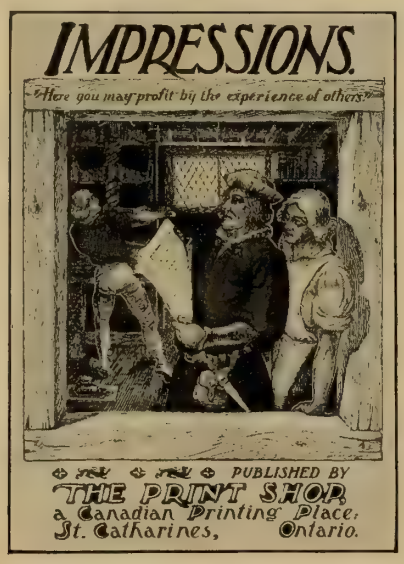
ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY. PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

W. H. BEATTY, ESQ., President. | W. D. MATTHEWS, ESQ., Vice-President. | FREDERICK WYLD, ESQ., Vice-President. | **W. C. MACDONALD,** Actuary. | **J. K. MACDONALD,** Managing Director.

Head Office, - - Toronto.



The Right Hand of the Sales Department.

From time to time the Print Shop of St. Catharines has issued a little magazine known as "Impressions" advocating good printing and advertising.

It has met with so much success that we have decided to issue it every month and embody in its table of contents each issue special features by experts on the various phases of advertising; for instance, in the January number will be found:

Cover design by Gatchel & Manning, of Philadelphia.

The Follow Up System for Advertisers by J. B. Hendrickson, the card index expert of Rochester. To the advertiser who is unacquainted with this plan this article is worth many times the subscription price. It contains information that has cost a number of firms hundreds of dollars to find out.

A Criticism of Trade Paper Advertising by Lillian Gertrude Keyes, of New York. Miss Keyes, who conducts the campaign of advertising for the Semi-Ready Clothing Company is certainly an authority whose articles will be of great value to all advertisers.

As I See It by E. St. Elmo Lewis, of Philadelphia. A great many of you have "asked Lewis about it," and you found his advice sound.

All of which should prove to be a wonderful help to your sales department.

When you consider that this publication is issued by the Print Shop, whose work as printers of De Luxe editions of advertising is so well known, it is a guarantee that each issue will inspire readers to do better and more profitable work along advertising lines.

In fact, do you know where you could spend a dollar to better advantage. Just fill out one of the coupons and send it in.

THE PRINT SHOP, ST. CATHARINES, ONT.

Kindly send sample copy of "Impressions" at no cost to me.

Name.....

Street.....

Town.....

Province.....

Enclosed find $1 for which send "Impressions" for one year to

Name.....

Street.....

Town.....

Province.....

MARKETS AND MARKET NOTES

QUEBEC MARKETS

Montreal, December 5, 1902.

HARDWARE.

THERE have been few actual changes in prices this week, but an active trade has been doing in most lines, particularly in cutlery and other goods for the Christmas trade. Owing to bad roads, visitors to the market from near country points have been somewhat fewer in number, though the city trade is excellent. Sleigh bells, snow shovels, etc., are moving rapidly. "Enterprise" meat choppers are now discounted at 33 1-3 per cent. off, instead of 30 per cent. No other quotable changes have been made.

BARB WIRE.—There is nothing doing in this line and the price remains at $2.90 per 100-lb. keg f.o.b. Montreal, and $2.55 f.o.b. Cleveland.

GALVANIZED WIRE.—Trade continues quiet in this wire and there is nothing of importance to report. Our quotations are now as follows : Nos. 6, 7 and 8 gauge, $3.20 ; No. 9, $2.55 ; No. 10, $3.30 ; No. 11, $3.40 ; No. 12, $2.70 ; No. 13, $2.80 ; No. 14, $3.80 ; No. 15, $4.30 ; No. 16, $4.55 ; No. 17, $4.95 ; No. 18, $5.20. In carlots, f. o. b. Cleveland, the prices are : No. 9, $2.15 ; No. 12, $2.30 ; No. 13, $2.40, not dutiable. No. 10, $2.20 ; No. 11, $2.25 ; No. 14, $2.50 ; No. 15, $2.95 ; No. 16, $3.05, dutiable. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—The demand is still light this week. Quotations are as follows : Bright and annealed, $2.60 per 100 lb. f. o. b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows : Coppered wire, 60c.; tinned wire, $2 ; oiling, 10c.; spring wire, $1.25 ; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—There is only a small amount of business doing this week. The discount on fine wire is 25 per cent. with the following net extras: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—There is no change and no improvement in the demand. The discount is 62½ per cent.

FENCE STAPLES.—There is very little demand for staples. No quotable change is reported and galvanized sells at $3 per 100-lb. keg; bright at $2.80 per 100-lb. keg; 25 and 50-lb. packages, 25c. extra.

WIRE NAILS.—A few orders have been received this week, but the market on the whole is quiet at unchanged prices. We quote as follows: $2.55 per keg for small lots and $2.50 in carlots, f.o.b. Montreal, London, Hamilton, Toronto, Gananoque, Brantford, Windsor, Ont., St. John and Halifax.

CUT NAILS.—The market is quiet and has developed no new feature. The price per keg, in small lots, is $2.45 and in carlots, $2.40.

HORSE NAILS.—There is still a good demand for horse nails and the market is active. No changes have been made in prices, and our quotations are as follows : "C" brand, 40, 10 and 7½ per cent. off; on "M" brand, "Oval," 57½ per cent.; "New City," 57½ per cent.; "New Countersunk," 65 per cent.; "Monarch," 65 per cent.; "Peerless," 50 and 7½ per cent.

HORSESHOES.—These are moving out well. Prices are unchanged, and we quote : Iron shoes, light and medium, pattern, No. 2 and larger, $3.35 ; No. 1 and smaller, $3.60 ; snow pattern, No. 2 and larger, $3.60 ; No. 1 and smaller, $3.85 ; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45 ; No. 1 and smaller, $3.70 ; featherweight, all sizes, 0 to 4, $5 ; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra. F.o.b. Montreal only.

RIVETS AND BURRS.—The demand is still light for these. Discounts are : Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and

DECORATED TEA POT.

DECORATED COFFEE POT.

Do You Get Your Share of the Money Spent at Xmas Time?

We have novelties in Decorated Enamelled Ware which make good, sensible gifts, sell well and give the dealers a wide margin of profit.

The accompanying engravings give only a faint idea of the rich hand work on these goods. Better illustrations are given on the colored pages of our Tinware Catalogue.

All lines enamelled in two colors (dark blue and white), and extra decorated for Xmas trade.

Prompt shipment guaranteed.

The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, AND ST. JOHN, N.B.

"Everything for the Tinshop."

ENGLISH
GERMAN
BELGIAN
CANADIAN
AMERICAN
} PORTLAND CEMENTS.

FIRE
BUILDING
ENAMELLED
SILICA
MAGNESIA
} BRICKS.

DRAIN
CULVERT
} PIPES.

F. HYDE & CO.

31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond McCall & Co.

MONTREAL, QUE.

or to

Canada Iron Furnace Co.

MIDLAND, ONT. Limited

10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS.—There has been no improvement in the demand, which is still small. We quote the discounts as follows: Norway carriage bolts, 55 per cent.; common, 50 per cent; full square carriage bolts, 55 per cent.; machine bolts. 50 and 5 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼c. per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

SCREWS.—Business is rather quiet this week and the market is without new feature. The discounts are as follows: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—The market is quiet and unchanged. We quote: Manila, 14c.; British manila, 12c.; sisal, 12c.; lathyarn, 11c.

BUILDING PAPER.—Some jobbers report a fair demand for building paper, and our quotations are still as follows: Tarred felt, $1.70 per 100 lb.; 2-ply, ready roofing, 85c. per roll; 3-ply, $1.10 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O K and I X L, 65c. per roll; heavy straw sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—Trade is dull and the price is $1.40 per 100 square feet.

FIREBRICKS.—But little business has transpired in firebricks. English sell at $16 to $22 and Scotch at $17 to $22 per 1,000.

CEMENT.—There is a fairly good trade doing. We quote: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl., ex-wharf, and American, $2.10 to $2.20 ex-cars.

SKATES.—There is still a good movement in all lines of skates. We quote as follow: Halifax pattern, 36c. per pair; nickel-plated, 65c.; ladies' nickel-plated, 60c.; ladies' concave nickel-plated, $1.35 plain hockey, 27c. to $1.35; nickel-plated hockey, 60c. to $2.50; double-end hockey, $1.50 to $3. Skate straps, 35c. to $1.35.

HOCKEY STICKS.—Demand for these is very brisk. Quotations are: Best second growth, goal keepers', $4.20 per doz.; ash, $2.90; elm, $2.25; boys' elm, $1.10; common, 90c. Regulation pucks, $1.50 per dozen.

SNOW SHOVELS.—These are moving out rapidly. No quotable change has been made, and we quote: "Habitant," $2.25 to $2.40; "Victor," 30 per cent. off; steel railroad shovels, 48 and 5 per cent. off.

FIRE SHOVELS.—Jobbers report an active demand for fire shovels this week, and our quotations are now as follows: No. 70, 38½ to 40c. per dozen; No. 55, 55 to 60c.; No. 57, 82½ to 90c.; No. 60 82½ to 90c.; No. 65, $1.37½ to $1.45; No. 80, 50 to 55c.; "Duplex," No. 7, $1.21; No. 9, $1.52; No. 11, $1.82.

COAL HODS.—These are now moving forward rapidly, and the market is ac-

Bar Iron
Horseshoe Iron
Hoop and Band Iron

All **"Dominion Crown,"** best English make, at low prices.

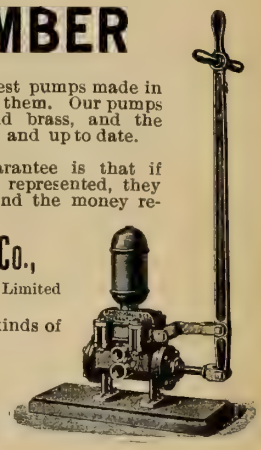
A. C. LESLIE & CO.

509-512 Merchants Bank Building,
MONTREAL.

REMEMBER

we manufacture the best pumps made in Canada and guarantee them. Our pumps are made of iron and brass, and the models are handsome and up to date.

The McDougall guarantee is that if the goods are not as represented, they will be taken back and the money refunded.



The R. McDougall Co., Limited
GALT, ONT.
Manufacturers of all kinds of Pumps for all services.

Quality best.
Prices right.

Catalogue for the asking.

Pig Tin.

"Boustead & Co's" Penang
"Straits"
"Lamb and Flag"

Copper —"Lake"
—"MA"
Galvanized Sheets.

ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN
OPEN HEARTH STEEL

tive. The list prices are quoted as follows: Japanned, 16-in., $4.50 per doz.; 17-in., $4.80; 18-in., $5.10; with gold band, 17-in., $5.10; 18-in., $5.40. Galvanized, 16-in., $6.20; 17-in., $6.50; 18-in., $6.80 per doz. The discount is 45 per cent.

LANTERNS.—A good business is doing in lanterns. Prices are unchanged. We quote: Tilt, lift or hinge, No. 0, $4 per dozen ; Cold Blast, $7 per dozen ; dashboard, No. 0. $5.75 per dozen ; cold-blast dashboard, $9 per dozen. Extras are as follows : Japanning, 50c. per dozen ; copper-plating cold blast, $2 per dozen. The prices quoted are f.o.b. London, Hamilton, Toronto, Belleville, Kingston and Montreal.

METALS.

The local metal market shows no change of importance this week. Pig iron has continued to stiffen somewhat in price, and tinplates on the English market have shown some strength. Steel on the foreign markets is in better demand, and business for prompt delivery is active.

BAR IRON.—The market keeps firm under a fairly good inquiry. No further change in price has taken place. Prices are as follows : Merchants' bar, $2; horseshoe iron, $2.25; extra refined, $2.25 and forged iron, $2.20.

BLACK SHEETS.—These are unchanged in price. There is a moderate demand. We quote : 28 gauge, $2.65; 26 gauge. $2.60; 20 to 24 gauge, $2.50 and 8 to 20 gauge, $2.50.

GALVANIZED IRON.—This moves out fairly well considering the season of the year, and our quotations are as follows : No. 28, Queen's Head, $4.40 ; Apollo, 10¾-oz., $4.40 ; Fleur de Lis, $4.15; Comet, $4.10; "Bell" brand, $4.05. For less than case lots 25c. extra is charged.

SOIL PIPE AND FITTINGS.—There is not much doing. Quotations are: Light soil pipe, 3 to 6 inch, 50 per cent.; medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8-inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.; extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—Summerlee is now quoted at $24 to $24.50 f.o.b. Montreal. The market continues very firm and is not expected to ease off for some months.

INGOT COPPER.—No change is reported this week. We quote 13c.

INGOT TIN.—Tin is still scarce on this market and prices are firm.

PIG LEAD.—The price is unchanged. A small amount of business has been done. We quote $2.90 in carlots and $3.25 in small lots.

LEAD PIPE.—Composition and waste sell at 8c. and ordinary at 7c. The discount is 37½ per cent.

IRON PIPE.—There is a good demand and the market is fairly active. Prices follow : Standard pipe per 100 feet, in lengths under 19 feet : Black, ¼, $2.40 ; ⅜, $2.65 ; ½, $2.85 ; ¾, $3.65 ; 1-in., $5.20; 1¼, $7.35; 1½, $8.95; 2-in., $12.55 Galvanized, ¼, $3.20 ; ⅜, $3.45 ; ½, $3.85 ; ¾, $5 ; 1-in., $7.20 ; 1¼, $10.05 ; 1½, $12.-20; 2-inch, $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows : Black, ½, $4.20 ; ¾, $5.25 ; 1-in., $7.55 ; 1¼, $10.55 ; 1½, $12.75 ; 2-in., $17.-60. Galvanized, ½, $5.20 ; ¾, $6.65 ; 1-in., $9.55 ; 1¼, $13.25 ; 1½, $16 ; 2-in., $21.90. For threads and couplings 5 per cent. is added.

"American Brand"

Files and Rasps

Made from First Quality Cast Steel, by Experienced Workmen.

EVERY FILE FULLY TESTED AND WARRANTED.

Great Western File Co.,
BEAVER FALLS, PA., U.S.A.

Manufacturers of the celebrated

"Great Western" Brand

Files and Rasps

Well known for their sharp teeth and good temper. Pronounced excellent by Saw-Mill Experts.

Operated by the

Nicholson File Co.

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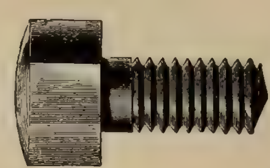

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We have several large consignments of special sizes of 32-oz., 26-oz. and 21-oz. Glass just arrived, and can fill all orders for large and odd-sized windows for dwellings, etc. Heavy stock of all kinds of Window Glass, and can make prompt shipment. Prices are right. It will pay you to send us your specifications.

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Representing Jonas & Colver's Celebrated "Novo" Air Hardening Steel. Especially adapted for high speed. Easily annealed, and shaped into Milling Cutters, Dies and other tools. Oil and Water Hardening Steel for all classes of tools and work. Stock on hand for immediate orders.

SAMPLE ROOM, 13 ST. JOHN STREET,
MONTREAL.

TINPLATES.—The English market is reported steadier, and according to some authorities prices show a tendency to stiffen. Locally, cokes are still quoted at $1.25 and charcoals at $4.75 to $5.25.

STEEL.—No further advance is quoted this week in this market and prices are unchanged. Our quotations are as follows: Sleighshoe, $2.10; tire, $2.20; bar, $2.05; spring, $2.85; reeled machinery, $2.75; toecalk, $2.60; machinery (iron finish), $2.10; mild steel, $2.05; square harrow, $2.15.

SHEET STEEL.—There is only a fair trade doing. We quote: Nos. 10 to 20, $2.50; 3-16, $2.50; ¼, 5-16 and ⅜, $2.40.

TOOL STEEL.—There is not much doing. Our quotations are as follows: Black Diamond, 8c.; Sanderson's, 8 to 12c., according to grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 8 to 15c.; "Air Hardening," 45 to 60c.

CANADA PLATES.—Some demand is experienced for Canada plates, but there is not a great deal of business doing. Quotations are: 52s, $2.70 to $2.80; 60s, $2.85 to $2.90; 75s, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized, 60s, $4.45 to $4.55.

TERNE PLATES.—There is nothing of importance to report on this market, which is quiet at $7.50.

COIL CHAIN.—The movement in chain keeps up. Quotations are as follows: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼-in., 7¼c. per lb.; 5-16, $5; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4.05; ½, $3.95; 9-16, $3.85; ⅝, $3.55; ¾, $3.50; ⅞, $3.45; 1-inch, $3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC.—Trade continues quiet and the price is $5.85 to $6.25.

ANTIMONY.—We quote 10c.

ZINC SPELTER.—There is but little doing. The price is 5c.

SOLDER. A fairly good business is doing. Bar solder sells at 20c. and wire solder at 18c.

RAW FURS.

Offerings of furs this week have continued fair and there is no feature to be noted on the market. Prices are as follows:

	Large	Medi'm	Small	Kitts	Fall Beaver $2.00 to $2.50 per pound.	Spring Beav $3.00 to $3.25 per pound.		
BEAVER—Labrador and choice Eastern	$6.00	$5.00	$2.75	$1-1.50				
" Territory Rocky Mountains and Western								
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75				
Partly Prime, or, No. 2	4.00	3.00	2.00	.50				
Unprime, or, No. 3	3.00	2.00	.75	.40				
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25				
	Large	Medi'm	Small	2	3	4	Cubs.	Yearl's
BEAR Black Choice only	15.00	10.00	7.50	6.00	3.00	.50	$2.00 to $8.00	
" Brown "	12.00	7.00	5.00	......	......	......	1.00 to 5.00	
	1	2	3	4				
BADGER—Of all sections	.50	.25	.10	.05				
	Dark	Brown	Pale	2	3	4		
FISHER—Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50		
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50		
	Large	Small	2	3	4			
FOX—Red—North-Eastern and similar fine bright red kinds	3.50	2.75	1.25	.75	.20			
" Territory and Western	3.50	2.75	1.40	.50	.20			
	Dark	Fair	Pale	2	3	4		
" Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50		
" Silver—Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50		
" Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50		
	Large	Medi'm	Small	2	3	4		
LYNX—Far North-Eastern	4.00-5.00	2 to 3.50	2.25	2.00	.75	.25		
" Territory and Western	4.00-5.00	2 to 3.50	2.25	2.00	.60	.20		
	Dark	Brown	Pale	2	3	4		
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	.25		
" Territory and Western	3.50	2.25	1.50	1.00	.60	.20		
" Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25		
	Large	Medi'm	Small	2 Large	2 Small	3		
MINK Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25	
" Territory and Western	1.50-2.00	1.70	1.00	.75		.25	.15-25	
	Spring	Winter	Fall	Kitts				
MUSKRAT—Eastern, best large		.10 to .13	8 to 10	2 to 5				
" Territory and Western		5 to .10	.07	2 to 4				
	Large	Small	2	3	4	Cubs		
OTTER—Labrador and far North-Eastern	$10-$14	7.00-10	5.00	2.50	2.00	$1.00 to $2.00		
" Territory and Western	6.00	4.50	3.50	2.25	.50	.25 to .50		
	Large	Small	2	3	4			
RACCOON—	.75-1.25	.60-75	.33-50	.25	.15			
" Black—Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25			
	Black	Sh'rt St	Long St	White				
SKUNK	.75-1.25	.75	.40-.50	.05-15				
	Dark	Brown	Pale	2	3	4		
WOLVERINE Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25		
CASTOREUM—	$5.00 to $6.00 per pound.							

SCRAP METALS.

There is no change to report in the market for scrap materials. Machinery scrap is still scarce and firm, and our quotations are as follows: Heavy copper and wire, 9c. per lb.; light copper, 8c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, $15 to $16; No. 2, $7 per ton; machinery scrap, $16 to $16.50; stove plate, $13; malleable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6½ to 6¾c. per pound.

HIDES.

Prices are unchanged and there is a fair amount of business doing. Prices are as follows: No. 1 hides, 9c.; No. 2, 8c.; No. 3, 7c. Calfskins, 8c. to 10c.; lambskins, 60c.

MARKET NOTES.

Pig iron has advanced.

"Enterprise" meat choppers are 3½ per cent. lower.

"Bell" brand, galvanized iron, is now quoted at $4.05.

ONTARIO MARKETS.

Toronto, December 5, 1902.

HARDWARE.

THE hardware trade has kept up steadily, and, in fact, so far this month the business seems to be even better than it was last month. There is no doubt that December will turn out a good month, with a large demand for skates, fancy sleigh bells, cutlery, scissors, razors and all kinds of table cutlery; ivory and celluloid knives, spoons, plated hollow ware and such lines as are staple for presents of all kinds. A good deal of money is in circulation among the people generally this year, and therefore they ought to buy liberally. The jobbers' stocks of these goods are fairly well assorted. Trade this fall has, in these and other lines, being particularly heavy. There has been an advance in the prices of game traps. Some cutting in prices has been going on and the manufacturers have endeavored to stop it continuing any longer. The jobbers, so far as it is, have been selling on little margin. The discount on "Victoria" traps is now 70 to 75 per cent. There is a scarcity in some of the sizes, as the demand has been heavy.

BARB WIRE.—This market continues quiet. We quote the base price as follows: $2.67½ from Cleveland, and in carlots, 12½c. less. From stock, Toronto, $3.

GALVANIZED WIRE.—There has been no improvement in trade in this line and the prices are unchanged. Our quotations are as follows: Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No. 9, $2.65 to $2.85; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12, $2.80 to $3; No.

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When ordering from us you're certain of highest quality, for that's our specialty.

Metallic Roofing Co., Limited

TORONTO. MONTREAL. WINNIPEG.

13, $2.90 to $3.10; No. 14, $3.75 to $3.95; No. 15, $4.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots.

FINE STEEL WIRE.—There is little doing in this line at present. The discount is 25 per cent.

SMOOTH STEEL WIRE.—Trade keeps quiet. We quote: $2.60 per 100 lb. Oiling, 10c.; coppering, 60c. and tinning, $2 per 100 lb extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

WIRE NAILS.—There is still a fair number of orders coming forward for wire nails at unchanged prices. Quotations are as follows: $2.50 in carlots and $2.55 in less quantities. The shipping points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS. Quite a few orders keep coming forward for cut nails. We quote $2.50 per keg.

HORSE NAILS.—A good demand continues for horse nails and the market is steady and unchanged. Discounts are as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "M" brand, 50, 10 and 5 per cent.; "Monarch," 60 2-3 per cent.; "Countersunk" head, 60 per cent.

HORSESHOES.—There is a heavy demand for these. Quotations are as follows: Iron shoes, No. 2 and larger, light, medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—Trade has slackened down a little for screws owing to the drawing near of the end of the year, but the demand is still more than the jobbers can supply. The discounts are quoted as follows: Flat head bright, 87½ and 10 per cent. discount; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent. and flat head bronze, 70 per cent.

RIVETS AND BURRS.—The market for rivets and burrs is still active. Discounts are: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—An active market continues for these with a scarcity for the article. Discounts follow: Carriage bolts, common ($1.00 list), 50 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3.00 list), 55 and 10 per cent.; machine bolts, all sizes, 50 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—Not much business is being done in spades and shovels at present. The discount is unchanged at 40 and 5 per cent.

ROPE.—The demand for rope keeps up well. Quotations are as follows: Pure manila, 14c.; British manila, 12c.; sisal, 12c.; lathyarn, single, 11c. and double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per dozen.

HARVEST TOOLS.—There is not much doing at present in harvest tools. The discount is 60 to 60 and 10 per cent.

LAWN MOWERS.—These are still quiet. We quote: Woodyatt, 12-inch wheels, $7.50; Star, 12-inch wheels, $5.50; Daisy, 12-inch wheels, $4.90; Philadelphia, 10-inch wheels, $6; Ontario, 10-inch wheels, $12.75. The other sizes are in proportion. The discount is 50 per cent.

GREEN WIRE CLOTH.—Trade in this line is slack and the price is unchanged at $1.40 per 100 square feet.

EAVETROUGHING, ETC.—These lines are not moving out quite as freely as they were, and our quotations are as follows: Eavetroughing, 10-inch, per 100 ft., $3.10; conductor pipe, 2-inch, per 100 ft., $3; 3-inch, $4; 4-inch, $5.25; 5-inch, $6.75 and 6-inch, $9.

CUTLERY.—A good active demand is reported for cutlery for the holiday trade.

BUILDING PAPER.—This article is still in good demand. Our quotations are as follows: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll.

ASH SIFTERS.—A fair number of orders for ash sifters keep coming forward. We quote $14.40 per gross.

TINWARE AND ENAMELLED WARE.—There keeps up quite a volume of business in tinware. Enamelled ware is quiet.

STOVES, RANGES, ETC.—There is a little falling off in the demand for stoves. The season seems to be about over, but certain lines, however, are still active, such as cooking stoves and base burners. So great has been the demand for all kinds of stoves that even yet some manufacturers have not filled their orders.

SCREEN DOORS, ETC.—No movement of any account is reported in screen doors and windows, and the prices remain unchanged. We quote: Screen doors, common, 2 or 3 panel, walnut stained, 3-in. style, $6.60; stained, yellow or green, $6.80; in natural colors, oil finish, $8.15; 4-in. style, 20c. per dozen extra.

CEMENT.—There is some cement going out, but a great part of the outside work has ceased for the season. Quotations are: Canadian Portland, $2.80 to $3.20; hydraulic, $1.35 per barrel. At the works the prices are $2.50 to $2.70 per bbl.

METALS.

The general metal business keeps up well and the jobbers are satisfied. Sales are being made now in the various lines for delivery extending over the first half of 1903. On the London, Eng., market tin advanced and again declined, and business abroad in this metal is dull and stagnant with consumers. The outside scrap iron markets are quiet and prices are easy despite the fact that repeated rumors were abroad that some dealers were likely to be caught short of the metal.

PIG IRON.—The scarcity of Canadian pig iron continues, the furnaces being short of coke. We quote: $23 for No. 1 and $22.50 for No. 2 at the Canadian furnaces. On track, Toronto, No. 2 Summerlee is quoted at $23.

STEEL BOILER PLATES.—The demand is well maintained. The quotations are steady at $1.80 per 100 lb. in carlots.

STEEL RAILS.—These are firm at $30 per ton for steam railway rails and $36 for electric railway rails.

TOOL STEEL.—The demand for tool steel keeps heavy and the prices are firm. Our quotations are still as follows: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's,

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JOHN OAKEY & SONS, LIMITED
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Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.
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Oneida Community Goods
HALTERS, COW TIES SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT.

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STANDARD.
The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.

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The prices of illuminating oils have been going up lately.

Our latest prices will be found in the market quotations of this paper.

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We are headquarters for all kinds of new and old metals, babbitt, solder, etc.

It will pay you to ask for our prices before buying.

WANTED—We pay highest market price for scrap metals. Write us when having any for sale.

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92 Wellington St., MONTREAL.

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14c. ; Jonas & Colver's, 8 to 15c.; ditto, "Air Hardening," 30 to 50c.; Chas. Leonards', 8 to 9c. ; Park's "Silver," 12 to 14c.; Park's Special, 15 to 20c.

MILD STEEL.—There continues a scarcity of mild steel and the market is strong. Prices are $2.50 to $3 per 100 ℔. f.o.b. Toronto.

BOILER TUBES.—These are in heavy demand.

SPRING STEEL.—The market for this steel is active. We quote $3 to $3.50 on track, Toronto.

BAR IRON.—This market continues strong. Our quotations are as follows: $2.05 up base. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 ℔., 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS.—For the time of the year there is a good, steady demand for black sheets. Prices are: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—There is a steady trade being done in Canada plates, and prices are as follows: All dull, $2.90 to $3; half-polished, $2.85 to $3.10, and all-bright, $3.75 to $3.85.

GALVANIZED SHEETS.—The demand has improved for galvanized sheets. We now quote: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 29 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—Trade in this metal is quiet. The outside markets are weak and inactive. We quote $31 to $32 per 100 ℔.

TINPLATES.—These are still in good demand. We quote the base price as follows: Charcoals, $4.75 to $5 and cokes, $4.25 to $4.50 per box.

COPPER.—There has been an improvement in the business in ingot copper during the week. We quote: Ingot copper, $13 per 100 ℔., and sheet copper, $22 to $23.

BRASS.—This metal is unchanged. The discount is 15 per cent.

LEAD.—Pig lead continues quiet. We quote: Pig lead, $3.50 per 100 ℔. and bar lead, $3.75 per 100 ℔.

IRON PIPE.—There is a heavy demand for iron pipe and a scarcity of the same. The prices are firm with an upward tendency. We quote as follows per 100 feet: $\frac{1}{4}$-inch, $2.40; $\frac{3}{8}$-inch, $2.65; $\frac{1}{2}$-inch, $2.85; $\frac{3}{4}$-inch, $3.65; 1-inch, $5.20; $1\frac{1}{4}$-in., $7.35; $1\frac{1}{2}$-in., $8.95; 2-in., $12.55; galvanized, 1-inch, $7.20. Trade discount is 4 per cent. for carlots.

ZINC SPELTER.—The demand for zinc spelter has slightly improved. We quote 5 to 6c. per ℔.

ZINC SHEETS.—These are active. The prices are as follows: Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER.—This article is unchanged.

ANTIMONY.—There has been a better inquiry for antimony. We quote $9 per 100 ℔.

PETROLEUM.

Prices are $\frac{1}{2}$ to 1c. per gallon higher, and are stiff at the advance. The Union Petroleum Company quote their prices as follows: Lily White, Canadian, 17c. in bbls.; Silver Light, American, 19c. in bbls.; Crystal Spray, water white, American, 20c. in bbls.; Pennoline, best American imported, 22c. in bbls. In bulk, 2c. per gallon less. The Queen City Oil Co. quote their brands in Toronto as below: Sarnia Prime White, 17c.; Sarnia Water White, 19c.; Family Safety, $19\frac{1}{2}$c., in barrels; Pratt's Astral, 19c. in bulk.

HIDES, SKINS AND WOOL.

HIDES.—These are moving out freely. The prices are steady and unchanged. We quote: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, $8\frac{1}{2}$c.; No. 2 green, steers, $7\frac{1}{2}$c.; cured, $8\frac{1}{2}$c. to 9c. per ℔.

CALF SKINS.—A fair amount of business is being transacted. We quote: Veal skins, 6 to 14 ℔. inclusive, No. 1, 10c.; No. 2, 8c.; do, 15 to 20 ℔. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each.

SHEEPSKINS.—These are active and have advanced 10c. We quote 75c.

WOOL.—The market keeps improving. We quote: Fleece wool, 14c. and unwashed wool, $7\frac{1}{2}$c. per ℔.

TALLOW.—The market continues depressed. The demand is light and stocks are accumulating. We quote $6\frac{1}{4}$ to 7c. per ℔.

SEEDS.

There are light offerings of red clover and alsike at outside points. The farmers are commencing to market their alsike more freely. We quote at outside points: Red clover, $6.25 to $6.75; alsike, $6.50 to $7 and timothy, $1.60 to $1.85.

COAL.

The Welsh coal, the arrival of which was noted a week ago, has aroused considerable dissatisfaction, owing to the presence

of a large proportion of slack in its composition. It is selling in a retail way at $8 per ton. Soft coal is steady at $5.50 per ton at international bridges.

OLD MATERIAL.

There is a good business doing, with prices steady and unchanged. We still quote: Heavy copper and wire, 10c. per lb.; light copper, 8 to 8½c.; heavy red brass, 9½c.; heavy yellow brass, 8 to 8½c.; light brass, 5 to 5½c.; lead, 2 to 2½c.; scrap zinc, 3c.; iron, No. 1 wrought, $13 per net ton; No. 2 wrought, $4.50; machinery cast scrap, $15.50 to $16; stave plate, $10; malleable and steel, $6 to $6.50; old rubbers, 6½c. per lb. and country mixed rags, 50c. per 100 lb.

NOVA SCOTIA MARKETS.

Halifax, December 2, 1902.

THE hardware trade has not been so active during the last week as previously, although there is considerable trade in some of the seasonable lines. However, a slack season is now expected, and the various houses will put in their spare time in preparing for the annual stock-taking, which must now be attended to very soon. In reviewing the year's work so far the dealers generally are quite satisfied, and expect that the total volume will exceed last year.

* * *

The trade in building materials, though slackened to a very great extent, has been fair, and a very large trade is still being done in lumberman's supplies, including axes, chains, etc.

* * *

Travellers on their way home for the holiday season brought in considerable volume of orders and also, what is quite as valuable, very encouraging reports of the state of business, and these have a tendency to show that the prospect for next summer's business is very bright. A hopeful, progressive feeling prevails throughout the Province, and considerable building operations are in contemplation, to open up next spring, preparatory orders for which will help trade through the winter season.

* * *

In conversation with a firm which deals largely in milling and mining supplies, we were informed that this has been a very busy season and a heavy business has been done. Here, too, the prospects for trade next season are very encouraging. New mills or mines are being opened up in many new districts, or the work is strongly in contemplation.

* * *

There is no particular change in the cordage situation, except that a little more cutting is being done, it is said, both by the Canadian and the British concerns. One dealer here is of the opinion that it may not be a fact that the English cordage, lately sold direct to the retailers at a largely cut rate, is of a much inferior quality after all. The British roperies, or the principal ones, buy their raw material direct from the producers, which is not the case with the Canadian roperies. This is one advantage the British roperies have, which enabled them to meet the Customs charge in Canada of 25 per cent., and under the preferential tariff they have the advantage of one-third off this, reducing it very materially. This situation will eventually adjust itself, and old prices may be resumed. The agents of the British roperies, will, however, sell direct to the retailers just as long as they are enabled to sell to the wholesalers, who, as members of the association, are debarred from buying from them, or else lose the advantage of minimum wholesale prices within the association.

* * *

The exports for the week ending Saturday amounted to $118,209—about the same as for the corresponding week last year. Shipments were to the following places: West Indies, $66,474; United States, $30,011; Great Britain, $12,908; Newfoundland, $8,416; Italy, $400.

R.C.H.

SHIPPING HOCKEY SKATES.

H. S. Howland, Sons & Co., Limited, are shipping many hockey skates all over the country. The game of hockey is likely to reach its height this season and so the demand for hockey skates is very heavy. H. S. Howland, Sons & Co., Limited, report that they are selling largely Boker's and The Starr Manufacturing Co.'s Skates. The Starr Manufacturing Co. this season, in addition to the "Chebucto" and the "Mic-Mac," have got out a new skate the "Regal" (Lunn's pattern), which this company state is having quite a run.

CANADIAN HARDWAREMEN AT NEW ORLEANS.

T. B. Lee and J. Hardy, president and secretary respectively of the Canadian Wholesale Hardware Association, have returned from New Orleans, where they attended the convention of the National Hardware Association as representatives of the Canadian organization. They had a thoroughly enjoyable time, although, with the temperature at 75 and the humidity at 84, they experienced what it was to be bitten by Louisiana musquitoes, which do not sing, as do the Canadian description, before they bore into the bodies of their victims.

TORONTO HARDWARE SECTION

The hardware section of the Toronto branch of the Retail Merchants' Association of Canada held a meeting in their rooms on Bay street, Toronto, on Thursday evening, November 27. The attendance was satisfactory and Chairman E. R. Rogers presided.

The chief business of the evening was to discuss the coming general convention of the association at Hamilton next February and to settle what arrangements they were to make as to speakers and the papers they were to have read at the gathering. It was decided to have several meetings at this convention for the exclusive benefit of the hardware merchants attending and to discuss matters of interest and importance to the hardware trade. A meeting will be held later on to finally arrange the above matters.

Numerous applications for membership were received from outside points, and the prospects were reported bright for the formation of a number of hardware sections of the association in various parts of the country.

There has been a satisfactory increase in the membership of the Toronto branch of the hardware section.

ADVANCE IN BICYCLES.

FOR the first time in several years, says Northwest Trade, bicycle prices are not declining. The bicycle has at last found a reliable and stable position in the list of merchantable commodities and prices are on a basis more satisfactory to all of the trade. Prices for next year have been announced and the new schedules show a considerable advance. The figures for 1903 are from $1 to $3 per wheel higher than during the year past. For years the demand for bicycles has been smaller than the output and competition forced prices down below the cost of production. This continued until last year when the bicycle combination sold a large part of their output at prices that yielded no profit if they did not yield a loss, in order to make trouble for the independent manufacturers. This kind of campaigning discouraged some of the independents and forced the Trust in to a reorganization.

This year for the first time since bicles ceased to be the rage the situation is on a business basis. There is a steady demand for wheels up to certain limit, and the output has been whittled to that limit. Instead of endeavoring to drive competitors out of business the combination are willing to take orders at a profit and allow the independents to stay.

The independent companies have their output for the coming year about sold and some of them have withdrawn from the market.

Everything in the bicycle sundry line has advanced with the exception of tires, which have declined. The advance is due principally to the higher price of steel and other raw material used in the manufacture of sundries. There are no important improvements on the 1903 wheel, but the finish is better. Dainty colors will be the rule on many of the high-grade wheels. The trade is now principally in the hands of the hardware retailer.

J. Reid, grocer, Edmonton, N.W.T., is giving up business.

McArthur, Corneille & Co.

MONTREAL

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

in extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

Glue and Gelatine

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

Standard Paint & Varnish Works Limited
Makers of High Grade Varnishes, Japans, Paints, Colors & Enamels
Windsor, Ont.

FILES. **RASPS.**

WE ARE NOT IN THE TRUST.

Quality of our goods guaranteed and our discounts very liberal. Trial order solicited. Write for discounts.

99 Niagara St., TORONTO FILE CO.

CANADIAN GOODS FOR CANADIANS.

COULD I TALK

"I would say that you will study my welfare and true economy, by always using the '**C**' brand nails for my shoes!"

They are the easiest to drive, and will last longest; you will therefore, not be put to the expense and trouble of getting shoes removed so often, as when using "cheap" and therefore inferior horse nails.

The Farrier will charge you just as much for putting a set of shoes on a horse with "cheap" nails, as if you insisted upon his using the "**C**" brand.

Every nail is "hot forged" from Swedish charcoal steel rods, the best material known in the world for this purpose.

They have been manufactured by us for the past 37 years. There are more of them sold than any other horse nails in Canada.

CANADA HORSE NAIL CO.
Montreal.

HEATING AND PLUMBING

PLUMBING AND HEATING NOTES.

GUS. CASLAKE, a popular young plumber, recently engaged with John Read & Co., plumbers, Stratford, has removed to Collingwood, where he takes a similar position.

Poirier & McDougall have registered partnership as plumbers and tinsmiths in Waterloo, Ont.

The Canadian Krrosene Heat and Light Co. are applying for incorporation at Fredericton, N.B.

A. A. McMichael, of the James Robertson Co., Limited, Toronto, who has been on a six weeks' visit in Great Britain, is expected home about December 15.

The Toronto jobbers are having such difficulty in getting supplies of iron pipe from the manufacturers that it is possible prices may be soon put up a few points locally.

The British Columbia Electric Railway and Light Co., Vancouver, have received and are installing a new electric dynamo capable of supplying 10,000 16-c.p. lights. This will give Vancouver capacity for 70,000 incandescent lights.

The United States Consul-General at Montreal states that a plant for the manufacture of porcelain enamelled baths will be established in Quebec by Americans, and the plant, when erected, will be large enough to supply the demand of the Dominion.

There should be a good demand for heating apparatus for the stations along the new Temiskaming Railway, which the Ontario Government is costructing. Already 13 miles of the road have been built, 700 men being engaged on the job.

At a public meeting, presided over by Mayor Unwin, the citizens of Moose Jaw, Assa., passed the following resolution: "That the time has arrived when the town should put in a system of waterworks, sewerage and electric lighting." As the resolution was carried by a large majority, it is probable that it will be put into practical effect.

PLUMBING AND HEATING CONTRACTS.

MONTREAL.

The plumbing and heating in the Caverhill Block, 93 St. Peter street, is being refitted by J. W. Hughes.

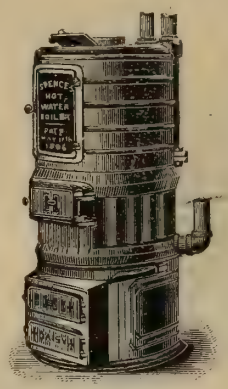
The plumbing, heating and sprinklers for The United Machinery Co. are being supplied by J. W. Hughes.

J. W. Hughes, St. Antoine street, has the contract for the plumbing and heating of the new Olivet Baptist church, St. Augustin street.

Ballantyne & Co., plumbers, etc., 159 St. Antoine street, Montreal, are endeavoring to close up part of their contract work before the new year, and report an exceptionally successful season. They have the plumbing and heating contracts for the Bellevue department house, Liverpool, London and Globe Insurance building, R. J. Inglis' new store on St. Catharine street, and a large amount of small work that is usually done at this time of the year.

MONTREAL'S FAVORITE.

The hot-water system of heating is well established and demands the greater part of the trade throughout the Province of Quebec. Warden King & Son, manufacturers of the "Daisy" hot-water furnace, is one of the oldest established houses in Montreal, and they find their business in this line is increasing all the time. This furnace, an illustration of which we herewith produce, will burn soft coal, coke or wood satisfactorily. There are about 25,000 of these heaters inuse at present throughout Quebec and Ontario. During the past year the firm have shipped over 1,400 heaters, and have not received a single complaint. Their head office is 637 Craig street.



TORONTO PLUMBERS SATISFIED.

"The warm weather in November," remarked a Toronto plumber on Wednesday, "has been a big boon to Toronto plumbing houses. The contract work during the summer has been so brisk that we have found it impossible to keep ahead of our work. It has been useless to look for men, as they cannot be had. Every one is engaged. So if there had been a really cold snap we would have been just pestered with 'hurry up' repair orders which we could not handle. So we would have been in hot water all the time."

"How are you now?" asked HARDWARE AND METAL.

"We are just getting things cleaned up, and the cold snap can come along any time and break as many pipes as usual. We can handle the business now."

THE TRADE IN MONTREAL.

The plumbing and heating trades of Montreal are just closing one of the most successful years in their history. Every jobber in the city is very busy and does not anticipate a slackness for some time to come. There are lots of men to be had, but a competent man need not be out of work for a single day. Jobbers in general are of the opinion that it is more profitable to employ a large staff of men rather than run their shops at night till 10 or 11 o'clock. There has been a large demand for soil pipe fittings and cast iron steam fittings, and there is all likelihood of an advance in prices before long.

BUILDING PERMITS ISSUED.

MONTREAL.

The following permits were issued during the month of November for new buildings:

John Watson, Razel street, $2,500.
J. B. Gratton, Sherbrooke street, $2,500.
James Morgan, Alexander street, $1,200.
Geo. Gauvreau, Parc Lafontaine, $5,000.
Delphis Lacombe, St. Audie street, $1,000.
Louis Malo, Mount Royal, $1,000.
Wm. Robb, Drummond street, $200.
Henry Morgan & Co., Union avenue, $2,500.
Jas. E. Gamblay, Huntley street, $400.
Joseph Venne, Joliette street, $1,300.
C. Dignard & Cie, Lafontaine street, $10,000.
H. R. Gutheil, Amherst street, $1,200.
J. J. Beauregard, Beaubien street, $1,500.
St. Denis Club, Laval avenue, $3,000.
S. D. Vallieres, Pontiac street, $800.
James R. Wilson, Fortification Lane, $6,000.
A. Marsau, Frontenac street, $800.
G. Marcoux, Mount Royal, $5,000.
S. Pennycade, Grand Trunk street, $2,200.
M. Desire, St. Audie street, $4,000.

BUILDING NOTES.

A new station is being erected by the C. P. R. at Fergus, Ont.

A new opera house may be built in Hamilton at the corner of Bay and King streets.

The Cowan Hardware Co., London, are putting a new front and back to their retail store.

The site for a new collar and cuff factory at Berlin, Ont., was chosen last week by the Berlin Council.

Architect Mills, of Hamilton, will ask for tenders for new offices for the Hamilton Bridge Works in a few days.

Business in the Vancouver post office has grown so remarkably that an agitation is being made for a new post office building.

Vancouver plumbers are figuring on tenders for a summer hotel which Mr. Galbraith, of Agassiz, B. C., intends erecting at Gibson's Landing, Howe Sound.

The Toronto Council has decided to submit to popular vote a proposal to spend $50,000 on a sanitarium in Toronto, but they must approve of the plans in detail before a vote on the matter is taken.

Booth Copper Co., Limited

Cuts Copper and Brass

SHEETS—TUBES—RODS

to any size.

FULL STOCK ALWAYS ON HAND.
PROMPT SHIPMENTS.

The BOOTH COPPER CO., Limited

119-123 Queen St. East,
TORONTO.

The Auer Gas Lamp

"Turns night-time into day-time."

New Models. Lower Prices.

Would you buy a lamp which doesn't smell or smoke?

Would you buy a lamp which will save you half your expense for coal oil?

Would you buy a lamp which shows your goods in daylight colors?

No. 29
200 Candle Power.

Would you buy a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

IT IS

Impossible

to even think of the

Cushion Frame

without obtaining a suggestion of comfort

The Greatest Improvement

in Bicycle construction since the pneumatic tire.

IF YOU HANDLE OUR

1903 CLEVELAND

with the **Hygienic Cushion Frame** you have a winner.

This device obtainable only on wheels manufactured by the

CANADA CYCLE & MOTOR CO., Limited,

TORONTO JUNCTION
CANADA.

SITUATIONS VACANT.

BRASS FINISHERS WANTED. JAMES Morrison Brass Mfg. Co., 95 Adelaide St. West, Toronto. (49)

TRAVELLER WANTED—MUST BE AGgressive and over 20 and under 30 years of age, having a knowledge of hardware and housefurnishing trade. State present occupation, age, references, etc. Previous experience on road not necessary, but originality of ideas and self-reliance of highest importance. Box 10, HARDWARE AND METAL. (49)

FOR SALE.

FOR SALE, FIRST-CLASS HARDWARE, Stove and Tin business in Prince Albert, N.W.T. Stock about $2,500. Good reason for selling. Apply, KERNAGHAN & Co. (49)

FOR SALE—GOOD LIVE FOUNDRY BUSIness in the best shipping point in Ontario—A1 connection with the Wholesale Hardware Trade. Owner retiring on account of ill health. Write quick. Box 9, HARDWARE AND METAL.

HARDWARE—GOOD PAYING BUSINESS, excellent location, sales mostly cash, stock $4,000, all first-class. Owner going into manufacturing. Will sell quick at price on dollar. Address care London Fence Machine Co., London, Canada. (tf)

AN OPENING. BEST AND MOST SUCCESSful hardware business in first-class Western Ontario town, 2,500 population. Agricultural district equal to any in Canada. Good live stock, value over $1,000. Proprietor going into manufacturing. Splendid opportunity, must sell quick. Address "Hardware," care London Fence Machine Company, London, Ontario. (tf)

Strathy Wire Fence

IS THE PERFECT WIRE FENCE.

Under pressure, its stays have a Hinge Movement, and spring back to place when pressure is removed. Factory-woven with coiled wire, or Hand-made with plain or coiled wire.

WRITE FOR QUOTATIONS. Agents Wanted.

Strathy Wire Fence Co., - Owen Sound.

STEVENS-MAYNARD JR. RIFLE

The Young Gentleman's Rifle.

The Young Gentleman's Rifle.

If you want the best cheap rifle ever made we have it in the Stevens-Maynard Jr. It will be a great seller this year. Better place order now.

The leading Jobbers handle Stevens products.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.

CELEBRATED **HEINISCH** SHEARS.

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.

ACKNOWLEDGED THE BEST.

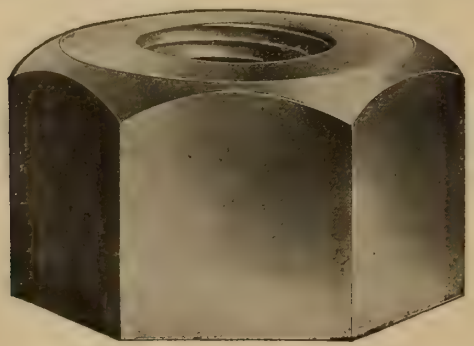
R HEINISCH'S SONS CO. NEW YORK OFFICE, 90 Chambers St. NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

A REMINDER

THAT WE ARE THE ONLY CANADIAN MAKERS OF

Cold Pressed Nuts.



Square and Hexagon.

Finished and Semi-Finished.

CANADA FOUNDRY COMPANY,
LIMITED.

Head Office: TORONTO, ONT.

DISTRICT OFFICES:

MONTREAL. WINNIPEG. HALIFAX. OTTAWA.
VANCOUVER. VICTORIA. ROSSLAND.

Wire

Copper Wire

— FOR —

Telegraph, Telephone, Trolley and Transmission Lines.

Round, Square and Rectangular for Electrical Machines.

Plain Wire

Annealed,
Annealed and Oiled,
Tinned, Coppered,
Wire Nails, Bright Goods,
Wood Screws, Jack Chain,
"Crescent" Hat and Coat Hooks, Poultry Netting,
Barrel, Blind and Bed Staples.

Brass Wire

of all kinds and for all purposes.

Galvanized Wire

Barb Wire, Plain Twist, Galv'd Fence Staples.

Manufactured by

The Dominion Wire Manufacturing Co., Limited

MONTREAL AND TORONTO.

HEAD OFFICE New Coristine Building, St. Nicholas Street, MONTREAL.

Long Distance Phones to all Departments.

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, Ottawa, Ont.

Barb Wire,
Hay Wire,
Cut Nails,
Wire Nails,
Cordage,
Glass,
Etc.

The Only Exclusive Wholesale Hardware Firm Between Montreal and Toronto.

Tarred and Dry Sheathing,
Tarred Felt,
Rosin, Pitch,
Chopping Axes,
Broad Axes,
Cross Cut Saws,
Etc.

A complete stock of Lumbermen's and Builders' Hardware always on hand. **A Trial Solicited.**

PRICES RIGHT. ASK FOR PRICES.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.

For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold Street, New York.

Syracuse Smelting Works

ATKINS HIGH-GRADE, CROSS-CUT SAWS

ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS

E. C. ATKINS & Co.,

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS.

Factories and Home Office: INDIANAPOLIS, IND., U.S.A.

Write for Catalogue and Prices.

American Steel & Wire Co.

New York: Empire Building.
Montreal: New York Life Building.
Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

A Silent Salesman that Talks Goods

YOURS FREE

The "NEW GEM" Safety Razor.

Send your order for our following "sure sellers" and this silent salesman is yours.

We have made these selections from our knowledge of the goods most demanded by your trade. You have the privilege at any time of sending back for exchange any *"New Gem"* sets that are not found ready sellers

The accompanying illustration conveys but a poor idea of the beauty of this show-case—attractive in size, unique in construction—all in all a fixture that any merchant may well be proud to place where the customer's eye can best be caught.

	Wholesale.	Retail.
6 "New Gem" Razors	$6.00	$12.00
1 Strop Machine	.92	1.50
2 Cases No. 1	3.00	5.00
1 Case No. 2	2.25	3.50
1 Case No. 3	2.96	4.50
1 Case No. 4	3.67	5.50
1 Case No. 18	1.25	2.25
	$20.05	$34.25

For sale by Cutlery Jobbers all over the world.

GEM CUTLERY CO., 31 Reade St., New York.

BUY THE

BEST PAINTS

AND SAVE YOUR MONEY.

It is always cheaper to buy the best. It costs as much to apply a cheap as it does a good Paint.

"BEAVER" BRAND and "T. L. & C. CO." BRAND } **PURE PREPARED PAINTS**

MANUFACTURED BY

THE TORONTO LEAD & COLOR CO., Limited

TORONTO

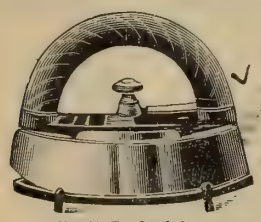
ARE THE BEST.

For interior and exterior use. Most economical, because they cover the greatest surface. Cheapest, because they wear longest. Most satisfactory, because they look best.

EVERY TIN GUARANTEED.

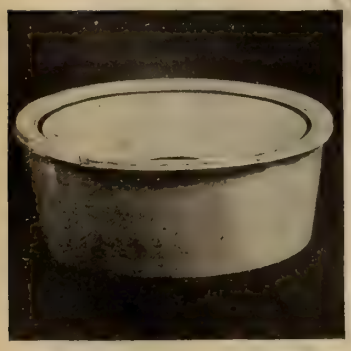
As for our New Century Catalogue and Color Cards.

LINES THAT WILL PAY YOU TO STOCK.



Girl's N.P. Sad Irons.

**TOY SADS,
TOY TRUNKS,
TOY WRINGERS.**



DECORATED CUSPIDORES, for Hotel and Parlor.

N. P. Nut Cracks and Picks.

These are but a few of our many specialties in Holiday Goods.

For Prices and Descriptive Circular write us.

The Thos. Davidson Mfg. Co., Limited, - Montreal.

ESTABLISHED 1860. INCORPORATED 1895.

CHILD'S SETS, in "Star" Decorated, "Premier" ware, "Colonial" ware and Lithographed.

"Star" Decorated Tea and Coffee Pots, Nickle-plated Covers, double-seamed Spouts. Made in 6 sizes.

FRANK MILLER'S

HARNESS PREPARATIONS.

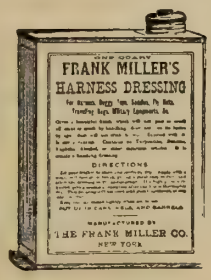
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant jet black gloss which will no peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness.

Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, hus adding life.

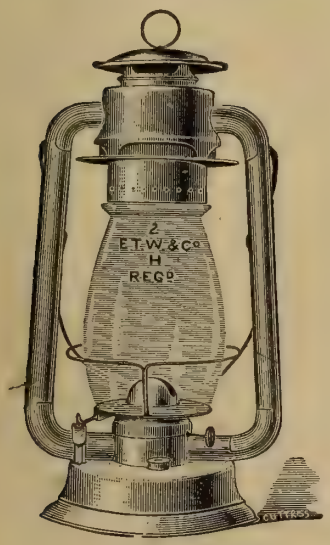
The highest quality of oil on the market.

HORSE BLANKETS

JUTE and DUTCH KERSEY.

Prompt Shipment. Lowest Prices.
Write for samples now.

HENRY F. FALKINER
60 George Street TORONTO



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COLD BLAST LANTERN

in the world, get WRIGHT'S.

GET THE ORIGINAL.

We lead, others imitate.

E. T. WRIGHT & CO.,

Manufacturers. HAMILTON, ONT.

LAMB FENCE

Rigid because it has a hard wire upright.

The H. R. LAMB FENCE CO., Limited, London, Ont

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

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Temple House, Tallis St., Temple Avenue, London, E.C.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

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EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement,

124 North Sixth St., Philadelphia, Pa.

GALVANIZING

Our plant is modern, and capacity large. Prices O.K. Other branches:

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK ETC., ETC.

Ontario Wind Engine & Pump Co., Limited, 505 Atlantic Ave., Toronto.

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made.

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

E. B. SALYERDS

Manufacturer of

Hockey Sticks

PRESTON,

Ontario, - Canada.

The Best Stick.
Made of Rock Elm.
Wholesale Trade Only Supplied.
Ask your Wholesale House for the Preston make of Stick.
Write for Prices.

Established 1832. Cable Address, "Bliss."

MANUFACTURERS

Wood Turnings, Hand Bench and other Screws Mallets, Handles, Vises Clamps, Tool Chests Croquet, Lithographs Wood Toys, Novelties

and also the celebrated

Wood's Patent Car Gate

For Street and Steam Railroad Cars.

The R. BLISS MFG. CO.

Pawtucket, R.I., U.S.A.

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS. ESTABLISHED 1825. 75 YEARS

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

AUMOND & CATY, contractors, of Montreal, have assigned; A. Payette is provisional guardian. Their creditors meet on December 10.

L. Genest, general merchant, Ste. Gertrude, Que., has compromised.

Laveau & Co., hardware merchants, of Quebec, have assigned to V. E. Paradis.

Matthew Fullerton, harnessmaker, of Thessalon, Ont., has assigned to J. H. Glanville.

N. A. Paterson, general merchant, of Brysonville, Que., has assigned to Wilks & Michaud.

Celestin Beaulieu, hardware and dry goods merchant, St. Agathe des Monts, Que., has assigned.

George A. Proulx, general merchant, of Lando, B.C., has assigned, and a meeting of his creditors has been held.

George Pommerleau, general merchant, Beauce Junction, Que., has effected a compromise at 35c. on the dollar.

Desire Houle, contractor, Montreal, has assigned; P. E. Drouin is provisional guardian. His creditors met on December 5.

A demand of assignment has been made on T. J. Lamontagne & Fils, general merchants, Ste. Anne de Monts, Que., and they are offering to compromise.

PARTNERSHIPS FORMED AND DISSOLVED.

W. H. Cameron & Co., general merchants, Emo, Ont., have dissolved.

F. Haney, hardware merchant, Strathroy, Ont., has admitted J. S. Haney.

Jos. Dupuis & Cie., wood and coal dealers, St. Henri de Montreal, have dissolved.

R. S. Sargeant & Co., general merchants, Hazleton, B.C., have dissolved; Sargeant continues.

Leclair & Macdonald, general merchants, North Lancaster, Ont., have dissolved; A. J. Macdonald continues.

Garrison & Brawley, agricultural implement agents, Saskatoon, N.W.T., have dissolved; D. W. Garrison continues.

Cobin & Fleury, wholesale cigar jobbers, Quebec, have dissolved, and the business will be continued by Fleury.

The International Exchange Company, Montreal, fruiterers, have dissolved, and they are succeeded by J. Hoolahan & Co.

SALES MADE AND PENDING.

The assets of Pierre Cantara, contractor, Ottawa, have been sold.

L. J. W. Hudon, general merchant, of Luskville, Que., is about selling out.

The assets of John McArthur & Co., paint merchants, Montreal, have been sold.

The assets of Howard & Co., carriage-makers, etc., Pembroke, Ont., have been sold.

The assets of G. A. Perry, general merchant, Dalhousie Station, Que., have been sold.

The assets of Jos. Boucher, general merchant, St. Adrien, Que., are advertised for sale.

Hector Quesnal, 5, 10 and 15c. store, of Ottawa, is disposing of his tinware department.

The stock of McGinn & Abbott, general merchants, Kazabazue, Que., has been sold at 52½c. on the dollar.

The stock of the estate of J. E. Richards, confectioner and stationer, of Bothwell, Ont., is advertised to be sold by auction on December 5.

CHANGES.

The Canadian Aluminum Works, Limited, Montreal, have registered.

Evans & Farrell, sawmillers, Low, Que., are succeeded by Webb & Farley.

The Canadian Iron Foundry Company, Limited, Montreal, have registered.

W. Irwin, lumber merchant, Newdale, Man., has sold out to G. R. Scruton.

Robert Robertson, blacksmith, Morinville, N.W.T., has sold out to E. Chevigny.

John Richardson, general merchant, of Welland, Ont., is succeeded by A. C. Milne.

The Miner Carriage Manufacturing Co., Granby, Que., have sold out to Barr & Vittie.

Louis A. Robitaille has registered as proprietor of The Quebec Oil Company, Quebec.

W. B. Lennard, hardware merchant, of Russell, Man., is succeeded by J. A. Fraser.

Scott & Saxton, agricultural implement agents, Fleming, N.W.T., are giving up business.

Louis A. Robitaille has registered as proprietor of The Quebec Oil Company, Limited.

R. J. Rutledge, agricultural implement agent, Lauder, Man., is giving up business.

John D. Leslie, agricultural implement agent, Goderich, Ont., has sold out to W. G. Wheatley.

W. R. Lavery, general merchant, Newdale, Man., has sold his hardware stock to G. R. Scruton.

W. R. Lavery, general merchant, Newdale, N.W.T., has sold his hardware stock to G. R. Scruton.

FIRES.

J. E. Harris, blacksmith, New Denver, Ont., was burned out.

J. J. Roy, tinware dealer, Bathurst, N. B., has sustained loss by fire.

Sutherland & Stelck, hardware merchants, Dauphin, Man., have sustained loss by fire.

Holdergraher & Rosenburg, general merchants, of Bathurst, N.B., have sustained loss by fire.

Veith & Portland, general merchants and hotelkeepers, Quesnelle Forks, B.C., have suffered loss by fire.

The Toronto Plate Glass and Importing Company, Toronto, sustained a small loss by fire which is covered by insurance.

DEATHS.

Wm. Mackey, lumber merchant, Ottawa, is dead.

E. E. Ponsford, of Ponsford Bros., contractors, St. Thomas, Ont., is dead.

DOMINION COAL CONTRACT.

The contract between the Dominion Coal Co. and the New England Gas and Coke Co., Boston, Mass., for their supply of coke has been concluded. Besides securing a price of $1.95 per ton, for a period of five years, a minimum of 45,000 tons of coal per month and a maximum of 65,000 tons is provided for. The Dominion Coal Co. is to create and maintain a surplus of 50,000 tons of coal at the works of the Coke Co. at Everett, and be ready at any time within two years to provide a further supply of coal sufficient for 250 new ovens. This would mean an addition of about 30,000 tons per month, or, altogether, about 1,000,000 tons per year for the Coke Co.'s 650 ovens.

The agreement between the two companies can be terminated by the Coke Co. on six months' notice, but cannot be terminated by the Coal Co.

Apollo galvanized iron commands more money and shorter credit—at wholesale—than any other—but saves the worker money.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal

OUR

2 and 3 PLY READY ROOFING,
BUILDING PAPERS,
SHEATHING AND CARPET FELT,
COAL TAR PRODUCTS,
HANGING AND PRINT PAPER,
BROWN AND MANILLA WRAPPING,

are all guaranteed to give entire satisfaction. Quality, unequalled. Handling our lines means increased business for the merchant.

ALEX. McARTHUR & CO., 82 McGill Street, MONTREAL.

PAPER MILLS: JOLIETTE, QUE. FELT FACTORY: HARBOR AND LOGAN STREETS, MONTREAL.

CURRENT MARKET QUOTATIONS.

December 5, 1902.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits - 56 and 28-lb. ingots, 100 lb.	$31 00	$32 00

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley—		Per box.
I C, usual sizes	....	$6 75
I X "	....	8 25
I X X "	....	9 75
Famous, equal to Bradley—		
I C	....	6 75
I X	....	8 25
I X X	....	9 75
Raven and Vulture Grades—		
I C, usual sizes	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00
D C, 12½x17	....	4 50
D X	....	5 25
D X X	....	6 00

Coke Plates -Bright.

Bessemer Steel		
I.C., usual size, 14x20	....	4 25
I.C., special sizes, base	....	4 75
20x28	....	9 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	8 50
IX., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	....	7 00

Tinned Sheets.

72x30 up to 24 gauge	....	8 00
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	....	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3-in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver's tool steel	0 08	0 15
" "Air Hardening"	0 45	0 60
Drill steel, per lb	0 08	0 10

BOILER TUBES.

		Per foot.
1½, 1¾ and 4 inch	....	0 09
2½ in.	....	0 16
3 in.	....	0 13
3½ in.	....	0 16
4 in	....	0 31

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅝ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	...

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

Black pipe—		Per 100 feet.
⅛ inch	....	2 90
¼ "	....	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	20 00
3 "	....	24 00
3½ "	....	30 00
4 "	....	37 50
4½ "	....	42 00
5 "	....	47 00
6 "	....	60 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Discount on pipe up to 2 in. 4 p.c. Larger sizes nett.
Malleable Fittings—Discount 30 p.c.
Cast Iron Fittings—
On all cast iron fittings, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis.
All others—discount 60 p.c.

GALVANIZED SHEETS.

	G.C.	Comet	Bell.	Queen's Head
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....	....
" ¼ "	7 85	8 10
" 5-16 "	5 25	5 50
" ⅜ "	4 50	4 75
" 7-16 "	4 25	4 50
" ½ "	4 20	4 50
" 9-16 "	4 05	4 50
" ⅝ "	4 00	4 50
" ¾ "	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.		Per 100 lb.
English B.S., ton lots	....	13 00
Lake Superior	....	....
Bars.		
Cut lengths, round, ½ to ⅞ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet.		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00
Braziers' (in sheets).		
4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

BOILER AND T.K. PITTS.

Plain tinned, per lb	....	0 28
Spun, per lb	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	5 50	6 00
Domestic " "	....	....

ZINC SHEET.

5-cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD.

Imported Pig, per 100 lb.	....	3 50
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 50 per cent.
" " fittings, discount 50 and 10 p.c.
Med. and Extra heavy pipe fittings, dis. 60 p.c.
7 and 8-in. pipe, discount 50 per cent.

SOLDER.

	Per lb.
Bar, half-and-half, guaranteed	0 20
Bar, half-and-half, commercial	0 19½
Refined	0 19
Wiping	0 18½

ANTIMONY.

Cookson's per lb.	9 00

WHITE LEAD.

		Per 100 lb.
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White	....	5 75
Elephant and Decorators' Pure	....	5 25
Brandram's B.B. Genuine	....	7 00
" " No. 1	....	6 00
"Monarch" brand	....	6 12½
Decorator's Pure	....	5 25
Essex Genuine	....	5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 75
Genuine, 100 lb. kegs, "	5 00
No. 1, 560 lb. casks, per cwt	4 25
No. 1, 100 lb. kegs, per cwt	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 50
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 25
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Stewart & Wood's Champion pure	....	1 00
Standard Paint Co.'s "New Era."	....	1 30
The Francis-Frost Co.'s "Ark" brand	....	1 20
The Francis-Frost Co.'s British Navy deck	....	1 50

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.	0 04½	0 06
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "	....	0 06
Marine black	....	0 09
Chrome green	....	0 10
French Imperial green	....	0 12
Signwriters' black	....	0 16
Burnt umber	....	0 11
" sienna	....	0 11
Raw umber	....	0 11
" sienna	....	0 11

COLORS, DRY.

Common ochre, bbls	1 20	1 30
Yellow ochre (J.F.L.S.), bbls.	....	2 00
Yellow ochre (La Belle)	1 15	1 25
Brussels ochre	....	2 00
Venetian red (best), bbl	1 75	2 00
English oxides, per cwt	3 00	3 25
American oxides, bbls	1 25	2 00
Canadian oxides, bbls	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb	....	0 10
" umber, " "	....	0 10
Raw umber	....	0 09
Drop black, pure	....	0 09
Chrome yellow, pure	....	0 18
Chrome greens, pure per lb	0 09	0 10
Golden ochre	0 04	0 05
Ultramarine blue, in 28-lb. boxes, per lb.	0 06	0 18
Fire proof mineral, per 100 lb.	....	1 00
Genunie Eng. Litharge, per lb	....	0 07
Mortar color, per 100 lb	1 25	1 50
Pure Indian red, No. 45, lb.	0 08	0 10
Whiting, bbl	0 55	0 60
English vermilion in 30-lb. bgs.	....	0 95

BLUESTONE.

Casks, for spraying, per lb.	0 07
100-lb. lots, do "	0 08

WADE & BUTCHER'S "SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada.

PUTTY.

Bulk in bbls	1 90
Bulk in less quantity	2 05
Bladders in bbls	2 25
Bladders in kegs, boxes or loose	2 40
Bladders in 25-lb. tins	2 35
Bladders in 12½ lb. tins	2 65
Bladders in bulk or tins less than 100 lb.	2 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	....	1 25
" No. 1	....	1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine, brown japan	1 25	1 30
" black japan	0 85	1 20
" " No. 1.	0 50	0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1.20; size 2, 70c.; size 3, 40c. each.
Sherwin-Williams' copal varnish, assorted case, from ½ pts. to 1 gal., $2.50.

CASTOR OIL.

East India, in cases, per lb.	0 09½	0 10
" small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 20
" neatsfoot	....	0 90

GLUE.

Common	0 08	0 09
French medal	0 10	0 14
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads.	per lb.
Best thick white felt wadding, in ¾-lb. bags	$1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	....

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	5 50	10 00
Double bit, "	11 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 00	10 00

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.

Zinc 6 00
Copper, discount 15 per cent. off revised list.

BATHS.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
5½ " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Frictionless Metal	"	0 23
Hercules	"	0 15

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

No. "O" babbit	0 06
No. 1 babbit	0 08
Star "	0 10
Hercules "	0 15
Metallic "	0 20
Imperial "	0 30

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅝ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 45 per cent.		

Farm.

American, each	1 25	3 00

House.

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz	3 35	4 75
Moulders', per doz.	7 50	10 00
Blacksmiths', discount 40 per cent.		

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS.

	Per cent.
Carriage Bolts, common ($1 list)	55 and 10
" " full sq. ($2.40 list)	55 and 10
" " Norway Iron ($3 list)	50 and 10
Machine Bolts, all sizes	50 and 10
Plough Bolts	50 and 10
Blank Bolts	50 and 10
Bolt Ends	50 and 10
Sleigh Shoe Bolts	65 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3¾c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove Rods, per lb., 5½ to 6c.
Nuts, in 50-lb. lots, ¼c. per lb. extra; in less than 50-lb. lots, ½c. extra.

BOOT CALKS.

Small and medium, ball	per M.	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8	per doz.	6 00
Henis, No. 9	"	7 00
Queen City	"	7 50

BUTCHERS' CLEAVERS.

German	per doz.	6 00	11 00
American	"	12 00	20 00

BUTCHER KNIVES.

Bailey's	per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 70
Ready roofing, 2-ply, not under 45 lb., per roll	0 85
Ready roofing, 3-ply, not under 65 lb., per roll	1 10
Carpet Felt ... per ton	40 00
Dry Sheathing ... per roll, 400 sq. ft.	0 35
Tar " " 400 "	0 45
Dry Fibre " 400 "	0 50
Tarred Fibre " 400 "	0 60
O. K. & I. X. L " 400 "	0 65
Resin-sized " 400 "	0 40
Oiled Sheathing " 600 "	1 10
Oiled " " 400 "	0 70
Roof Coating, in barrels ... per gal.	0 17
Roof " small packages "	0 25
Refined Tar ... per barrel	4 50
Coal Tar "	4 00
Coal Tar, less than barrels ... per gal.	0 15
Roofing Pitch ... per 100 lb.	0 85

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent.

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent.

Gen. Bronzed	per pair	0 40	0 65

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32	per gross	8 50	9 50

CHALK.

Carpenters' Colored	per gross	0 45	0 75
White lump	per cwt.	0 60	0 65
Red		0 05	0 06
Crayon	per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent.

CHURNS.

Revolving Churns, metal frames—No. 0, $8; No. 1, $8.50; No. 2, $9.00; No. 3, $10.00; No. 4, $12.00; No. 5, $16.00 each. Ditto, wood frames, 20c. each less than the above. Discounts: Delivered from factories, 53 per cent.; from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.
Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

CLOSETS.

	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. " " "	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
Low " " " emb.	10 20
Plain Richelieu	3 75
Emb. "	4 00
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " " " emb'd.	12 30
Closet connection	1 25
Basins, P.O., 14-in.	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.	....	2 00
Coil "	0 88	1 60
English "	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters', discount 60 and 10 per cent.

We've Got You Solid

if you commence handling our

Building Papers, Roofing Felts and Wire-Edged Ready Roofing

BECAUSE our goods please your customers, and, after all, the consumer is the man behind the gun in such matters.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ....per 100 ft. 3 10

ELBOWS (stovepipe.)

5 and 6-inch, common....... per doz. 1 20
7-inch........................ " 1 35
Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western............70 and 10 per cent.
Arcade....................70 " 10 "
Kearney & Foot ....70 " 10 "
Disston's..................70 " 10 "
American..................70 " 10 "
J. Barton Smith..........70 " 10 "
McClellan ....70 " 10 "
Eagle ....70 " 10 "
Nicholson, 60 and 10 to 60, 10 and 5 "
Royal ....80 "
Globe ....70 to 75 "
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26......	2 20	4 25	....	6 25
26 to 40......	2 40	4 65	....	6 75
41 to 50......	....	5 10	....	7 50
51 to 60......	....	5 35	....	8 50
61 to 70......	....	5 75	....	9 75
71 to 80......	....	6 25	....	11 00
81 to 85......	....	7 00	....	12 55
86 to 90......	....	7 75	....	15 00
91 to 95......	....	....	....	17 50
96 to 100......	....	....	....	20 50

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

HALTERS.

Rope, ⅜-inch ....per gross ....
Rope, ½ " .... " 9 00
Rope, ⅝ to ¾-inch .... " 14 00
Leather, 1-inch......per doz. 3 87½ 4 00
Leather, 1¼ " ...... " 5 15 5 20
Web................ " 1 87 2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic ....per doz. 1 10 1 20

Sledge.

Canadian..............per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe..............per doz. net 1 50 3 00
Store door............per doz. 1 00 1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American........... per doz. 1 00 1 25

Plane.

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

Cross-Cut Saws.

Canadian........ ...per pair 0 13¾

HANGERS. doz. pairs.

Steel barn door............... 5 85 6 00
Stearns, 4-inch 5 00
" 5-inch 6 50
Lane's covered—
No. 11, 5-foot run 8 40
No. 11½, 10-foot run 10 80
No. 12, 10-foot run.......... .... 12 60
No. 14, 15-foot run.......... .... 21 00
Lane's O.N.T. track, per foot 0 04½

HARVEST TOOLS.

Discount 60 and 10 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HINGES.

Blind, Parker's, discount 16⅔ per cent.
Heavy T and strap, 4-in., per lb....... 0 06½
" " 5-in., " 0 06¼
" " 6-in., " 0 06
" " 8-in., " 0 05¾
" " 10-in., " 0 05½
Light T and strap, discount 65 and 5 per cent.
Screw hook and hinge
6 to 10 in......... per 100 lb. 4 50
12 in. up........... " 3 25
Spring.......... per gro. pairs 10 50

HOES.

Garden, Mortar, etc., discount 60 to 60 and 10 per cent.
Planter.......... ... per doz. 4 00 4 50

HOLLOW WARE.

Discount 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird cage............ per doz. 0 50 1 10
Clothes line.......... " 0 27 0 63
Harness.............. " 0 72 0 88
Hat and coat .... per gro. 1 00 3 00
Chandelier ....per doz. 0 50 1 00

Wrought Iron.

Wrought hooks and staples, Canadian discount 47½ per cent.

Wire.

Hat and coat, discount 45 per cent.
Belt ....per 1,000 .... 0 60
Screw, bright, discount 55 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list Oval
"M" brand, 50, 10 and 5 per cent. head
Countersunk, 65 per cent.
"Monarch," 65 per cent.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy....	3 35	3 60
Snow shoes	3 60	3 85
Steel Shoes.		
Light	3 45	3 70
Featherweight (all sizes)......	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.
Toe weight steel shoes........ .... 6 70

JAPANNED WARE.

Discount 45 and 5 per cent. off list, June 1899

ICE PICKS.

Star..................per doz. 3 00 3 25

KETTLES.

Brass spun, 7½ per cent. discount off new list.
Copper .... per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock, American .... per gross 0 60

KNOBS.

Door, japanned and N.P., per doz........................ 1 50 2 50
Bronze, Berlin....... per doz. 2 75 3 25
Bronze, Genuine .... " 6 00 9 00
Shutter, porcelain, F. & L. screw .... per gross 1 30 4 00
White door knobs....per doz. 0 95 1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast....................per doz. 7 00
No. 3, "Wright's" .... " 8 50
Ordinary, with O burner. ... " 4 00
Dashboard, cold blast........ " 9 00
No. 0 .... " 5 75
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined...... per doz. 2 20 5 60
Galvanized.......... " 1 87 3 85
King, wood.......... " 2 75 2 90
King, glass.......... " 4 00 4 50
All glass .... " 0 50 0 90

LINES.

Fish .... per gross 1 05 2 50
Chalk .... " 1 90 7 40

LAWN MOWERS.

Woodyatt, 12-in. wheel 7 50
Star " 5 50
Daisy " 4 90
Philadelphia, 10-in. wheel............ 6 00
Ontario, " 12 75
Discount, 50 per cent.

LOCKS.

Canadian, 40 to 40 and 10 per cent.
Russell & Erwin......per doz. 3 00 3 25

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am..... per doz. 0 50 6 00
Scandinavian........ " 1 00 2 40
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'...........per doz. 1 25 1 50
Carpenters', hickory, " 1 25 3 75
Lignum Vitae........ " 3 85 5 00
Caulking, each 0 60 2 00

MATTOCKS.

Canadian............ per doz. 5 50 6 50

MEAT CUTTERS.

American, discount 33⅓ per cent.
German, 15 per cent.
Gem ....each 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	3 45	3 55
3d	3 10	3 22
4 and 5d......................	2 85	3 05
6 and 7d	2 75	2 90
8 and 9d	2 60	2 70
10 and 12d	2 55	2 65
16 and 20d....................	2 50	2 60
30, 40, 50 and 60d (base)	2 45	2 55

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.50.
Cut nails in carlots are $2.40 base.
Galvanizing 2c. per lb. net extra.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per cent.
Flour barrel nails, discount 25 per cent.

NAIL PULLERS.

German and American 1 85 3 50

NAIL SETS.

Square, round and octagon, per gross................... 3 38 4 00
Diamond 12 00 15 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60, 10 and 5 per cent.
2-in. Mesh, 18 w.g. and heavier, 50 p.c.

OAKUM.

Navy ....per 100 lb. 6 00
U.S. Navy.......... " 7 25

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Zinc and tin, discount 50, 50 and 10 per cent.
Copper .... per doz. 1 25 3 50
Brass................ " 1 50 3 50
Malleable, discount 25 per cent.

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent.
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent.

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails, dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head ......per gross 1 35 1 50
Brass head.......... " 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins ....per gross 7 80
1 " " .... " 9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent.

PLANE IRONS.

English ....per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
German .... " 0 60 2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 per cent.
"J.M.T." Cushion work, discount 50 per cent.
Fuller work, discount 65 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.
"J.M.T." Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 65 per cent.
"J.M.T." Radiator Valves, discount 55 per cent.
Standard Radiator Valves, discount 65 per cent.
Patent Quick-Opening Valves, discount 70 per cent.
No. 1 compression bath cock......net 2 00
No. 4 " " " ...... " 2 00
No. 7 Fuller's .... " 2 20
No. 4½, " .... " 2 35
Patent Compression Cushion, basin cock, hot and cold..........per doz. 15 00
Patent Compression Cushion, bath cock, No. 2208 .... 2 25
Square head brass cocks, discount 60 per cent.
" " iron " " 60 "
Competition Globe, Angle and Check Valves, discount 70 per cent.
Competition Quick-Opening Radiator Valves, discount 70 per cent.

WINDOW GLASS —TO IMPORT.

Prompt Deliveries

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BENT GLASS of all kinds, our own manufacture. **Closest Prices.**

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

PRESSED SPIKES.

Discount 22½ per cent.

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 27	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern		1 80	3 60
Canadian pitcher spout		1 40	2 10

PUNCHES.

Saddler's	per doz.	1 00	1 85
Conductor's	"	9 00	15 00
Tinners', solid	per set	....	0 72
" hollow	per inch	....	1 00

RANGE BOILERS.

Dominion, 30 gallon	net		6 00
" 35 "	"		7 00
" 40 "	"		8 00
Ronald's Galvanized, 30 gallon,	"		7 40
" " 35 "	"		8 40
" " 40 "	"		9 60
Copper, 30 gallon	"		22 00
" 35 "	"		24 00
" 40 "	"		28 00

Discount off copper boilers 10 per cent.

RAKES.

Wood..... per doz. net 1 20 up.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler's & Co.'s	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65	....	13 00
Griffon Safety Razors	....	13 50
Griffon Stropping Machines	....	13 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb cartons, 1c. per lb.
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.
Copper Burrs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal	0 12
Pure Manilla	0 14
"British" Manilla	0 12
Cotton, 3-16 inch and larger	0 16
" 5-32 inch	0 21
" ¼ inch	0 22
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 11
" double	0 11½
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

RULES.

Boxwood, discount 55 and 10 per cent.
Ivory, discount 37½ to 40 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished...per set 0 70
" No. 50, nickle-plated, " 0 80

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent.
Emery, discount 40 per cent.
Garnet (Burton's), 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per doz. 9 50

SAWS.

Hand, Disston's, discount 12½ per cent.
S. & D., discount 40 per cent.
Crosscut, Disston's...per foot 0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete.....each 0 75 2 75
" frame only 0 75

SASH WEIGHTS.

Sectional. .....per 100 lb. 2 50 2 75
Solid ..... " 1 75 2 00

SASH CORD.

Per lb 0 23 0 30

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25
X-Cut Sets, No. 3 Woodyatt (Morrill)	9 50

SCALES.

Burrow, Stewart & Milne -
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 55 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 55 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 3-in. style.....per doz. 6 60
Common doors, 2 or 3 panel, yellow and green stained, 3-in. style...per doz. 6 80
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 15
4-in. style 20c. per dozen extra.

SCREWS.

Wood, F. H., bright and steel, discount 87½ and 10 per cent.
Wood, R. H., bright, dis. 82½ and 10 per cent.
" F. H., brass, dis. 80 and 10 per cent.
" R. H., " dis. 75 and 10 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ and 10 per cent.

Bench, wood	per doz.	3 25	4 00
" iron	"	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net..... 5 00 8 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discount 60 and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 40 and 5 per cent.

SINKS.

Steel and galvanized, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 50

SOLDERING IRONS.

1, 1½-lb.	per lb.	....	0 37
2-lb. or over	"	....	0 34

SQUARES.

Iron, No. 493	per doz.	2 40	2 55
" No. 494	"	3 25	3 40

Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list.

STAPLES.

Galvanized	3 25	3 50
Plain	2 90	3 15

Coopers', discount 45 per cent
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"	....	0 13
" Axe	"	....	0 15
Turkey	"	....	0 50
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton		....	25 00
" " under 40 lb.,	"	....	28 00
" under 2 in. thick,	"	....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch	....	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case..net cash	....	4 80
No. 6, 3 doz. in case.. "	...	8 40

TACKS, BRADS, ETC.

Cheese-box tacks, blued ..... 80 and 12½
Trunk tacks, black and tinned.. 85
Carpet tacks, blued ..... 80 and 15
" " tinned..... 80 and 20
" " (in kegs)..... 40
Cut tacks, blued, in dozens only 80
" ½ weights 60
Swedes cut tacks, blued and tinned
In bulk..... 80 and 10
In dozens 75
Swedes, upholsterers', bulk....85, 12½ and 12½
" brush, blued and tinned bulk 70
Swedes, gimp, blued, tinned and japanned..... 75 and 12½
Zinc tacks 35
Leather carpet tacks..... 55
Copper tacks..... 50
Copper nails 52½
Trunk nails, black ..... 65 and 5
Trunk nails, tinned..... 65 and 10
Clout nails, blued ..... 65 and 5
Chair nails..... 35
Patent brads..... 40
Fine finishing..... 40
Lining tacks, in papers..... 10
" " in bulk..... 15
" " solid heads, in bulk 75
Saddle nails, in papers. 10
" " in bulk..... 15
Tufting buttons, 22 line, in dozens only 60
Tin capped trunk nails..... 25
Zinc glaziers points 5
Double pointed tacks, papers.. 90 and 10
" " " bulk.... 40
Shoe nails 60
Clinch and duck rivets..... .. 45

TAPE LINES.

English, ass skin	per doz.	2 75	5 00
English, Patent Leather		5 50	9 75
Chesterman's	each	0 90	2 85
" steel	each	0 80	8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.
German.....per doz. 4 75 6 00
S. & D., discount 35 per cent.

TWINES.

Bag, Russian	per lb.	....	0 27
Wrapping, cotton, 3-ply		....	0 19
" 4-ply		....	0 23
Mattress	per lb.	0 33	0 45
Staging	"	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " No. 2	....	5 50
Saw Vise	4 50	9 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 60
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb. Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 25 per cent
List of extras: In 100-lb. lots: No. 17, $5 - No. 18, $5.50 - No. 19, $6 No. 20, $6.65 No. 21, $7 - No. 22, $7.30 - No. 23, $7.65 No. 24, $8 - No. 25, $9 No. 26, $9.50 No. 27, $10 - No. 28, $11 - No. 29, $12 No. 30, $13 No. 31, $14 - No. 32, $15 - No. 33, $16 No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2 Nos. 26-31, $4 Nos. 32-34, $6. Coppered, 5c. oiling, 10c. in 25-lb. bundles, 15c. in 5 and 10-lb. bundles, 25c. in 1-lb. hanks, 25c in ½-lb. hanks, 38c. in ¼-lb. hanks, 50c. packed in casks or cases, 15c. bagging or papering, 10c.
Brass wire, discount 62½ per cent. off the list.
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"	"	....	3 40
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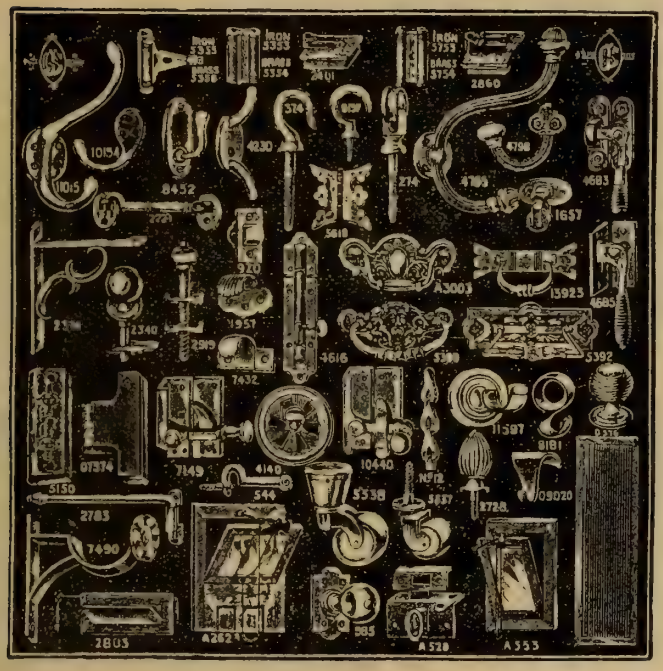

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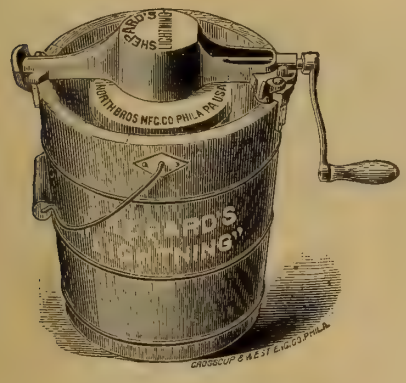

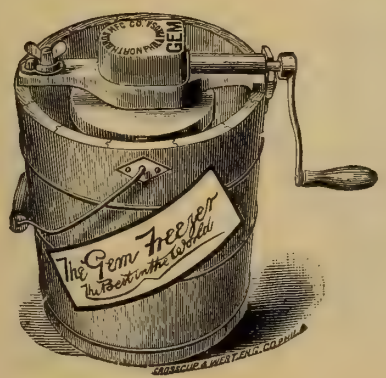

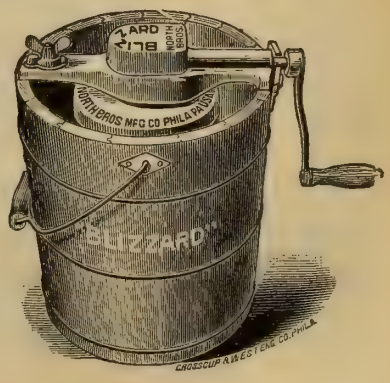

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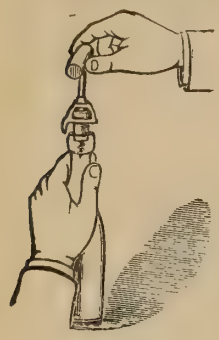

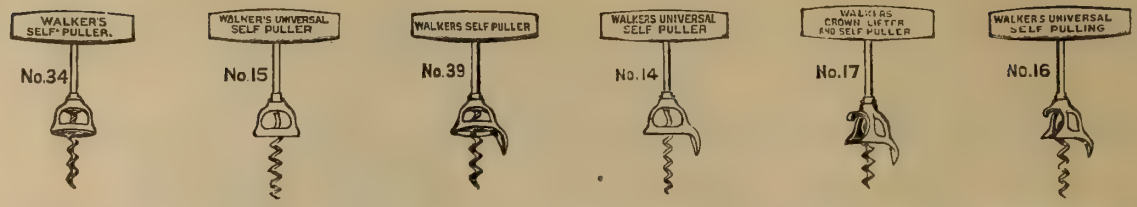

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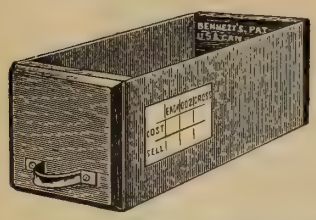

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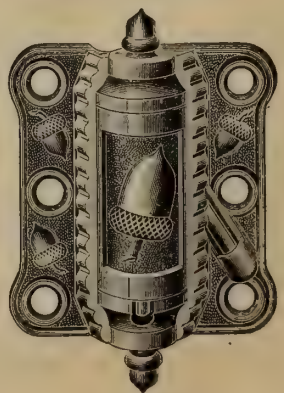

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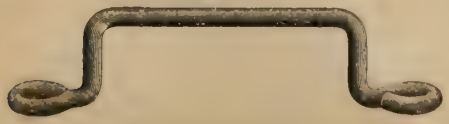

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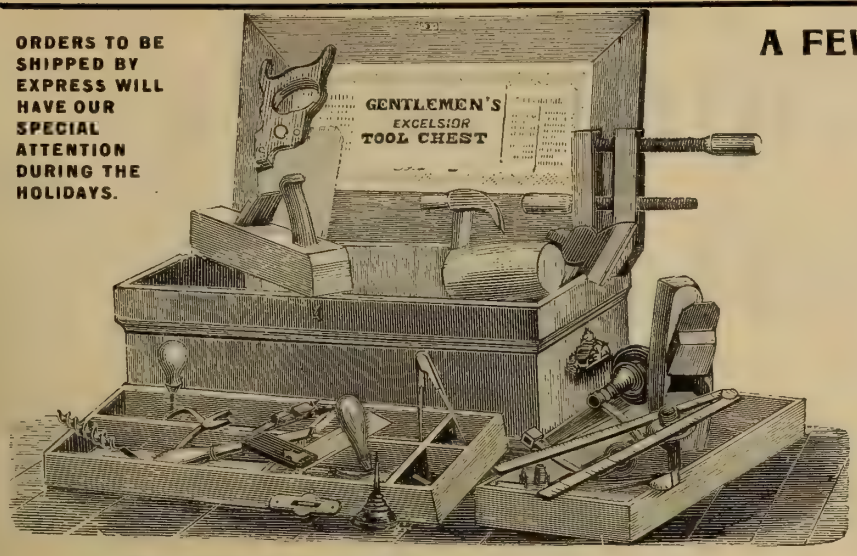

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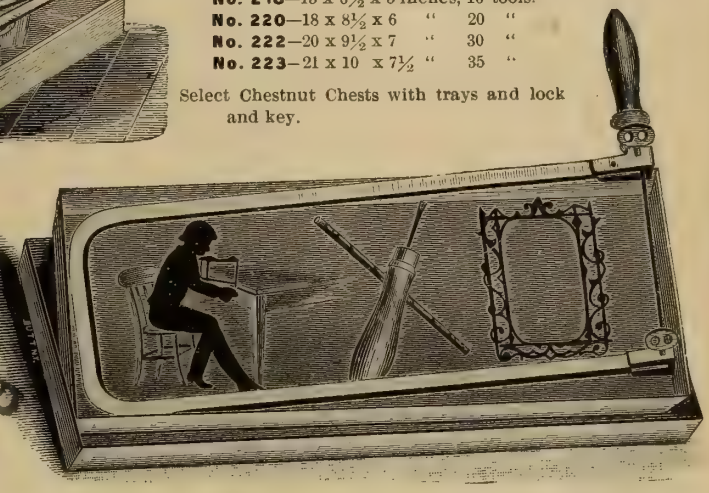

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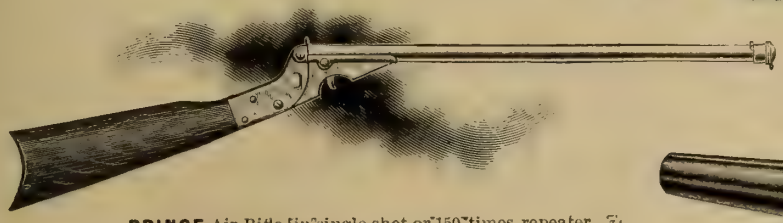

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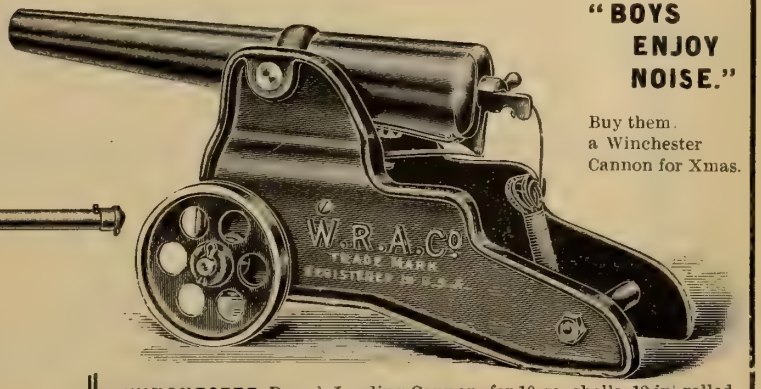

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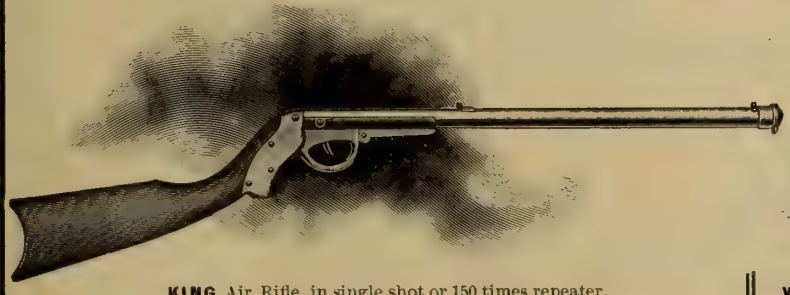

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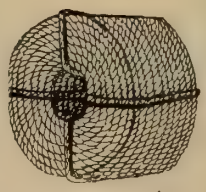

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No. 33 (double blade) is similar in construction and finish.

Something New!

THIS is an entirely new style of mincing knife of our own design. The shank is a flat tinned steel band, drawn tightly into a groove encircling the handle, the blade being riveted between the ends. This construction does away with any hole in the handle, which consequently cannot split or come loose. The handle itself is stained and shellacked, the whole making the neatest and strongest mincing knife ever put on the market.

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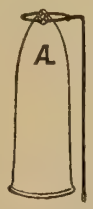
LONGEST LIFE & BRIGHTEST
OUR TRADE A MARK

A Statement of Facts.

We make the strongest mantles.
Our mantles gives the most light.
We use the purest and most costly chemicals.
We anneal our mantles with pressure gas.
Our mantles won't shrink or fray out.
Our trade mark A is on the best mantles.



We make mantles with any private mark on them, your own name if you desire.

WE MAKE

Coal Gas Mantles.	Coal Oil Mantles.
Oil Gas Mantles.	Gasolene Mantles.
High-Pressure Mantles.	Acetylene Mantles.

In single, double or triple weave.

Lowest prices on Mantles, Shades, Chimneys and Sundries.

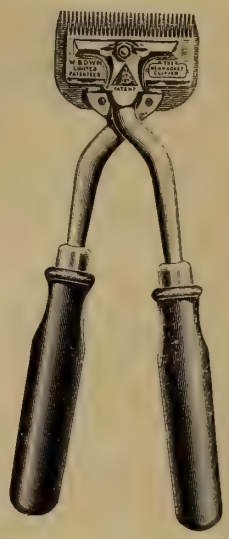
Write us if you are interested.

AUER LIGHT CO., - - MONTREAL.

BOWN'S "NEWMARKET" Clipper.

PATENTED 1874.

The King of Centre-Adjustment Clippers still remains unsurpassed after a run of nearly THIRTY YEARS



The Improved B. PATTERN "NEWMARKET" may now be obtained from all jobbers.

Detachable Plates.
Improved Cap with Long Bearing.
Rigidity and Easy Running.
Accurately Machined and Perfectly Fitted.

All Parts Interchangeable.

MANUFACTURED SOLELY BY

BURMAN & SONS, LIMITED

BIRMINGHAM, ENGLAND.

Nickle-Plated Copper Tea Kettles,
Nickle-Plated Copper Tea Pots,
Decorated Enameled Ware,
Japanned and Nickle-Plated Crumb Trays,
Covered Roasting Pans,
Pudding Moulds,
Jelly Moulds,
Cake Closets,
Cake Pans,
Slotted Mixing Spoons.

Are you ready for the holiday trade?
Is your stock complete?
We carry a large stock and can ship promptly.

Kemp Manufacturing Co.,

TORONTO, CANADA.

HARDWARE AND METAL

VOL. XIV. MONTREAL AND TORONTO, DECEMBER 13, 1902. NO. 50

President:
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co. Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES,

MONTREAL - - - - 232 McGill Street. Telephone 1255.
TORONTO - - - 10 Front Street East. Telephones 2701 and 2702.
LONDON, ENG. - - 109 Fleet Street, E.C. W. H. Miln.
MANCHESTER, ENG. - - 18 St. Ann Street. H. S. Ashburner.
WINNIPEG - - - Western Canada Block. J. J. Roberts.
VANCOUVER, B.C. - - - Flack Block. J. A. Macdonald.
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THE METRIC SYSTEM IN CANADA.

RE the metric system in Canada, the Hon. M. E. Bernier, Minister of Inland Revenue, says he is satisfied the metric system is infinitely superior to our complicated system of weights and measures.

The hon. gentleman is doing all in his power to educate the public to the advantages of the system by distributing charts and other material to illustrate the system to the high schools throughout the country, and he will approach the Governments of the Provinces to have the distribution extend to the common schools.

In this the hon. gentleman is only discharging his duty, as it is an assured fact that the metric system will be in use in all the civilized countries of the world at no distant date.

Mr. S. W. Stratton, of the National Bureau of Standards for the United States at Washington, predicts that the system will be universally used within two years. Mr. Stratton has just arrived home from a two years' tour of the world in the interest of his office and is considered an authority on the subject.

The system was legalized in Canada by an Act of the Dominion Parliament in 1867 (chap. 104, section 21), and all contracts based on it are enforceable at law.

In several countries it is the only system in use, and on account of its exactness is used exclusively for scientific purposes. It is based on a measure of length, the original being a bar of platinum, made by one Broda in 1840 at Paris, where the original bar is still preserved. Since it is sure to be put into practical use in Canada, it devolves on all persons connected with trade to do their share toward educating the masses.

We append a table of measure for weight and bulk :

The litre is the unit of capacity. It is legal at 1.0567 quarts, liquid measure.

10 centi litres c l = 1 deci litre d l.
10 deci litres d l = 1 litre l.
10 litres l = 1 deka litre d l.
10 deka litres d l = 1 hekto litre h l.

The gram is the unit of weight. It is legal at 15.432 grains troy.

10 milligrams m g = 1 centigram c g.
10 centigrams c g = 1 decigram d g.
10 decigrams d g = 1 gram g.
10 grams g = 1 dekagram d g.
10 dekagrams d g = 1 hektogram h g.
10 hektograms h g = 1 kilogram k g.
10 kilograms k g = 1 myriagram m g.
10 myriagrams m g = 1 quintal q.
10 quintals or 1,000 kilograms are 1 metric ton m t.

BICYCLE ACCESSORY BUSINESS.

THERE is a general feeling among a good many dealers that because the sale of bicycles has dropped off during the past few years, the sale of bicycle equipment has also dropped off to a corresponding extent.

This is a very mistaken view, as will be seen after a moment's reflection. In the days when the bicycle was at the height of its popularity, riders used it for only one season, exchanging it the next year for a new machine, consequently they required very few parts for replacement during the season. Nowadays the rider uses his bicycle for two, three, four or five years, and during that time has to purchase considerable new equipment. The result is today that there are possibly 10 wheels being ridden for every one that is being sold, and the market that is open to dealers in bicycle sundries is to supply the 10 wheels that are being ridden, not the one that is being sold.

OUR NEW YORK OFFICE.

The MacLean Publishing Co.'s New York office has been changed from Room 443 to Room 802, New York Life Building, 346 Broadway.

Mr. W. T. Robson, the New York correspondent of HARDWARE AND METAL is now better able than ever to keep our readers posted on what is being done by the most up-to-date business men in New York.

Any of our subscribers who happen to be visiting the great United States metropolis will find our own and other Canadian newspapers on file.

IMPORTANT JUDGMENT IN PIG IRON CASE.

JUDGMENT was given in the Exchequer Court, Ottawa, on December 5, in the case of the Dominion Iron & Steel Company vs. the King, being the outcome of a claim for $196,967.15 under the Dominion statutes for bounty on pig iron. The decision of the court is in favor of the plaintiff for the full amount claimed.

Aside altogether from the amount involved, the case is one of the most interesting to the iron and steel trades ever before a Canadian court.

Under the Dominion statutes the Government is authorized to pay bounties on steel ingots, puddled iron bars and pig iron made in Canada, that is to say, on steel ingots manufactured from ingredients of which not less than 50 per cent. of the weight thereof consists of pig iron made in Canada a bounty of $3 per ton. On puddled iron bars manufactured from pig iron made in Canada, a bounty of $3 per ton. On pig iron manufactured from ore, a bounty of $3 per ton on the proportion produced from Canadian ore, and $2 per ton on the proportion produced from foreign ore.

As pointed out by HARDWARE AND METAL when proceedings were instituted, the Auditor-General had refused, on legal advice, to sign the certificates of the company for the bounty on pig iron which had been transferred from the blast furnace to the open hearth furnaces to be transformed into steel without first being made into pigs. In other words, it was held that before the bounty could be earned the iron must first of all be made into pigs.

Judge Burbidge holds in effect that, in the usage of the trade of the ironmaster and those familiar with the process of manufacturing steel from pig iron, the term "pig iron" includes that substance in a liquid or molten state as well as in its solid form.

We think that most people, after carefully weighing the matter, will agree that the decision of the court is proper.

The concrete fact must not be overlooked that the purpose of Parliament was the encouragement of the iron and steel industry of the country. And while by perhaps a number of people the principle of bounties is looked at with disfavor, that should not cloud their minds to the intention of the Act. If, therefore, the purpose was to develop the iron and steel industry of Canada, the makers of pig iron should not be denied the customary bounty because they choose to employ the most modern and scientific methods for the production of iron and steel. To argue from any other premises would be tantamount to advocating the employment of the iron and steel-making methods of yesterday instead of those of to-day.

Fortunately the court has taken the broad and not the narrow view of the question.

THE COAL SITUATION.

ANTHRACITE coal is still scarce in Toronto. The dealers report that the cold weather has so much increased the demand for the article that their supplies of it have been exhausted and they are only able to make deliveries when a cargo or shipment comes in direct from the mines. The demand for hard coal is now enormous. Nobody was able to secure any quantity for use during the summer or fall, and so the citizens and small dealers have made a rush all at once to obtain their requirements.

Coal has been slowly coming to Toronto from the mines for about five weeks, but the supplies received were not half sufficient to keep the city going, let alone permit the delivery of any to points outside the city. Therefore, if the weather is cold, many people will suffer from lack of coal, but if it keeps reasonably mild for the season of the year everyone ought to get along by the exercise of economy. The dealers at present claim they have no hard coal to offer, but almost any quantity of soft coal, broken up in small sizes, can be obtained from them. Some people are, therefore, not slow to hint that the dealers are not anxious to sell hard coal while they have lots of small sizes of soft coal to get rid of.

At the mines coal is being mined in large quantities and quickly shipped to various points in the State of New York and the other States dependent upon the Pennsylvanian mines for their fuel. While navigation was open there were large quantities forwarded by water to ports on the Upper Lakes. The coal merchants of Toronto claim that owing to the above fact there have not been large deliveries so far to nearer points like Toronto. Navigation is now closed, and it is expected that from this time out the receipts in Toronto will be larger than they have been up to the present time. Several cargoes are now on their way across Lake Ontario for that city, but have been delayed by adverse winds for some days. Shipments will henceforth come in by rail, and it is claimed that not so much difficulty will be experienced in getting sufficient quantities of anthracite coal to keep the city going.

It is difficult to predict whether there will be further advance in prices or not. The dealers are recticent on this matter and will not express an opinion on the question.

Owing to the enormous demand at the mines the independent operators have advanced the prices nearly 100 per cent. and are asking $6.50 per ton for the anthracite. The Trust, however, has not advanced prices, still quoting $3.50 at the mines.

The middlemen at Buffalo are asking $8.50 per ton. The Trust has not been able to supply all the demand and so the dealers have had to buy partially their coal supplies from the independent operators. One large coal firm of Toronto stated that it bought about 60 per cent. of its coal from the Trust and the other 40 off the independent operators. Should the demand at the mines increase greatly the dealers will, of necessity, be forced to buy a larger percentage off the latter, and hence prices here would likely advance.

MANUFACTURERS' EXHIBITION.

It has been found impossible to get a building in Toronto in which to hold an exhibition of domestic manufactures. The Daughters of the Empire, under whose auspices the exhibition was to be held, have examined many places, but could not find one suitable.

The idea, however, has not been abandoned. They have the promise of a suitable building for the spring. As soon as the matter is arranged we will make an announcement for the information of manufacturers who may wish to exhibit.

Christmas Suggestions for Customers.

Cut the following list out and place it in a prominent position in your store. It will be useful to your customers, and will mean money to you. It has been carefully compiled, and contains a list of articles handled by a hardware merchant, and suitable for Christmas presents.

IT is oftentimes quite a difficult matter for customers to decide, when purchasing Christmas presents, just what they ought to buy for their friends and relatives. If they have no definite idea beforehand, they are liable to become muddled when faced by the complex display of a varied stock. Consequently, a merchant who is anxious to make sales will be prepared to utilize all possible means to help these customers come to a decision.

The following list is intended to assist the merchant in these efforts. It contains a variety and assortment of articles, all of which should make excellent presents. These are placed in as convenient a form as space will allow, and customers, who take the leisure to glance over them, will very likely be assisted in making their decision. Articles that they might never otherwise have thought of will be brought to their notice and an opportunity will be given the merchant to at least describe his goods. The latter may receive from the list useful hints in making up his stock, as articles are often overlooked in the hurry of making a selection:

Plated Ware, especially Spoons, Forks, Knives.
Children's Sets.
Enamel Ware (sets).
Fancy Lamps.
Carpet Sweepers.
Cutlery.
Case Cutlery.
Manicure Sets.
Toilet Sets.
Shaving Sets.
Scissors in Sets.
Butter Knives.
Sugar Shells.
Bread Knives.
Bread Boards.
Fancy Sleigh Bells.
Fancy Corkscrews.
Skates.
Hockey Sticks.
Trays.
Nickle-plated Tea Pots.
Brass, Copper or Nickle Spirit Stoves with small Kettle.
Guns.
Rifles.
Cartridge Belts.
Game Bags.
Duck Calls.
Goose or Crane Calls.
Moose Calls.
Léather-and-Corduroy Hunting Coats.
Hunting Knives and Other Hunting Assessories.
Snowshoes.
Skis.
Toboggans.
Fishing Rods and Reels.
Bicyles.
Mrs. Potts Sad Irons.

TRADE DISCOUNTS.

SEVERAL trade journals have recently published articles on the amount the merchant would save if he discounted his bills promptly, even if he bad to borrow the money to pay them from the banks. But some people have taken a different view of the matter, and in The St. Paul Trade, Minor C. Badger writes on the subject as follows:

I have been considerably amused by the articles published at different times in regard to the amount saved by discounting bills, and especially at the rate of interest. Take the hat and cap line, for instance, with terms 10 days less 6 per cent., 30-5, 60-4 four months net. If he discounts in 10 days at 6 per cent. he gets $6 for the use of $100 for 110 days, or at the rate of 19 9-10 per cent. per annum. If he takes the 30 day discount he gets 5 per cent. for 90 days, or 20 per cent. per annum. If he takes the 60 day discount then he gets 24 per cent. for his money, which is the best rate of interest he can get, and, of course, would pay him better than the 10 day discount at a trifle less than 20 per cent. per annum.

But let us see how it works in actual business. Theory is all right sometimes, but actual workings are different. As a general proposition, the average country merchant buys of his hat house two bills a year, one in the spring and one in the fall, so that he can get this discount only twice a year—not three times at 6 per cent., nor four times at 5 per cent., nor five times at 4 per cent., but only twice, no matter which discount he takes; so that while 4-60 is figuring at 24 per cent. per annum, he only gets 8 per cent.; and while the 6-10 figures scant 20 per cent. per annum, he really gets 12 per cent.

While figures do not lie they are sometimes very misleading, and the man who figures on 20 per cent. interest by discounting his hat bills, will come to the conclusion that some one was mistaken.

Now, as to the actual amount saved; any country merchant can "work" his jobber fot 60 days' extra time without interest by simply taking it when the bill is due, so that in borrowing of his banker he must take that into consideration. In this part of the world the bankers are in it for what they can make out of it, and 12 per cent. is not at all bad for one who wants to borcow; 10 per cent. is a very reasonable rate, and is just a fair average. So he borrows at 10 per cent. and gets at the most 12 per cent., making a profit of only 2 per cent. per annum in the transaction, an amount too small to look at considering the trouble to get the loan.

WELSH TIN TRADE DEPRESSED.

A despatch from London, Eng., states that the Welsh tin trade has been seriously depressed, so that a joint meeting of plate manufacturers and workmen has decided to close the factories one week each month from now till the end of March. Canada has during the past year taken from Great Britain (the great bulk of which comes from Wales) $1,400,000 of tin plates and sheets, an increase of about $650,000 over imports of the previous year.

A SEASONABLE LINE.

SILVERWARE as it was and silverware as it is to-day are two very different propositions. Silverware a generation or two ago was the possession only of the rich and coveted by the masses. We read of rare old silver plate in the treasury vaults of ancient families, valued among their proudest possessions. True, it is still of great worth, because of its age or connection with some historical event, but a few dollars of Canadian money, well spent, will purchase silver plate far more beautiful and of quality to suit the buyer's purse. Those who insist on the best can have it, while modern methods have come to the aid of the manufacturer, enabling him to turn out very beautiful goods of quality fully suitable to the tastes of the majority, and at prices eminently in keeping with the moderate sized purse.

At this time of the year nothing can be be more popular for a Christmas gift than a pretty piece of silverware. Many hardware merchants who are handling this line of goods report brisk trade already, while the Canadian manufacturers of silver plate are working overtime to supply the demand.

GOOD ADVERTISING.

Notes by Miss Nora Laugher, Toronto.

DON'T rail against your competitor in your ads. If you do, people will form the conclusion that he is hurting your business, and this would hardly be possible unless he handles a better grade of goods, or by larger purchases can offer his goods at lower prices.

* * *

Remember that the more you advertise an honest article the more it will advertise you. Honesty is the best policy both in the matter of reliable goods and the way you advertise them.

* * *

John Wanamaker, that king of advertisers, has always pursued that policy. He is a living illustration of what fair methods and honest dealing can do. Many merchants would think it a little overdone in an instance that came before my notice recently. A Toronto gentleman, with whom I am well acquainted and whose veracity cannot be doubted, while visiting New York called at a large store, intending to purchase a tea-gown to take home as a present to his wife. The saleswoman displayed some very handsome gowns, but the one he set his heart upon purchasing was quite unlike any of the rest—a very artistic garment priced at $27. He selected this one and tendered the amount for payment. As he intended taking the next train home to Toronto, he, of course, desired to carry the parcel with him. He was rather chagrined, after waiting some few minutes to see the saleswoman return to him, not with a neat parcel, but with the chosen gown still hanging over her arm. He was still more surprised when she explained that he could not purchase that particular tea-gown, as it had a tiny flaw at the extreme edge of the hem. The $27 was handed back to him and at first he began to think himself the victim of a small swindle. Wanamaker did not wish to sell the gown at the price. He demanded to see the supposed blemish. It seemed so trifling when brought to his notice that he still wished to possess the gown at the figure named, but the saleswoman declared she would not be allowed to sell it at any price. He persuaded her to go back to the manager of that department, and was exceedingly surprised to find that, as he desired it, they would make the price $17. Of course, he took the gown, and as it was too long and had to be shortened, the tiny hole in the hem did not signify.

* * *

Honesty in business is not, however, confined to the United States, nor to the great Wanamaker. It is the basic principle of hundreds of large and small stores in our own fair Dominion, and they find it a paying principle, too. Not long ago in one of the largest departmental stores in Toronto, a young man one bargain day (no doubt instructed by his better-half), purchased a pretty and jaunty little coat for his wife. When it arrived home it proved to be a little too large, and was returned to the big store for alteration. Unfortunately, by mistake, it was sent away to another lady, some miles out of town, and for the time seemed irretrievably lost. The young man was naturally much annoyed at its non-arrival. Upon interviewing the manager of the mantle department, he was shown several other coats with the request that he would select one. He did so, selecting a stylish coat priced $11, and was agreeably surprised to find that he was not charged one cent extra. He had purchased a coat for $3 in the first instance and the slight delay had not really inconvenienced his wife; yet here was one offered him, better and smarter in every respect and out of new stock which had just arrived from New York. In due course the first coat was returned, and he was at once advised by mail that he could have it also at the price originally paid.

* * *

The Thanksgiving turkey is hardly digested when the progressive merchant begins to consider the all-important question of Christmas advertising. He naturally desires to do even more business than he did the previous year. He realizes that his large volume of trade must increase if he gives both goods and ads. the careful study they merit. Good advertising and good display not only bring a greatly increased business, but give a chance to swell the number of regular customers when prices and selling methods are what they should be.

Many merchants have the erroneous idea that the easiest time of the year to advertise is Christmas time. They think that people are in the buying humor and that anything in the way of an advertisement is good enough to catch the public. Those people never made a greater mistake. Don't do slipshod advertising at Christmas. Don't do it at any time of the year.

* * *

Do your best to help people in their purchasing. Have your goods displayed in the most attractive and suggestive manner. Display your gift-goods for man, woman and child separately — a great aid to buyers. If your advertising space is large enough talk various lines and keep each line apart with a separate heading. Tell why each is especially desirable if you have room. Take each line and present its good qualities as forcibly as possible. Talk it up plain and well.

The progressive merchant will see the wisdom of good booklet, folder, or circular advertising as an aid to his newspaper advertising. I believe that at no time of the year is a well-gotten-up booklet or concise, well-written circular more valuable than just before or at the commencement of the Christmas trade season. A highly important part of advertising nowadays is the booklet, folder or circular. But it must tell just the right story—it must contain a maximum of description in a minimum of space. Attractive type and good illustrations must be used in the booklet to secure first, attention, then careful perusal, otherwise the booklet will be "flat, stale, and unprofitable," and soon find its proper level in the waste-paper basket.

* * *

With regard to Christmas newspaper advertising, it is a good idea to make a list of the various gift-goods—make a separate list, one for man, one for woman, one for child. State prices on list if possible.

Many merchants find it feasible to offer to lay aside any article upon payment of a small deposit and deliver at the customer's convenience. Remember that at no time of the year is satisfactory service and prompt delivery so much appreciated as during the holiday time. It is well to promise this in your ads. and it is better still to keep your promise.

* * *

I often wonder if progressive and conscientious advertisers ever consider how much good they are doing commercially for the advancement of their country. Advertising in Canada has not only created new industries all over the Dominion, but it has greatly added to Canada's wealth. Advertisements, in addition to being an educative power to the home-born citizen, help to instruct and elevate the foreign population, who thereby gain a better idea of their adopted country and teach foreigners the advantage of using the goods they find in this country and the profit there is in

WIRE NAILS
TACKS
WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

adopting modern western methods. Advertisements ofttimes put them on the road to fortune.

Canadian railroad advertising has induced thousands of United Statesers (I do not think our cousins across the border have the sole right to the use of the term "Americans" any more than Russians would have to the exclusive use of the term Europeans) and other foreigners to visit our picturesque country, the result being a large influx of population which has been of unquestionable advantage to the Dominion. There is room, however, for much improvement and development of this line of advertising from which our country should reap much larger advantage.

* * *

That remarkably gifted writer, Thomas McQueen, who will long be remembered as indefatigably trying to build up a native literature amongst us, often ended his eloquent editorials with the earnest appeal, "Will nobody write a few songs for Canada?" Well, there are Canadian song-writers and there are Canadian ad.-writers, and the latter are also nobly doing their part for their country.

* * *

At the passing of the year, we, who are interested in advertising, naturally look back to the short age of the ad. and its wonderful evolution. Fifteen or twenty years ago advertising was largely a mystery to the Canadian merchant. He was, however, regarding it seriously, much as he might contemplate some new business venture—as an experiment. Then there suddenly sprang into bloom the advertising writer to preach the new gospel of advertising. Most wise men have come from the East, yet I have reason to believe that the advertising specialist, like young Lochinvar, came out of the west. That he has preached his gospel well, and that he is here to stay, is well evidenced by the fact that he is here now and "talkin' yet." He is here, firstly, because it taxes the ability of the merchant or the manufacturer to know his own business. It is not to be expected that he should know another business in addition. The business of advertisement-writing is decidedly a business—I was about to say a profession. Advertising is no small thing to be trifled with. If handled carelessly or injudiciously it may mean the sinking of many dollars, even small fortunes. On the other hand, good advertising backed up by the right kind of storekeeping saves money by building business and by building it thoroughly. Secondly, the art of newspaper-making is studied from an interior point of view by the advertisement-writer. He has to do this to know his business. He has to learn all about type—what styles go harmoniously together—when to use borders—when not to use them—whether or not a line will "come in" in a certain size and style, and last, but not least, how to write good, common-sense English and convert it into convincing talk to interest purchasers.

* * *

What manufacturer himself would have time to sit down and think out such splendid and unique advertising as the Sapolio "Spotless Town" literature of Artemus Ward, or the famous "Jim Dumps" Force Food ads., created by that clever woman Miss Minnie Maud Hanff?

* * *

Wise old Tupper wrote: "Policy counselleth a gift, given wisely and in season; and policy afterwards approveth it, for great is the influence of gifts."

At no season of the year does a gift seem so appropriate as at Christmas or the New Year. The sagacious man of business fully realizes this. He knows there is no success without popularity; he has learned by experience that customers should talk favorably of him and his store. In securing this good-will useful advertising novelties are exceedingly helpful. They may take the form of a calendar, a small match-box, key ring with celluloid tag which opens, showing owner's name and address, a blotter, memo tablet, postage-stamp holder, car-ticket case, small looking glass, or a hundred-and-one different things on which could be displayed a little advertisement of the donor.

A useful advertising novelty is a good lead pencil, but it must be a good lead pencil, or the recipient will be apt to divide his profanity between the pencil itself and the firm that sent it. If you give a pencil give one of the good kind that will prompt a person to write an order with it for your goods.

* * *

If the small novelty the business man presents to each of his customers is something useful, as it should be, it is preserved indefinitely by the receiver and thus becomes a constant reminder of the merchant's generous and up-to-date business methods.

* * *

A small gift at Christmas or New Year and honest dealing every day of the year makes a customer satisfied with the merchant and his store. Remember that a satisfied customer is one of the best ads. a merchant can have, for mouth-advertising cuts as great a figure to-day as it did 50 years ago.

* * *

Remember every week of this new year that your ad. next week will be more profitable if your ad. this week gives the people what they want and the goods delivered are on a par with your promises.

Wm. Thomson, general merchant, of Thurso, Que., has changed his style to Thomson & S.

"QUICK SELLERS."

That is the dealers' verdict of

THE SHERWIN-WILLIAMS PAINTS

The best goods in the world are no good to the merchant unless he can sell them quickly and profitably.

The Sherwin-Williams Paints, besides being the best made, are the best known. They are systematically advertised. Our business methods create a demand for them, their quality holds and increases the trade. Once used, they're always used.

We do not drop our work with you when your order is filled; we begin then to work *for* you. We never stop. We are always at your service.

Our system of direct-advertising to the consumer is the most effective and complete ever employed. It brings customers to your store and sells the paint.

Summed up, good goods and good methods bring success every time.

Write to-day for our "B 13" booklet. It explains in detail the business methods that have brought success to us and to our dealers.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CLEVELAND.

CHICAGO, NEW YORK, NEWARK, MONTREAL, BOSTON, TORONTO, SAN FRANCISCO. KANSAS CITY.

CHAT

FIRE, originating in the boiler-room, destroyed J. A. Hewett's planing mill, Grimsby, Ont.

Three barges arrived on Saturday, at Toronto, with Welsh coal.

The Ontario Government have issued a proclamation raising the village of Alexandria to a town.

Fire damaged the hardware store of Sutherland & Stelck at Dauphin, Man. Mr. Sutherland is from Wingham, Ont.

Barnett & Record expect to have the C. N. R. storage elevator at Port Arthur ready for the storage of grain by the last of January.

H. H. Dawson, late manager of The Wells Hardware Co'.s store at Fort Frances, has gone to Fort William to take charge of the retail business of A. Dawson.

Brandon, Man., is facing a fuel famine the waterworks may have to shut down, it being almost impossible to obtain wood of any kind, and of hard coal there is none.

The Merritton fire brigade was called out to disperse the G.T.R. bridgemen because they were going to pull down the old wooden bridge across the G.T.R. tracks.

David Schurman, who has been in charge of the Massey-Harris business at Charlottetown, P.E.I., for many years, has been transferred to Wolfville, N.S., were he takes charge of the Western N.S. and P.E.I. department.

A. Westman, hardware merchant, who has occupied the store at 111 Dundas street, London, for the past 34 years, is moving into the larger store at 121 Dundas street, five doors east. Their new premises will give this old-established and respected firm double the floor space and afford their customers much more comfort and convenience in dealing with them as well as providing Mr. Westman with more room for a larger stock.

James Wright & Co., London, Ont., wholesale dealers in carriage hardware, bar iron, pipe, carriage trimmings, etc., have moved recently into their fine, new, brick building on Clarence street. This building is five storeys high, including basement, and has a floor space of 37,200 sqr. ft., being 110 ft. long by 70 ft. wide. It is one of the finest buildings in London.

INQUIRIES ABOUT CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government office in London :

1. The proprietors of certain saddle and harness preparations, boot and shoe blackings and polishes, embrocations and horse powders, are seeking to extend their business with Canada, and contemplate appointing a representative in the Dominion.

2. A firm of spinners of carpet, hosiery and coating yarns is desirous of doing a Canadian trade, and wishes to get into touch with carpet and hosiery manufacturers in Canada.

3. A Londou firm of general import and export merchants desires to get the representation of a few good Canadian houses whose goods are likely to sell in large quantities if properly pushed.

4. Inquiry is made again for names of Canadian exporters of fruit pulp.

5. A firm of bedstead makers is open to buy wood frames, of Canadian manufacture, for wire mattresses.

6. A North of England firm is looking out for a good Canadian house which would take up the agency for a special line of cycle oils in tins, as well as Scotch glue, gelatine, etc.

[The names of the firms making the above inquiries can be obtained on application to the Editor of HARDWARE AND METAL.]

A GUARANTEED VALUE

Nothing made so highly exemplifies the art of Single gun making as the

IVER JOHNSON

SEMI-HAMMERLESS ***TRIGGER ACTION***

SINGLE GUN

The trade prefer them, and the public demand them.

Our recently published catalog is a concise and complete treatise on the processes and essentials requisite for the production of a high-class single gun.

SEND FOR ONE.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Salesroom : 99 Chambers St. **FITCHBURG, MASS.**

TRAVELLER WANTED.

TRAVELLER WANTED FOR WHOLESALE firm. Must have had experience in Hardware and Iron business. Give references, age etc., and state present occupation. Box 13, HARDWARE AND METAL, Toronto. (50)

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

Standard Paint & Varnish Works
Limited
Makers of High Grade
Varnishes, Japans,
Paints, Colors & Enamels.
Windsor, Ont.

TO MAKE HAMMOCKS IN TORONTO.

The Hoffman-Corr Manufacturing Co. have established a warehouse and factory at 118 Bay street, Toronto, where they intend to manufacture a large line of hammocks, and to handle rope, twine and thread, cotton duck, yarn, warps, wick, waste, bags, excelsior, moss, tow, hair, tapes, fibres, braids, oakum, nets, wadding, batts, awning stripes, burlaps, flags, etc.

The business will be under the management of F. J. Purtill, an energetic young man who is well acquainted the Canadian trade, and is, by the way, a good friend of HARDWARE AND METAL, having, while connected with Iver Johnson's Arms & Cycle Works, Fitchburg, Mass., written the advertisements for that firm, thus realizing the close touch this paper has with its field in Canada from coast to coast. It is safe to say that under his direction the goods of this company, which have an enviable reputation already, will be in general demand from the Canadian trade.

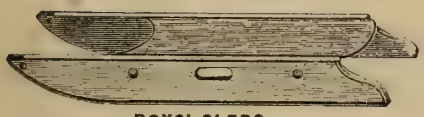
H. S. HOWLAND, SONS & CO., LIMITED.

WHOLESALE ONLY

37-39 West Front Street, **Toronto.**

ONLY WHOLESALE

— SLEIGHS —



BOYS' SLEDS.

No 1—Length 28-in., 10-in. wide.
" 2— " 33 " 10 " "
" 3— " 37 " 10 " "

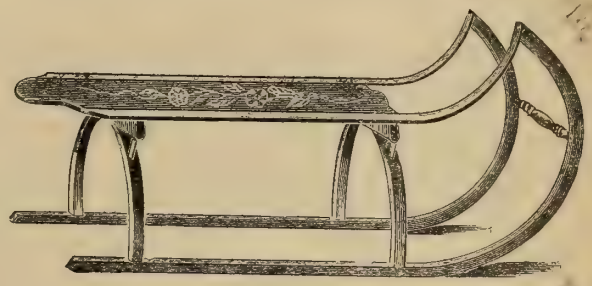
BOYS' SLEDS.

"Racer"—Length 44-in., 15-in. wide.

For other numbers see our Hardware Catalogue.

"LEADER."

Length 28-in., 11-in. wide.

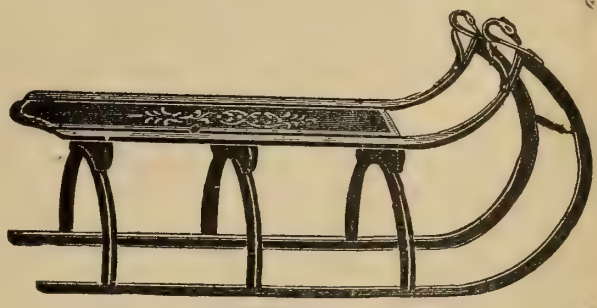


"CANADA."

Length, 32-in., 13-in. wide.

"COMFORT."

Length 42-in., 13-in. wide.

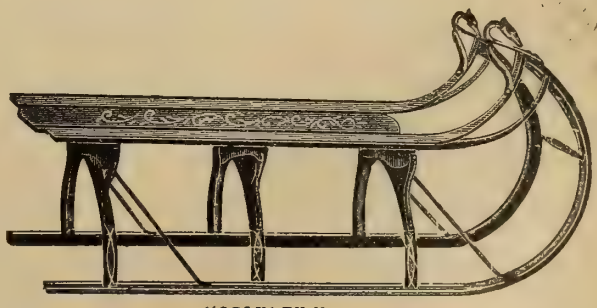


"NONPAREIL"

Length 36-in., 13-in. wide.

"POPULAR."

Length 30-in., 6-in deep at narrow part.



"STANLEY."

Length 38-in., 15-in. wide.

FOR FULL DESCRIPTION OF ABOVE SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, **Toronto.**

ORDERS SOLICITED.

Graham Nails are the Best.

Factory: Dufferin Street, Toronto

WE SHIP PROMPTLY.

MACHINERY AND ELECTRICAL SUPPLY DEPARTMENT

MACHINERY AND ELECTRICAL NOTES.

THE principal makers of sewing machines in the United States, with the exception of The Singer Machine Co., Wheeler & Wilson and Wilcox & Gibbs, have, says The American Exporter, been merged into a company with a capital of $30,000,000, and with B. Eldredge, president of The National Sewing Machine Co., as president of the new company.

Pischer & Son are erecting a mill at Causapscal for the manufacture of birch and spool wood.

The Hastings, Ont., foundry is working overtime filling orders for sawmill machinery in Manitoba and Quebec.

G. H. Cliffe has decided to go into the manufacture of acetylene gas machines more extensively than heretofore, so is overhauling a mill in Dundas to that end.

The Ontario Portland Cement Company's new buildings at Brantford, Ont., are being rapidly pushed forward and will soon be ready for the installation of machinery.

The Westinghouse Electrical Company, of Pittsburg, Pa., one of the largest electrical concerns in the world, have decided to open a factory in Ottawa to cut and prepare mica. The mica will be mined in the Gatineau district, and the staff employed will number about 200 men and girls.

The Hatton Patent Right Co., Limited, have been incorporated to purchase and deal in patent rights and inventions. The head office of the campany is Owen Sound, Ont.; its capital, $50,000, and the directorate is as follows: Timothy Charles Hatton, James McAllister, Charles Allen Gentles, Alexander Grant McKay and John Gentles, of Owen Sound.

WANT TO SELL BOILERS AND ENGINES.

Some British engineering firms are finding a profitable market for their specialities in the British-Columbian mining camps, and there is no doubt that if they will carefully look into the trade conditions along the Pacific coast they will find many excellent trade openings. For instance, the demand for boilers is said to be great and increasing. It is stated that last autumn 125 boilers were in stock in Dawson, all of which were sold before March of this year. Vertical boilers of from 6 to 20 H.-P., and horizontal boilers of from 20 to 75 H.-P. are in great demand. The demand for engines is also considerable, and at present is chiefly met by the United States. Those most in request run from 10 to 20 H.-P. The trade in iron pipes is also of importance, and it is reported that there is a very large market for steel hydraulic piping of from 8 to 30 inches, punched, rolled, and ready to be rivetted.—Coal and Iron Trades' Review, London.

FAIRBANKS COMPANY'S WESTERN MANAGER.

The Fairbanks Company have appointed J. E. Botterell manager of their Western branch at Vancouver. Mr. Botterell has been connected with the firm for the past four years, first as travelling representative in the Maritime Provinces and latterly as sales manager at the Montreal house.

The growing trade throughout British Columbia and the Northwest Territories requires increased energies and help to take care of the business, and in consequence Mr. Botterell should be just the man to fill the position.

This firm has been established but four years in Canada, and up to date have three times enlarged their premises as well as opening another establishment in Vancouver.

BICYCLE EXPORTS AND IMPORTS.

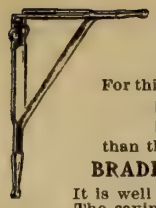
Evidently the United States has lost its grip on the export bicycle trade. A report of the U. S. consul at Chemnitz, Germany, gives some instructive figures relative to the trade, showing that while the United States in 1898 exported $7,150,000 worth of wheels, or more than the total exports of Germany and Britain, the trade returns for 1901 show Germany's export trade to have reached $2,927,000 in 1901, Britain's being $2,808,000, and the United States only $2,595,000. The consul adds that during 1902 German bicycles continue to have a greater sale throughout Europe than either American or British.

The sales of United States bicycles in Canada have, it is also instructive to note, declined materially in the past four years. In 1899, our total imports of bicycles, the bulk of which came from the United States was $497,161, while in 1901 they had fallen to $125,350. Meanwhile Canadian exports of wheels have materially increased. In 1899 our exports reached $241,753, of which $191,029 went to Australasia. In 1902 our sales to foreign countries were $312,835, Australasia again taking the bulk of the trade.

ELECTRICITY FOR REFUSE.

"Electricity for Refuse" was the subject of a paper read before the Manchester section of the Institution of Electrical Engineers on November 11, by W. F. Goodrich, the object of the writer, according to Ironmonger, being to show that cremation of refuse and really efficient power production were compatible, and could be coincident. Out of a total number of 160 towns in Great Britain, where destructors had been adopted, 45 towns had decided to combine the destructor with the electricity-works, and the actual destroying capacity of the destructors adapted in combination with generating stations might be put at upwards of 1,400 tons daily. Forty and even 50 units had been generated per ton of the fuse destroyed over short periods. At Darwen during a period of one year 33 units had been generated per ton of refuse destroyed, and at Shoreditch, over a similar period, 20 units. Sufficient data were available to show that with a well-designed and well-managed plant at least 30 units per ton of refuse burned might safely be relied upon the whole year through. There had been a number of instances where, for a certain period, the whole of the power required had been obtained from the refuse, but this happy state of things was exceptional, and experience showed that the refuse-destructor was only a most useful adjunct to a generating station. Mr. Goodrich, who showed a number of lantern-slides in connection with his lecture, was warmly thanked at the close.

The sawmill owned by Ross-McLaren, near New Westminster, B.C., will be opened again after ten years of inactivity. They have sold out to an American Co., who will start it in operation as soon as possible. Over 200 hands will be employed.



Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be
NOTHING BETTER
NOTHING CHEAPER
than the . . . .
BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong** and **Light.** The saving in freight is a good profit, aside from the **lower price** at which the goods are sold.

☞ Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

The Annexation of

a new warehouse entails a good deal of trouble in moving machinery. Until my building is complete I will sell the following at specially low prices:

PIPE CUTTING AND THREADING MACHINES.
⅛ to 3-in. Pipe Machine, Power, NEW.
¼ to 3-in. " " Hand Power, NEW.
½ to 2-in. " " Curtis' Make.

BOLT MACHINES.
No. 1-Capacity ¼-in. to 1-in. Acme Bolt Cutter, NEW.
No. 1½- " ⅜-in. to 1½-in. " " "
No. 2- " ½-in. to 2-in. " " "
No. 1½-Bolt and Nut Threading Machine.

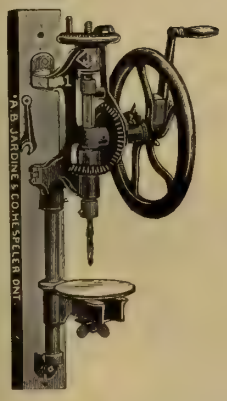
STEAM AND POWER HAMMERS.
150 lb. Drop Hammer, London Make, NEW.
4½ x 10-ft. Steam Hammer, Ferris & Miles' Make, NEW.
80 lb. Power Hammer, Scranton Make, NEW.
100 lb. Drop Hammer, London Make, NEW.

SAUSAGE MACHINES.
40 lb. Meat Chopper, Knowles' Make.
20 lb. " " Smith & Sons' Make.
30 lb. " " Simplex Make.
20 lb. " " Hand Power, Knowles' Make.

Monthly Stock List and Prices sent on request.

H. W. PETRIE

131-3-5-7-9-141-43-45 Front St. West and
8-10-12-14-16-18-20-22 Station St., TORONTO.

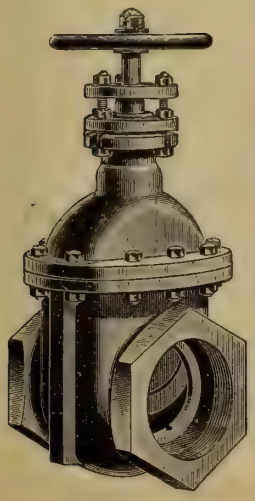


TRADE MARK J REGISTERED.

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.



We Make Good

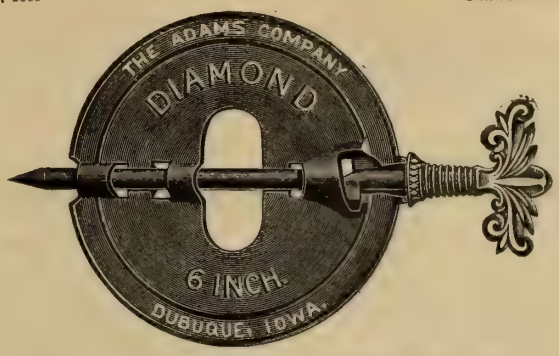
VALVES

Write for Catalogue. It tells all about them.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.

DIAMOND STOVE PIPE DAMPER.

U.S. Patent June 25th, 1895 — Canadian Patent December 14th, 1893



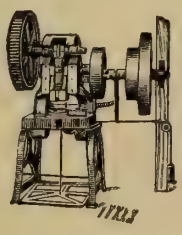
Nickle Handle.

Made by
THE ADAMS COMPANY, Dubuque, Iowa, U.S.A. **TAYLOR-FORBES CO., Limited,** Guelph, Ont.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. **Write Us for Prices.**

JAMES WARNOCK & CO., - GALT, ONT.



G. A. Crosby & Co. of Ontario,

SARNIA, ONT. LIMITED

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

H. W. Petrie 141-145 Front Street West, **TORONTO—Selling Agent.**

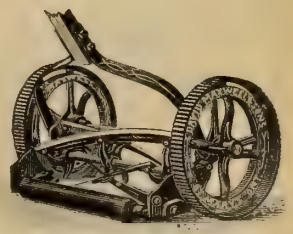
Steel Frame Churn.

DAVID MAXWELL & SONS,

ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn"

Patented Features: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1903. Steel or Wood Frame as desired.



"THE MAXWELL" Lawn Mower.
High Wheel 10 inches.

Lawn Mowers.

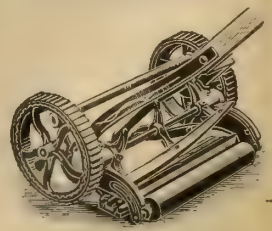
High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

SEND DIRECT TO US.

Wheelbarrows.

In four different sizes.



MAXWELL MOWER.
8-inch Low Wheel.

TORONTO AGENCY OF DARLING BROS.

DARLING BROS., engineers and machinists, Reliance Works, of Montreal, are opening a branch in Toronto under the management of Richard Dawson, who has been in the service of the company for about five years, being employed as a designer, and who has made an excellent name for himself with the trade.

Darling Bros. make a specialty of steam engineering, their principal line being the installation of the Webster system of low-pressure steam heating, which includes Webster's feed water heaters, oil extractors and steam separators. They also manufacture Moore and Burnham pumps, and handle boiler feed, vacuum, tank and light service and artesian well pumps; in fact, any and all kinds of pumps. They are, too, dealers in electric, hydraulic, power and hand elevators for freight and slow-speed passenger elevators. Mr. Dawson has opened his office at No. 2 Toronto street, where he will be pleased to see or hear from the trade.

The Webster system of heating has found much favor in Toronto during recent years. Among the large buildings which have been equipped with the system are the new King Edward Hotel, the new Dodge Manufacturing Co., The Toronto Carpet Co., and the new factories for The Gendron Manufacturing Co. The palatial head offices of the Grand Trunk Railway and the new Board of Trade, of Montreal, have also been equipped with this system.

The method of installing the system is unique. Darling Bros. prepare the plans for the work, take the contract and then allow the leading plumbing firms to figure on the work. Responsibility for the work, therefore rests with them, not with the plumber; yet it is claimed that the latter will have just as much work and reward as he would have under the ordinary system of heating.

When you call on or write to Mr. Dawson for further information kindly mention "Hardware and Metal."

PURCHASED A WAVERLEY ROUND-ABOUT.

H. A. Kemp has purchased a Waverley electric runabout manufactured by The International Motor Car Co., from their Canadian representatives, The Canada Cycle and Motor Co. This vehicle will be one of their latest, fitted with wood wheels and a special side battery. The electric vehicle will be used extensively in cities and towns during the coming season. A number of Toronto gentlemen intend using electric carriages in the city and gasoline touring cars for country roads and touring.

AN UP-TO-DATE FRAME FITTING

Vibration absorbing devices have obtained much favor among bicycle riders the past few years, and have demonstrated that they are a vast improvement over the rigid frame. Discerning makers are now including these machines among their high-grade business getting features. The success of such flexible or cushion frames is assured. The double flexible frame, made by The Sager Cycle Co., Rochester, N.Y., and sold by John Millen & Son, of Montreal and Toronto, is the result of progress in the natural development of a good idea, and it embodies decided improvements in operation.

Among the advantages are that it necessitates no change of spring for different weight riders, it improves rather than detracts from the appearance of the bicycle, has an ample spring with no tendency to bottom when subjected to an unusual shock, and is self-constrained, permitting the use of a loose joint at the hanger, thus avoiding particularly objectionable construction. The double flexible fitting can be attached to an old wheel as well as to a new one, so should be a good line for the repair man as well as for the makers.

Noel Philomene, general merchant, of St. Flavien, Que., has ceased doing business under his present style.

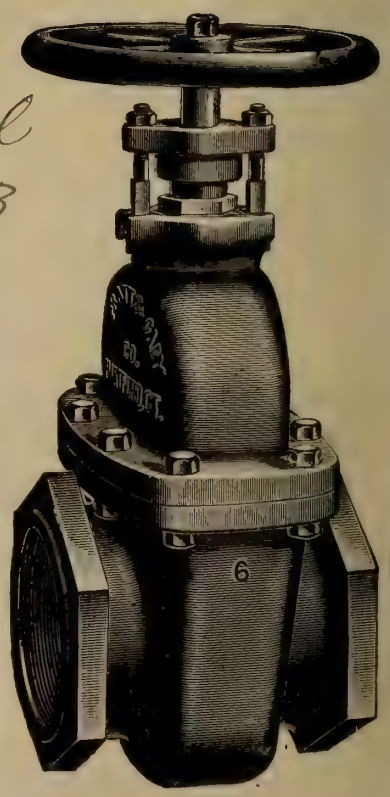
Fairbanks

Returned to Montreal Jan 24/03

Renewable Seat

Gate Valve

All Parts Renewable and Interchangeable.



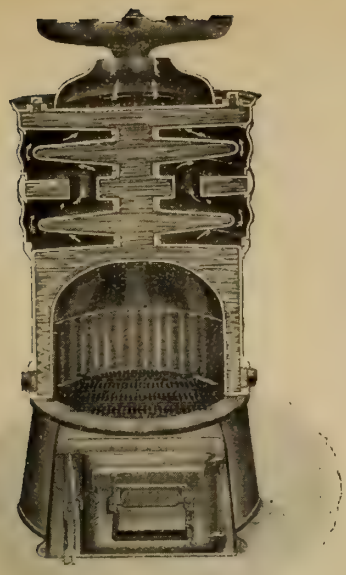
Two Renewable Seat Rings.
Vulcabeston or Bronze as Desired.
Renewable Wedge---Double Section.

MADE IN ALL SIZES. BRASS OR IRON.

SEND FOR CATALOGUE.

THE FAIRBANKS COMPANY

MONTREAL VANCOUVER



Successful Heating

Our efforts to warm Canadian buildings economically have been crowned with success. The introduction of our

"ECONOMY"

Hot Water Boiler and its ultimate perfecting have contributed largely to our fame as Heating Experts.

The **"ECONOMY"** Hot Water Boiler is made along sensible lines—constructed absolutely without bolts or packing—easy to put together—means satisfaction to the tenant, because it works steadily and burns little fuel.

Write for a new and attractive booklet on this system.

J. F. Pease Furnace Co., Limited,

Head Office, 189-193 Queen St. East, - **TORONTO.**

FENCES and GATES

IN WIRE AND IRON.

We can furnish anything required, from a plain wire fence for the farm to an ornate iron fence for residence or public building. Special prices to hardware trade. **Send for catalogues.**

The Dennis Wire and Iron Co.,

LONDON, ONT.

THE CELEBRATED

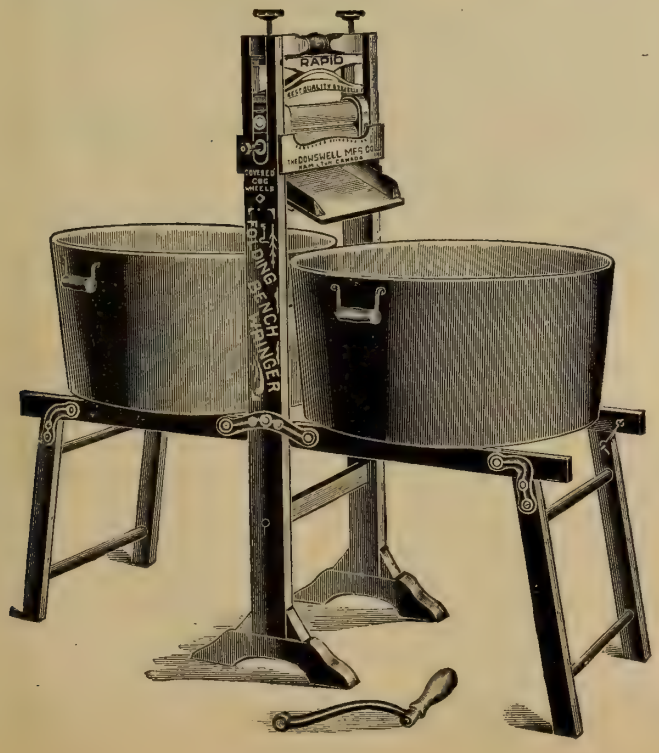
NATIONAL CUTLERY CO. SHEARS

Acknowledged the best and fully warranted.
Not connected with any Shear Combination.

Tailors' Shears, Trimmers, Ladies' Scissors, Barbers' Shears, Tinners' Snips.

DECATUR, BULL & CO., Sales Agents, **MONTREAL**

Something New in..... BENCH WRINGERS



NOTE THE FOLLOWING ADVANTAGES:

- Enclosed Cogs—children cannot get their fingers caught.
- Extra Wide Frame—greater wringer surface.
- Grease cannot get on Rolls.
- Water cannot get into Bearings.
- Bearings exposed, easy to lubricate.
- Supplied with or without Ball Bearings.
- Four different grades of Rolls.
- Every Roll has our name stamped on it, and to each Wringer is attached a warranty tag guaranteeing the Rolls from one to five years in family use, according to grade.
- We make 55 different styles and sizes of Wringers.

The Dowswell Manufacturing Co., Limited.

HAMILTON.

W. L. HALDIMAND & SON, Montreal, Eastern Agts.

WEST-INDIAN PRODUCTS.

IN this week's issue HARDWARE AND METAL presents its readers with a cut of the British West-Indian exhibit, as it appeared at the Toronto Industrial Fair last September. The picture gives some idea of the extent and importance of this exhibit, but naturally it fails to do adequate justice to the whole thing. One would need to be present in person and examine carefully all the details in order to grasp the full significance of the important collection of West-Indian products there shown. The arrangement was excellent, and the various exhibits were placed as conveniently as possible to admit of a careful inspection. The throngs which crowded around the space allotted to this section evidenced the interest which was universally aroused by the luxuriant and curious products of the tropical Islands.

Next year, Pickford & Black, of Halifax, who originated and carried out the idea of the exhibit and who are to be congratulated on its success, intend to repeat their experiment on a large scale both at Toronto and at the Dominion capital. They are of the opinion that these exhibits will do a great deal to promote trade between the West Indies and Canada.

C. S. Pickford, who undertook the task of working up the interest of the people of the West Indies in the enterprise, and who also took charge of the exhibit at Toronto, informed HARDWARE AND METAL that, although the work and worry was great, he looked forward to the pleasure of making, if possible, a larger showing next year. For this purpose he will probably leave Halifax for the West Indies about the middle of January, remaining there for six months.

Mr. Pickford says that, although his firm did the work of transporting the goods from the West Indies to Toronto and exhibiting them, their efforts would have been of no avail if they had not been backed up in the able manner they were by the exhibitors in the West Indies, as also by the following gentlemen : Luke Hill, Guy Wyatt, of Demerara ; T. Geddes Grant, Edgar Tripp, of Trinidad ; John Barclay, secretary of the Agricultural Society, Kingston, Jamaica, and last, but by no means least, Dr. Morris, C.M.G., Imperial Commissioner of Agriculture in the West Indies, and his lieutenants in the different Islands.

Dr. Morris, Mr. Pickford informs HARDWARE AND METAL, passed through Toronto some three weeks ago on his way to Ottawa, and stated that he was more than delighted with Canada. He has control of the botanical stations in the different Islands, and is doing a great work for the West Indies in improving the sugar cane. Here alone he has succeeded in increasing the yield some 25 per cent. ; and also in fruit, cocoa and other products the improvement is marked. Take, for instance, onions ; both in Antigua and Dominica this article has been made a great success of, the former, in the last couple of years, having exported large quantities to the other Islands of the West Indies.

In this regard, Mr. Pickford says that he saw at Dominica last winter potatoes, beets, etc, which he does not think could be beaten in Canada ; he also states that trade between Canada and the West Indies is steadily increasing, and all that is wanted is for our manufacturers to push their wares by sending their representatives into the field, and good business will result. HARDWARE AND METAL wishes Pickford & Black good luck in their efforts.

An Exhibit of West-Indian Products.

1,000 PRINTED ENVELOPES

For $1.00.

We do good printing cheap—500 Noteheads, 500 Envelopes and 500 Statements for $2.50.

Snaps in Stationery of all kinds.

WEESE & CO., Jobbers,
54 Yonge Street, - Toronto.

THE LONDON SCALE WORKS

GEORGE M. FOX
(Successor to John Fox.)

Manufacturer of Railroad, Hay and Platform Scales.

91 York Street, LONDON. ONT.

SITUATION VACANT.

WANTED—A GOOD LIVE SALESMAN with experience in selling all kinds of wire products in Canada. State qualifications and experience. Must be first-class. Good salary to right man. Apply, Box 12, HARDWARE AND METAL, Toronto. (51)

FOR SALE.

HARDWARE—GOOD PAYING BUSINESS, excellent location, sales mostly cash, stock $4,000, all first-class. Owner going into manufacturing. Will sell quick at price on dollar. Address care London Fence Machine Co., London, Canada. (tf)

AN OPENING. BEST AND MOST SUCCESSful hardware business in first-class Western Ontario town, 2,500 population. Agricultural district equal to any in Canada. Good live stock, value over $4,000. Proprietor going into manufacturing. Splendid opportunity, must sell quick. Address "Hardware," care London Fence Machine Company, London, Ontario. (tf)

Strathy Wire Fence

IS THE PERFECT WIRE FENCE.

Under pressure, its stays have a Hinge Movement, and spring back to place when pressure is removed. Factory-woven with coiled wire, or Hand-made with plain or coiled wire.

WRITE FOR QUOTATIONS. Agents Wanted.

Strathy Wire Fence Co., - Owen Sound.

STEVENS ALL STEEL TOOLS

—ARE—

STANDARD FOR QUALITY.

Your stock is not complete without a full line of our **Rifles, Shotguns, Pistols, Tools and Victor Bicycles.**

Handled by the Leading Jobbers.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.

CELEBRATED HEINISCH SHEARS.

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.

ACKNOWLEDGED THE BEST.

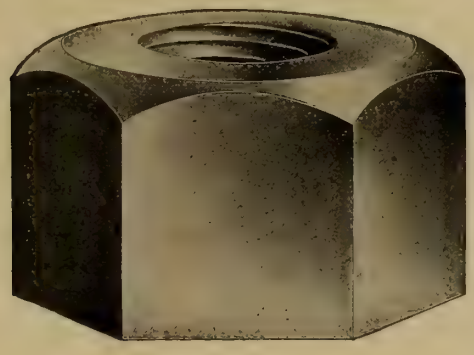
R. HEINISCH'S SONS CO. NEW YORK OFFICE, 90 Chambers St. NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

A REMINDER

THAT WE ARE THE ONLY CANADIAN MAKERS OF

Cold Pressed Nuts.



Square and Hexagon. **Finished and Semi-Finished.**

CANADA FOUNDRY COMPANY,

LIMITED,

Head Office: TORONTO, ONT.

DISTRICT OFFICES:

MONTREAL. WINNIPEG. HALIFAX. OTTAWA.
VANCOUVER. VICTORIA. ROSSLAND.

Wire

Copper Wire

— FOR —

Telegraph, Telephone, Trolley and Transmission Lines.

Round, Square and Rectangular for Electrical Machines.

Brass Wire

of all kinds and for all purposes.

Plain Wire

Annealed,
Annealed and Oiled,
Tinned, Coppered,
Wire Nails, Bright Goods,
Wood Screws, Jack Chain,
"Crescent" Hat and Coat Hooks, Poultry Netting,
Barrel, Blind and Bed Staples.

Galvanized Wire

Barb Wire, Plain Twist, Galv'd Fence Staples.

Manufactured by

The Dominion Wire Manufacturing Co., Limited

MONTREAL AND TORONTO.

HEAD OFFICE New Coristine Building, St. Nicholas Street, **MONTREAL.**

Long Distance Phones to all Departments.

PAINT, OIL AND BRUSH TRADES

LINSEED OIL IMPORTATIONS.

AN Ottawa despatch dated December 3 says: "J. Livingstone, ex-M.P., Baden; and E. Fielding, Toronto, had an interview with the Minister of Customs to-day on the subject of the duty upon flaxseed oil and linseed oil, the importations of which are increasing rapidly, to the serious detriment of the Canadian industry. Last year from Great Britain there were imported 650,943 gallons, and from the United States, 41,946 gallons."

When seen by "Hardware and Metal," re the above, Mr. Fielding, with his characteristic reserve, had nothing to say concerning his visit to Ottawa. No change in the duty on linseed or flaxseed oils had been requested by them.

The motive of the visit is in all probability presumed by the writer of the despatch, who does not seem to be thoroughly conversant with the facts. Instead of rapidly increasing the imports of linseed oil into Canada have steadily decreased of late. In 1899 Canada imported 1,032,308 gallons, in 1901 the imports had fallen to 778,982 gallons, and in 1902 to 692,889 gallons. At the same time the production in Canada has steadily increased. Mills are now in active operation in Baden, Elora, Guelph and Montreal, and it is claimed by the Canadian makers that they can now supply the demand of the home market. The trouble is, therefore, that the imports are not decreasing fast enough.

There has been no agitation against the amount of the duty, 25 per cent., which is considered an equitable basis. But inasmuch as the bulk of our importations of linseed oil came from Great Britain, the British preference of 1-3 off makes the duty on the greater portion of linseed oil brought in here 16 2-3 per cent.

The one source of complaint which has in recent years disturbed the trade has been this preference. The linseed oil exported from England is ground in Hull, and it is claimed by the Canadian manufacturers that it is produced to a great extent from flaxseed grown in the Argentine Republic, which, being a foreign country, has no right to the Canadian preference. There is a provision, however, that if a "substantial portion of labor" enters into the production in a preference country like Britain, of an article produced from raw material from a foreign country, it may enjoy the preference. The Minister of Customs is the final authority as to what is a "substantial portion of labor," and has in the past held that the value of raw material from a foreign country must be enhanced 25 per cent. in a preference country to enjoy the 33 1-3 preference under the Canadian tariff.

It has long been claimed that the preference should not be given to linseed oil ground in Great Britain from the Argentine Republic flaxseed. Up to the present this claim has not been upheld by the Minister of Customs, but it is difficult to state what movements may be on foot in regard to the matter before the season's importations start to arrive in the spring.

A NEW OIL COMPANY

The Canadian Trinidad Association, with headquarters at Walkerville, Ont., and with a capital of $300,000, has been incorporated with the following directorate: J. G. Lovell, Wm. Bain, Robert Gowans, E. W. McNeill, S. R. Wilkie and R. Richardson. The business of the new company is to produce, refine and deal in petroleum oil and by-products.

NEW LINE OF PAINTS.

The Grant-Hamilton Company, Limited, Toronto, are making 23 colors of "Sterling" elastic paint for inside and outside house, factory and mill painting. Hardware dealers looking for a new line, which, from the standpoint of either price or quality, is calculated to give satisfaction to customers and profit to themselves, should write to this company for further particulars regarding this line, not failing to mention "Hardware and Metal."

BRUSH CATALOGUE FOR 1903

The United Factories, Limited, Toronto, have just issued their catalogue for 1903, which will be sent to the trade during the next few weeks. In addition to the numerous lines of painters', artists', household, toilet and factory brushes, horse brushes and stable brooms, brooms and whisks, woodenware and fibreware, baskets, mats, twines, cordage and display tables which the company have sold in past years, several new lines, and particularly of brushes, are being introduced to the trade. These new lines are expected by the company to meet with general favor, and should be examined carefully. The catalogue is well illustrated and very comprehensive, comprising 206 pages. A good feature of the work is a number of practical hints concerning the handling and use of brushes, which every hardwareman should allow his clerks to read. If you do not get a copy of this catalogue in the next week or so, drop a card to The United Factories, Limited, of Toronto, mentioning "Hardware and Metal."

SUBSTITUTES FOR TURPENTINE.

A writer in The Naval Stores Review, from Wiesbaden, Germany, says: "I can state through my own experience that the consumption of substitutes, since some years ago, has considerably increased and that varnish manufactories use the same for cheap qualities of varnish for ordinary purposes. The tinware and the basket industries mostly employ varnishes made with turpentine substitutes, and all my endeavors to prove their being useless have been in vain. The lithographic printing offices which formerly employed only spirits turpentine to purify the stones are now using petrol. It is to be regretted that many varnish manufactories spoil their wares by adding substitutes also for the better varnishes without seeing the damage they suffer. As soon as spirits turpentine rises over 45c., the patent turpentine, the Russian and Polish products, find their way into consumption, and a remarkable diminishment in the use of pure spirits turpentine will be the result."

LINSEED OIL.

This is usually looked upon as the quiet season for linseed oil, and as a general rule, with the prices a little easy. England, especially, has her dull season about this time, and usually closes down all works for a short period about Christmas. The exceedingly cold weather and prevailing snow storms in England have caused all cattle to be stall fed, and still the prices hold firm. Canadian dealers are anxiously awaiting the drop in England, so that they will know how to regulate the market in this country. It is surmised that the market across the Atlantic is practically in the hands of a combination.

FOR SPRAYING PAINTS.

The use of the motor spray for painting is coming into general use, especially for rough painting over large surfaces. The Spray Motor Co., London, Ont., are making a spray which has won an excellent reputation for this class of work.

MADE IN CANADA.

And we challenge the world to produce a varnish equal to . . . . . .

Elastilite

at the same price, or better at any price.

In tins only, from ½-pint to 1-gallon.

WRITE FOR PARTICULARS.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED

Toronto, Ontario, Canada.

Canadian Agents for Buehne's "Red, White and Blue" Brand Steel Wool.

Paris Green

We are now in a position to quote lowest price on strictly Pure Paris Green.

No higher quality made.

Greatly exceeds in purity the Government standard.

Write us for prices before ordering.

If you have not yet secured the sole agency for your town for the celebrated

"ARK BRAND" PAINT

write us at once for full information—it will mean the best paint connection it is possible for you to make.

FREE—Our Practical Booklet, **"Paint, What to Use and How to Use It."**

Manufactured by

THE FRANCIS-FROST CO.
TORONTO. **Limited**

Canadian Distributing Agents for Grippin's Crack Filler.

1-9-0-3.

THE MONEY MAKER FOR 1903.

THE MONEY MAKER FOR 1903.

A. RAMSAY & SON, PAINT MAKERS

Write us. MONTREAL. Est'd. 1842.

INDELIBLO.

Read about this and learn of the Famous Cold Water Paint.

Indeliblo is a dry powder. It comes in a number of beautiful colors and a pure snow white. It only requires to be mixed with cold water to produce a splendid paint. **Indeliblo** is washable, sanitary, fireproof, weather-proof and durable for interior and exterior on all kinds of buildings.

The white is splendid for lighting up dark corners, shafts, alleyways, elevators and everything requiring a pure white. There's money in **Indeliblo**. Send for color card and particulars.

Agents

A. RAMSAY & SON, - - - - MONTREAL
THE J. H. ASHDOWN HARDWARE CO., Limited, - WINNIPEG
McLENNAN, McFEELY & CO., - - - - VANCOUVER

Makers

THE MURALO COMPANY, New Brighton, Borough of Richmond, New York.

PAINT AND OIL MARKETS.

MONTREAL

THE most striking feature of the business done in Montreal during the past week is the heavy bookings of paris green. Each season a faint hope is indulged in that the demand for paris green will fall off, but this is apparently not in accordance with facts, as last year it had an extraordinary demand, and owing to the continued increase in the area of potatoes planted, it is understood that at least 25 per cent. more green will be required for the coming year. One firm in Montreal report that they have all ready sold about 140 tons, and orders are still arriving by each mail. In the general trade the exceedingly cold weather has somewhat checked the demand for immediate shipment, but a healthy tone prevails in all paint and oil circles and the leading manufacturers report that they have enough business in sight to keep them running full time during the winter and spring. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, $5.00 to $5.25; No. 1, $4.77½ to $4.87½; No. 2, $4.40 to $4.50; No. 3, $4.02½ to $4.12½; No. 4, $3.65 to $3.75, all f.o.b. Montreal. Terms, 4 months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5.25 in casks; kegs, $5.50.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote: Bulk, in bbls., $1.90 per 100 lb.; bulk, in less quantity, $2.05; bladders, in bbls., $2.25; bladders, in 100 or 200-lb. kegs or boxes, $2.40; in tins, $2.55 to $2.65; in less than 100-lb. lots, $3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50, and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 63c.; boiled, 66c. In 5 to 9 bbls., 1c. less. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gal. advance.

TURPENTINE.—Single barrels, 75c.; 2 to 4 barrels, 74c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.45 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PARIS GREEN.—Petroleum barrels, 13¼c. per lb.; arsenic kegs, 13½c.; 50 and 100-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. packages, 15c.; ½-lb. packages, 17c.; 1-lb. tins, 16c.; ½-lb. tins, 18c.

TORONTO.

There is still little doing except in paris green, which has been advanced 1c. by the manufacturers. Linseed oil and turpentine are both stiff at primary markets, but there is no change here. Other lines are dormant. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $5 to $5.25; No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½.; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. pkgs.; genuine dry white lead in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.50 to $4.75; ditto, in kegs of 100 lb., $5; No. 1, in casks of 560 lb., $3.75 to $4; ditto, kegs of 100 lb., $4.25.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6.25; Lehigh, in casks, $6 to $6.25.

SHINGLE STAIN.—In 5-gallon lots, 60 to 75c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35c.; in less than cases, 40c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35; white, $2.35 to $2.45 per gal.; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8½c. per lb.; cabinet glue, in bbls., 12c.; emery glue, in bbls., 17½c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, $2.25; bladders, in 100-lb. kegs, $2.40; bulk in bbls., $1.90; bulk, less than bbls. and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.90.

PARIS GREEN.—Petroleum bbls., 14c. per lb.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. packages, 16c.; ½-lb. packages, 18c.; 1-lb. tins, 16c.; ½-lb. 18c.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 9 to 9½c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 63c.; boiled, 66c.; 3 to 5 barrels, raw, 62c.; boiled, 65c.; 6 to 9 barrels, raw, 60c.; boiled, 63c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 77c.; 2 to 3 bbls., 76c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

GASOLINE AND BENZINE.—We quote: Benzine, 19¼c. and gasoline, ordinary, 21¼c. and engine, 22¼c. f.o.b. Toronto.

WINDOW GLASS.

MONTREAL.

The severe weather of the past few days has been very good for the glass business. People are very busy trying to close up both old and new buildings. The dealers feel quite satisfied that there will be no material change in the price before spring, and our quotations are still as follows: First break, 50 feet, $2; second, $2.10 for 50 feet; first break, 100 feet, $3.80; second break, $4; third break, $4.50; fourth break, $4.75.

TORONTO

There is a good movement, and while prices are nominally unchanged, there seems to be considerable cutting. Our quotations are: Under 26 in., $4.25; 26 to 40 in., $4.65; 41 to 50 in., $5.10; 51 to 60 in., $5.35; 61 to 70 in., $5.75; 71 to 80 in., $6.25; 81 to 85 in., $7; 86 to 90 in., $7.75. Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days. Discount, 15 per cent.

Your Customers

are largely guided by the confidence you show in the goods you sell them.

If you handle **"ANCHOR" LIQUID PAINT** you need have no hesitation in giving it the highest recommendation.

Every can of **"ANCHOR" LIQUID PAINT** has a top label guaranteeing the white lead used to be **BRANDRAM'S B. B. GENUINE,** acknowledged to be the best on earth.

We supply you with up-to-date advertising.

ANCHOR BRAND
H.&P.
REGISTERED
TRADE MARK

Send us a post card and let us tell you all about it.

BRANDRAM BROS & CO
BRANDRAM'S
B. B.
WHITE LEAD
REGISTERED TRADE MARK
MANUFACTURERS LONDON ENGLAND

HENDERSON & POTTS

Halifax and Montreal.

PLEASURES OF THE ROAD.

By "Roadster," in an English paper.

IF there were beneath the sun one single trade or profession whose members were unanimous in its praise, what a rush there would be for it! How paterfamilias would sigh with relief; how the "young gentleman just left school" would apply in his best copperplate for admission to its ranks. But there is not, and this side Utopia never will be, such a city of refuge for "our boys." Up and down the social scale, barrister and butcher, sailor and sweep, all sing the same sad song—"My dear sir, make the lad anything but that; a bare living is the most he can hope for. I assure you nowadays the competition," etc. Of all excuses and drawbacks, the universal scapegoat is that same "competition"—a word so welcome as almost to take rank with "that blessed word Mesopotamia!"

So the bagman, who, whatever be his faults, is at least up to date, comes forward with his little "wail." And the intelligent foreigner in the present, or Macaulay's New Zealander in future ages, will see in his mind's eye a feeble remnant of dispirited men trudging their way, repulsed from shop after shop; here by a notice that "Messrs. Penny & Post see no travellers"; there by a firm whose proprietary articles are all "our own make"; leaving town after town orderless and spiritless, and sneaking at night to their frugal meal and hard bed "in the worst inn's worst room."

A painful picture! If only it were attested by the railway carriage, the street, and the commercial-room. But they seem such "jolly companions every one" these poor "wailers." So jovial and hail-fellow-well-met among themselves; so affable and cheerful with any stranger who finds himself a bagman's vis-a-vis. Are they all forced, the cheerful smiles as they swing from customer to customer, or chaff "Boots" as he puts the bags inside the 'bus, and slams the door—three minutes to catch the train half a mile away! They grumble, it is true, as they sit in conclave at the commercial dinner, or over the evening "fish and tea"; but for men who "haven't taken a line to-day, sir," they speak with marvellous smoothness, and, moreover, display a lively interest in the vagaries of the Stock Exchange which one hardly looks for in men on the verge of despair and ruin.

There are undoubtedly many doing badly on the road; some because they deserve to do badly; others, for whose "best" adverse circumstances are too strong. A small number—as in all other trades—are doing superlatively well. And between these opposite extremes, the main body are doing "as well as can be expected."

It may be said of "the road," as the late George Robins once said of a desirable property brought under his hammer, "For any gentleman requiring this sort of thing, this is just the sort of thing he requires." Does a man like change of scene and society? The road will certainly give it him. Does he weary of the same daily walk to business, the same faces week after week behind the counter or the desk? Is it his taste to sleep one night in a city caravansera, and the next to be the only "gentleman in the parlor" of the one hotel in a country town where they study economy and dispense with gas on moonlight nights? And does he find that his appreciation of "home" is kept more lively by being a "week-end" visitor only? Then "the road" is, of all places, the place for him.

He may be so qualified, and yet not succeed as a traveller. For that he must have a genius for perseverance, and many things besides, a persuasive manner and a taking tongue among the number. But for a man with a talent for travelling, what I have hinted at as pleasures of the road will, if they do not actually smooth his path, yet lift him gently over many a rough place. And there are other alleviations of his lot. A "cranky" customer seen at oftenest weekly or monthly, is not so sharp a thorn in the flesh as a bullying manager or an uncongenial fellow-clerk. You pull yourself together, bow before the storm of grumbles or snubs, and 10 minutes later are outside in the sun, and rid of him till next journey. Even the fussiest of firms can only get at you through the medium of the correspondence clerk and the mailbag, and must confine the hourly interviews and complaints to those "inside." The man who stands behind his own counter soon loses, if success comes slowly, the pride of possession which he first felt. Waiting for trade is weary work. The bagman never waits—except for trains. He pushes forward, working shop after shop, street after street, now a small town, now a city, always hoping, and not infrequently finding that things are better "a little bit further on."

Travellers and tradesmen alike will tell you how the road swarms with unsuccessful brothers of the bag. Very likely; there are failures in every business and profession, but the unsuccessful traveller is always en evidence; the publicity of his work and the breadth of his field of action make this unavoidable. When wheat and chaff grow on separate stalks wholesale houses will send out none but successful men, and we shall probably miss the "cheery failures" whom a modern writer has described as the cream of social life. Meanwhile, threshing machines are not yet out of date, and a great army of weary countermen and clerks chorus the song of Capt. Macheath, and cry, "Let us take the road."

Mr. Oliver McClary, London, Ont., is dead at the age of 87. Deceased was one of the original founders of The McClary Manufacturing Co., from which firm he retired about 20 years ago.

They went and "Told" the Sexton,
And the Sexton "Tolled" the Bell.

(Faithless Sally Brown.)

THE
DEATH
KNELL
On Imported
PARIS
GREEN

has been sounded! The Canada Paint Company's **Pure** Paris Green has superseded the imported article. This is as it should be. Our customers are not fossils, but the cream of the hardware and drug trades. They conform to the new order of things. Canada does not import and pay duty on potatoes. Why pay duty and have vexatious Customs delays on Paris Green? Keep the money in the country and there will be more cash to purchase hardware, beef, and potatoes. To buy right, lose no time and address

The
CANADA
PAINT
COMPANY,
Limited

Montreal—Toronto

STOVES AND TINWARE

AND ALLIED TRADES

HARDWARE AND METAL" has received such general support from the tinsmiths and stove dealers of Canada, and has been so widely recognized as the only trade paper in the Dominion dealing particularly with matters pertaining to these trades, that it has been decided to devote more space and attention to this branch of the metal trade, and to this end a department, "Stoves and Tinware," is started in this issue.

* * *

This department will deal with technical subjects of interest to stove dealers, tinsmiths, etc., as well as with business outlook and conditions affecting the trade. The regular quotations on materials which have heretofore been published in our market reports will be continued in their usual place, and, in addition, an effort will be made to secure any further information of interest or value.

* * *

To be of the greatest service to the trade generally, the department must receive the support and co-operation of its readers. We would, therefore, appreciate any correspondence pertaining to the stove and tinware trades ; would be pleased to answer any questions submitted, or secure any information requested.

GURNEY'S NEW FOUNDRY.

The new foundry and machine shop which The Gurney Foundry Co., Limited, are erecting at Toronto Junction, is being rapidly pushed forward and it is hoped will be ready for occupation early in February. As these premises are quite large they will enable The Gurney Foundry Co., Limited, to cope with their expanding business, filling all orders with the promptness they so much desire, but have found so difficult with their present premises.

FLUX OR ACID FOR TIN ROOFING.

Should acid be used for soldering a roof ? A correspondent of The Metal Worker submits the following answer :

" I would say that, in my opinion, acid should never be used for soldering a roof. If it is strong enough to do its work it is strong enough to do damage if it is not removed after the soldering is done as is the custom when soldering tinware in a shop where a wet cloth removes the acid. This, however, is impracticable on a roof. On an old roof, where the tin is somewhat worn and the iron is bare and rusty, it is quite a common practice to use acid, and the opinion of some is that it does no harm. In such cases, however, a wet cloth is used to wipe off the acid and remove traces of it, or to dilute whatever might remain. For a new roof there is no excuse for using acids. If a wet flux is desired, rosin cut with turpentine will afford a suitable flux that will not interfere with the solder flowing freely. Some use one of the cheaper oils, similar to sweet oil, with beneficial results."

CANADIAN ZINC MINERS SATISFIED.

A correspondent in Sandon, B.C., writes "The zinc mine owners are now realizing good returns on their properties. The abolition of the American duty on zinc ore leaves the United States zinc market open to Slocan producers, and Kansas, Missouri and Texas smeltermen are free to enter the British-Columbian field to purchase Canadian ore. Already The Kanyon Zinc Co.'s agent has contracted for several thousand tons. A freight rate for zinc ore of $11 per ton has been granted by the C.P.R. and Great Northern Railways from Sandon to Zola, Kan. The Slocan Star mine alone has 50,000 tons of zinc ore blocked out which is more than twice the entire shipments of Slocan to date this year."

SETTING THE FURNACE

The following suggestion re the setting of furnaces is giving by The Insurance Chronicle : " Place it on a foundation of brick or stone. Have stone, brick, or metal not less than 36 inches wide in front of the ash-pit. The dome of the furnace should not be less than 18 inches from the unprotected woodwork above. The smoke-stack should not be less than 12 and the hot-air flues not less than 8 or 10 inches from the side walls of combustible material. The hot-air flues should be constructed of IX bright tin, and they should be double where they pass through wood or lath-and-plaster materials. There should be an air-space of at least ½ inch between the inner and outer flues. Set the register in soapstone frames not less than 2 inches wide and well bedded in plaster of paris. Make register boxes of IX bright tin, if they pass through floors. Have the joist and floor timbers framed around them so as to leave an air-space from 2 to 3 inches wide, and cover the exposed woodwork with tin on all sides. Use a metal air-trunk or inlet, with a wire net or grating at its outer opening. Wooden air-trunks are exceedingly dangerous, for at some time a reversal of the draught is likely to occur and carry sparks into the wooden shaft."

SELLING MANTELS, GRATES AND TILES.

HARDWARE dealers are not slow to take a hint, if it is likely to help business in any way. For some time The Batty Stove and Hardware Co., Toronto, have been running an advertisement in "Hardware and Metal," suggesting to hardwaremen that when customers are building a new house they should try to sell them a mantel as well as builders' hardware. Evidently these advertisements have been widely read. "Already," said Mr. Batty to a representative of "Hardware and Metal" this week, " we have received inquiries from all parts of Canada which are leading to orders. During the last few days, for example, we shipped full outfits of mantels, grates, tiles, gas logs, etc., to Marshall & Hunter, Medicine Hat, N.W.T., and to Kyle & Hunter, Wiarton, Ont." This should be a good line for the trade to keep a watchful eye upon at all times, and is in line with the policy "Hardware and Metal" has been advocating, that the retail hardwareman at every point in Canada should be the source of supply for practically everything into which hardware, metal or machinery enters. There are many articles which he could not carry in stock, but by acting as agent for manufacturers he can sell from illustrated catalogue, or, when the order is important enough, can bring a special representative from the interested manufacturers to aid him in getting it. Quite recently a subscriber to "Hardware and Metal" who has been following up this idea of developing his business in this way was enterprising enough to take a local manufacturer at his own expense to see a special machine which he was advising him to get in operation in a neighboring town.

A LISTOWEL FIRM SELLS OUT.

O. Bowyer, Listowel, Ont., has sold his business of stoves and tinware to Adolph & Bonnett, hardware merchants of the same town. This firm will run both lines now.

The Selling Qualities

Or our splendid range

The Imperial Oxford

make them the most desirable stock you can handle.

THEIR DIFFUSIVE FLUE CONSTRUCTION
FRONT DRAW-OUT GRATE
OVEN THERMOMETER
DRAW-OUT OVEN RACK

and other improved features, give them a quickly appreciated precedence over other ranges.

Housewives everywhere praise them enthusiastically.

Customers realize their superiority on sight—sales are easy.

They're the popular range of Canada.

Send us your address at once.

THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

"Good-Cheer" Ranges ARE GOOD WORKERS.

AND THE **ROYAL "GOOD CHEER"**

Fully sustains the reputation of this celebrated line of Stoves.

ALL CAST LININGS.
DUPLEX DRAW-OUT GRATE.
SHEET STEEL OVEN.
OVEN THERMOMETER.

Thoroughly first-class in every respect.

The James Stewart Mfg. Co., Limited

WOODSTOCK, ONT.

THE J. H. ASHDOWN HARDWARE CO., WINNIPEG,

Wholesale Representatives for Manitoba and Northwest Territories.

"ROYAL GOOD CHEER"

SQUARE WITH HIGH SHELF.

STOVE DEALER ROBBED.

Early on Tuesday evening, December 2, a burglary was committed in Montreal which for cool cheek has not often been beaten. The store of Wm. Clendinneng & Son, founders and stove manufacturers, corner of Craig and St. Peter streets, was closed as ususal at 7.30, and apparently not long after a man managed to get in through the side door and opened the large door, allowing his accomplices to enter. They stole three heating stoves and several frying pans, and other kitchen utensils, so it is evident that they must have had an express wagon or a sleigh to carry away the plunder. In spite of this no one could be found who remembered seeing them. Doubtless many persons passed while the burglars were taking away the goods, but the job was apparently carried out so cooly and openly as to disarm suspicion and the matter was never thought of by those who saw them.

GERMAN RAILS IN CANADA.

F. H. Clergue, president of The Algoma Steel Co., gave out the following official statement of the reason for the closing down of the steel mills: "The rail mill has shut down, having filled all orders booked, which have amounted to something over 30,000 tons. The company hope to secure the Temiscaming Railway order, on which to start up again. There being no duty on rails coming into Canada, the present slaughter price of German rails has enabled the Canadian roads to supply their requirements at prices less than cost at the Soo mills, owing to great difference in labor conditions. The Soo mills in every step of their processes, from the mines to the finished product, pay American wages, amounting on the average to 108 per cent. more than German wages. Canada is now sending abroad over $5,000,000 annually for rails, of which amount more than $4,000,000 would be expended in Canadian wages and materials if these orders were given to the Soo mills. The Soo mills have cost over $3,000,000, and over 500 men are thrown out of employment by their closing down."

STARTING.

Ezra Kendall tells a story about riding on a country railroad where the stations were so near together that the train had to begin to stop before it had commenced to start. As a result, the passengers never got anywhere. It was a continual case of coal-up, pull-up, puff-up and back-up.

A great deal depends upon getting well started. Not necessarily after the fashion of a "grand opening" with cigars and drinks all around, and, hic 'round again. Rather not. It can be said of very few successful enterprises that they started with a working majority.

A good start is simply a step forward, with a knowledge of what you are going after and a determination to win at all hazards. Following an upright course with this end in view will win success.

MANTELS, GRATES and TILE.

Are any of your customers building a new house? If so, why not try and sell them a mantel as well as hardware? They will want one, and it will pay you. Write us for catalogue and price.

THE BATTY STOVE & HARDWARE CO.

76 York St., TORONTO.

THE "DOMINION JEWEL" RANGE

LEADS

Made in all sizes to suit all tastes.

in Style Finish Economy of Fuel and Up-to-Date Selling Features.

Prices in keeping with actual value.

The "Dominion Jewel" Range.

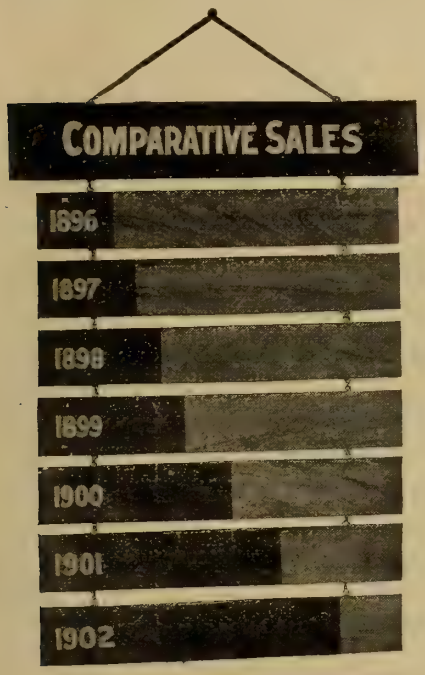
Manufactured by

The Burrow, Stewart & Milne Company, Limited

HAMILTON, CANADA.

A STORY OF GROWTH.

SINCE The Sherwin-Williams Co., the large paint and varnish makers, started in business in Cleveland in 1866, their history has been one of steady, progressive yearly growth—a growth to which Canada has contributed very largely. There is no time in the records of the company at which there was any halt in



A year by year comparison of the business of THE SHERWIN-WILLIAMS CO. from 1896 to 1902. It speaks for itself.

their progress. Year by year their sales have increased; year by year they have extended their operations to wider fields; year by year their staff of travelling representatives has been added to, until now the company covers thoroughly every profitable paint field in the civilized world.

A graphic comparison between the business of the company in 1896 and its business in 1902 is shown by the photographs we have reproduced. The pails tell a story of growth made possible by an organization perfect in every detail—by a policy of wise co-operation with customers—by push and energy and persistent advertising. The boards, showing the yearly increase in sales, speak for themselves.

Another illustration of the progress of the company is furnished by the additions made to their facilities during the last year and the many new buildings which are now in course of erection. In Canada, a four-storey warehouse has been added to the Montreal plant, plans have been drawn for an entirely new paint factory, which is to be the most modern and best equipped in the Dominion, and a new distributing depot is to be opened in Winnipeg on January 1. In the United States, a linseed oil mill has been erected in Cleveland, the Chicago and Newark plants are being doubled in size, extensive improvements have been made in the Cleveland plant, and a new division, known as the south-western division, has been established to look after the growing business of the company in the south-western portion of the States.

If we were to analyze the causes underlying the success of The Sherwin-Williams Co., we should find that principal among them are an unwavering stand for high quality and a wise regard for principles of good advertising. The company since its foundation have made nothing but high-class paints and varnishes. They believe that high quality in everything pays consumer, dealer and manufacturer best. And their success and the success of their customers proves that they are right. Their belief in the power of good advertising is fully borne out by their complete advertising organization and the advertising help they give their dealers. We doubt if any company in any line of business does as much to get trade for their customers as The Sherwin-Williams Co.

The company believes thoroughly in co-operation. They believe that it is incumbent upon them to find a market for their products for the dealer. They believe in helping him so far as it lies within their power to turn over his stock quickly and profitably. They believe, and they practice their belief, that if a man's business is worth going after it is worth developing. Those are the principles that have enabled the company to grow so rapidly,

A graphic illustration of the growth of THE SHERWIN-WILLIAMS CO. since 1896.

that have made possible their present position—the largest paint and varnish manufacturers in the world. And the same principles are bringing success to their customers everywhere.

EXPORTS FOR WEST INDIES.

PICKFORD & BLACK steamers are getting good freights for their Windward Island service at present. All the outward steamers from Halifax are being well filled and homeward cargoes are much larger than in any previous season. In the latter case the condition is due to increased sugar purchases at Demerara and other places by Canadian refineries and it is hoped that next season will witness a great expansion in the imports of this article.

"We are getting about all the freight we can handle of a certain class," said Mr. Hensley to The Maritime Merchant, "but would like to see a greater variety. We have made a special effort these several years to interest Canadian manufacturers in the West Indies as a field for their products, but so far have not induced them to do very much. They nearly all admit that there is a chance for a profitable business, but that the home demand is so great at the present time they find it impossible to take up with foreign trade. Of course we are in hopes that these conditions will not be permanent, as nearly all the manufacturers are increasing their output, and, then, again, new people are starting who will compete for trade in the home field, thus making it necessary for others to look for business in outside markets. We think, therefore, that, though slow in coming, when once begun, sales to the West Indies will develop rapidly. We have a standing offer to manufacturers with regard to passenger rates for travelling representatives. We offer them a reduction of 25 per cent. on regular prices, or, in other words, a man can make the round trip to Demerara, 42 days, and have first-class accommodation and meals for $97.50, and will have time enough to do business at Bermuda, Trinidad, all the Windward Islands and Demerara. This just about covers the cost of carrying him, but we consider it worth while, as we are very anxious to develop the export business in all classes of Canadian goods." Mr. Hensley reports numerous inquiries from people who purpose taking a cruise to the tropics this winter. Some are going to remain over a few weeks at Trinidad, and others will come back on the steamer on which they go out. The trip is certainly a delightful one and all who can afford the time should take it."

"Where's your watch?" asked the observant man.

"Why, here it is," replied the man whose prosperity had slipped a cog or two recently.

"But that's a silver one. The one you used to carry had a handsome gold case."

"Well—er—circumstances alter cases, you know."

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

HARDWARE.

Montreal, December 12, 1902.

THE movement in general hardware this week is still lively. The cold weather and good roads have resulted in an active demand for all Christmas goods, and sorting-up orders in skates, hockey sticks, sleigh bells, etc., are quite satisfactory. Some orders for spring, 1903, have been received, but we understand that so far the volume of business done is not as large as that of last year at the same period. The wholesale houses, however, have been stock-taking and are getting ready to place in spring goods, and their orders to importers are heavy. A reduction of 10c. has been made in smooth steel wire, and sisal rope is ½c. lower. Other lines are unchanged in price.

BARB WIRE.—A few orders are coming in for spring. The price of barb wire is $2.90 per 100-lb. keg f.o.b. Montreal, and $2.55 f.o.b. Cleveland.

GALVANIZED WIRE.—Some business has been done in this wire for spring, but the orders are not as numerous as last year. Prices follow: Nos. 6, 7 and 8 gauge, $3.20; No. 9, $2.55; No. 10, $3.30; No. 11, $3.40; No. 12, $2.70; No. 13, $2.80; No. 14, $3.80; No. 15, $4.30; No. 16, $4.55; No. 17, $4.95; No. 18, $5.20. In carlots, f. o. b. Cleveland, the prices are: No. 9, $2.15; No. 12, $2.30; No. 13, $2.40, not dutiable. No. 10, $2.20; No. 11, $2.25; No. 14, $2.50; No. 15, $2.95; No. 16, $3.05, dutiable. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—Bright and annealed wire is now on a base of $2.50, a reduction of 10c. There is, however, but a small demand. Our quotations are as follows: Bright and annealed, $2.50 per 100 lb. f. o. b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—There is no change. The discount remains at 25 per cent, with net extras as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—Trade is quiet. The discount on both wires is 62½ per cent.

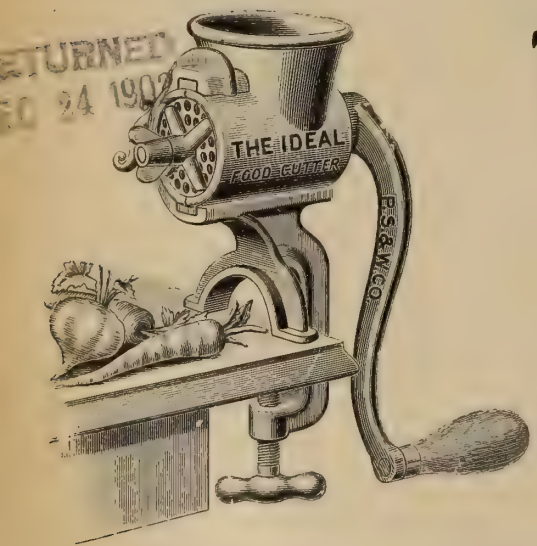
FENCE STAPLES.—The market is still quiet though some orders for spring have been received. Galvanized staples are quoted at $3 per 100-lb. keg and bright at $2.80 per 100-lb. keg; packages of 25 and 50 lb., 25c. extra.

WIRE NAILS.—Business is still quiet and there is no new feature on the market. In small lots, the price is $2.55 per keg, and in carlots, $2.50 per keg, f.o.b. Montreal, London, Hamilton, Toronto, Gananoque, Brantford, Windsor, Ont., St. John and Halifax.

CUT NAILS.—The price is $2.45 in small lots and $2.40 in carlots. There is very little business doing.

HORSE NAILS.—These have not changed in price. The market shows a good deal of activity and prices are unchanged. The discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent. off; on "M" brand, "Oval," 57½ per cent.; "New City," 57½ per cent.; "New Countersunk," 65 per cent.; "Monarch," 65 per cent.; "Peerless," 50 and 7½ per cent.

HORSESHOES.—There is a brisk trade doing and prices are steady and unchanged. Our quotations are still as follows: Iron shoes, light and medium, pattern, No. 2 and larger, $3.35; No. 1 and smaller, $3.60; snow pattern, No. 2 and larger, $3.60; No. 1 and smaller, $3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; featherweight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra. F.o.b. Montreal only.



Cut shows chopper ready for action.

The Ideal Food Cutter.

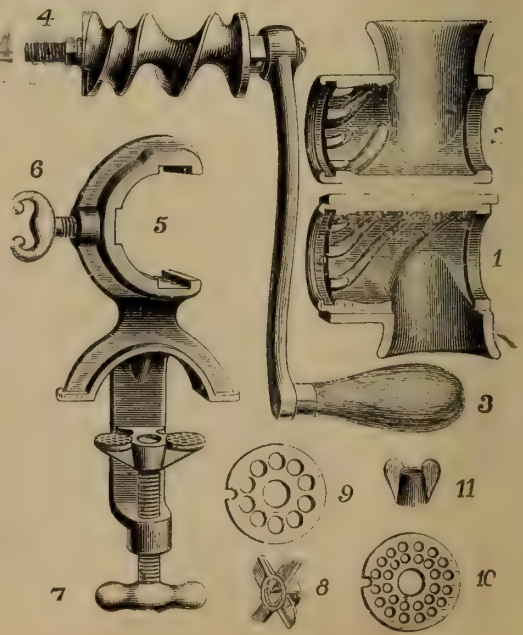
Cuts everything that can be cut in a chopping bowl.

Knives and cutters are made of tool steel—they never get dull.

Does not squeeze, tear or grind, and has no cast-iron legs to wear out.

Has a powerful feed screw which always works with ease and rapidity.

Cut shows parts of chopper.



The "Ideal" is so satisfactory that when once introduced it sells rapidly and almost excludes all others.

Write for free advertising matter.

THE McCLARY MFG. CO.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

ENGLISH
GERMAN
BELGIAN
CANADIAN
AMERICAN
} PORTLAND CEMENTS.

FIRE
BUILDING
ENAMELLED
SILICA
MAGNESIA
} BRICKS.

DRAIN
CULVERT
} PIPES.

F. HYDE & CO.
31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .
Salt Glazed Vitrified
SEWER PIPE
Double Strength Culvert Pipe a Specialty.
THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.
LIMITED
DESERONTO, ONT.
Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."
Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"
BRAND
Foundry Pig Iron.
Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.
Write for Price to Sales Agents
Drummond McCall & Co.
MONTREAL, QUE.
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

RIVETS AND BURRS.—There is but little doing. The discounts follows: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS.—The market rules quiet. There is no change in the discounts this week. Our quotations are as follows: Norway carriage bolts, 55 per cent.; common, 50 per cent; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼c. per lb. off list; hexagon nuts, 3⅜c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

SCREWS.—A few orders have come in this week, but trade is still quiet and the prices are unchanged. We quote the discounts as follows: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—Sisal rope has been reduced in price ½c. The demand for cordage is still slow. We quote: Manila, 14c.; British manila, 12c.; sisal, 11½c. and lathyarn, 11c.

BUILDING PAPER.—Business has been very quiet this week. Quotations follow: Tarred felt, $1.70 per 100 lb.; 2-ply, ready roofing, 85c. per roll; 3-ply, $1.10 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O K and I X L, 65c. per roll; heavy straw sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—There is no change. The price is $1.40 per 100 square feet.

FIREBRICKS.—The market is quiet and prices show no change. Quotations are as follows: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl., ex-wharf, and American, $2.10 to $2.20 ex-cars.

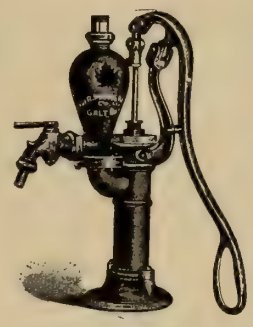
SKATES.—Sorting orders are very brisk. There is no change in quotations. We quote: Halifax pattern, 36c. per pair; nickel-plated, 65c.; ladies' nickel-plated, 60c.; ladies' concave nickel-plated, $1.35 plain hockey, 27c. to $1.35; nickel-plated hockey, 60c. to $2.50; double-end hockey, $1.50 to $3. Skate straps, 35c. to $1.35.

HOCKEY STICKS.—The movement this week continues active, and prices are as follows: Best second growth, goal keepers', $4.20 per doz.; ash, $2.90; elm, $2.25; boys' elm, $1.10; common, 90c. Regulation pucks, $1.50 per doz.

SNOW SHOVELS.—A good business is doing. We quote as follows: "Habitant," $2.25 to $2.40; "Victor," 30 per cent. off; steel railroad shovels, 48 and 5 per cent. off.

FIRE SHOVELS.—There is still a good demand and the market is active under steady prices. We quote as follows: No. 70, 38½ to 40c. per dozen; No. 55, 55 to 60c.; No. 57, 82½ to 90c.; No. 60 82½ to 90c.; No. 65, $1.37½ to $1.45; No.

STEEL
SANDERSON'S CAST STEEL,
Full line in stock.
REELED MACHINERY,
SPRING, TIRE, TOE CAULK,
Best English and American makes. Etc.
A. C. LESLIE & CO.
509-512 Merchants Bank Building,
MONTREAL.

PUMPS.

Iron and Brass Pumps stand the wear and tear much better than wooden pumps and they are not so large and cumbersome as the wooden ones.
When you find out the small difference in price between an ordinary wooden pump and one of our Standard Iron Pumps, you will see for yourself that the iron pump is the best one to sell your customers, because it lasts longer, wears better, and is covered by the McDougall guarantee.
THE R. McDOUGALL CO., Limited,
Quality best. Prices right. GALT, ONT.

Pig Tin.
"Boustead & Co's" Penang
"Straits"
"Lamb and Flag"
Copper —"Lake"
—"MA"
Galvanized Sheets.
ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
OPEN HEARTH STEEL

RETURNED
APR 8 1904

80, 50 to 55c.; "Duplex," No. 7, $1.21; No. 9, $1.52; No. 11, $1.82.

COAL HODS.—Shipments have been quite active. List prices are as follows: Japanned, 16-in., $4.50 per doz.; 17-in., $4.80; 18-in., $5.10; with gold band, 17-in., $5.10; 18-in., $5.40. Galvanized, 16-in., $6.20; 17-in., $6.50; 18-in., $6.80 per doz. The discount is 45 per cent.

LANTERNS.—Jobbers report a brisk trade in lanterns. No quotable changes have been made. Quotations are as follows: Tilt, lift or hinge, No. 0, $4.00 per dozen; Cold Blast, $7 per dozen; dash-board, No. 0, $5.75 per dozen; cold-blast dashboard, $9 per dozen. Extras are as follows: Japanning, 50c. per dozen; copper-plating cold blast, $2 per dozen. The prices quoted are f.o.b. London, Hamilton, Toronto, Belleville, Kingston and Montreal.

METALS.

The metal market is still strong on most lines, and although some tendency toward cheaper iron is reported, it is not likely that any change in this direction will come for some time, and in railway and structural materials the market is still very firm. It is reported that a good deal of business has been held back on account of the high prices, and that any reduction would bring this forward immediately, so that there is little prospect of a dull market for some time. There have been no important changes on the market this week.

BAR IRON.—Prices are still firm, although no actual change has been made. Prices follow: Merchants' bar, $2; horseshoe iron, $2.25; extra refined, $2.25 and forged iron, $2.20.

BLACK SHEETS.—Nothing of importance has occurred on this market. There is a fair demand, and prices are as follows: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50 and 8 to 20 gauge, $2.50.

GALVANIZED IRON.—There is some demand, but the market rules quiet. We quote: No. 28, Queen's Head, $4.40; Apollo, 10¾-oz., $4.40; Fleur de Lis, $4.15; Comet, $4.10; "Bell" brand, $4.05. For less than case lots 25c. extra is charged.

SOIL PIPE AND FITTINGS.—Trade continues quiet at unchanged prices. The discounts are quoted as follows: Light soil pipe, 3 to 6 inch, 50 per cent.; medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8-inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.; extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—The market is still firm at $24 to $24.50 f.o.b. Montreal.

INGOT COPPER.—This is very quiet at about $12.25 per 100 lb.

INGOT TIN.—Some dealers are still practically out of tin. It can be obtained, however, on the market at $26.85 to $27.50 per 100 lb.

PIG LEAD.—A moderate demand prevails. In carlots the price is $2.90 and in small lots, $3.25.

LEAD PIPE.—There is nothing new to report on this market. The price of composition and waste is 8c. and ordinary, 7c., with discount at 37½ per cent.

IRON PIPE.—The market is active and prices are unchanged. We quote as follows: Standard pipe, per 100 feet, in lengths under 19 feet: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1 in.,

"American Brand"
Files and Rasps
Made from First Quality Cast Steel, by Experienced Workmen.
EVERY FILE FULLY TESTED AND WARRANTED.

Great Western File Co.,
BEAVER FALLS, PA., U.S.A.
Manufacturers of the celebrated
"Great Western" Brand
Files and Rasps
Well known for their sharp teeth and good temper. Pronounced excellent by Saw-Mill Experts.

Operated by the
Nicholson File Co.

For sale by the following pominent Hardware Merchants:
Wood, Vallance & Co., Hamilton.
The Fairbanks Co., Limited, Montreal.
Geo. D. Wood & Co., Winnipeg.
Wood. Vallance & Leggat, Vancouver.
A. Macpherson & Son, Montreal.
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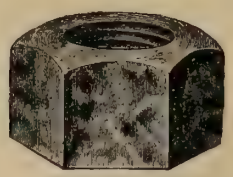
THE JOHN MORROW MACHINE SCREW COMPANY, Limited
Manufacturers of
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STANLEY RULE & LEVEL CO.,
NEW BRITAIN, CONN., U.S.A.

IMPROVED CARPENTERS' TOOLS
SOLD BY ALL HARDWARE DEALERS.

PAINTS We manufacture these brands:—"LION," "PEERLESS," "OWL," "RAVEN," also Ready-mixed House and Floor Paints, Roof, Barn, Bridge and Brick Paints, Coach Colors, Varnishes, Japans, etc Our prices will interest you. Write us.
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IS YOUR ORDER IN?
Send for Folder No. 14.
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WILLIAM ABBOTT
Representing Jonas & Colver's Celebrated "Novo" Air Hardening Steel. Especially adapted for high speed. Easily annealed, and shaped into Milling Cutters, Dies and other tools. Oil and Water Hardening Steel for all classes of tools and work. Stock on hand for immediate orders.
SAMPLE ROOM, 13 ST. JOHN STREET,
MONTREAL.

$5.20; 1¼, $7.35; 1½, $8.95; 2-in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $3.85; ¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.20; 2-inch, $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½, $4.20; ¾, $5.25; 1-in., $7.55; 1¼, $10.55; 1½, $12.75; 2-in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1-in., $9.55; 1¼, $13.25; 1½, $16; 2-in., $21.90. For threads and couplings 5 per cent. is added.

TINPLATES.—The market is not active. Cokes sell at $4.25 and charcoals at $4.75 to $5.25.

STEEL.—The price of steel is unchanged. A fair demand is experienced. We quote: Sleighshoe, $2.10; tire, $2.20; bar, $2.05; spring, $2.85; reeled machinery, $2.75; toecalk, $2.60; machinery (iron finish), $2.10; mild steel, $2.05; square harrow, $2.15.

SHEET STEEL.—The market is quiet and unchanged as to prices. We quote: Nos. 10 to 20, $2.50; 3-16, $2.50; ¼, 5-16 and ⅜, $2.40.

TOOL STEEL.—There has been no improvement in the demand this week. We quote as follows: Black Diamond, 8c.; Sanderson's, 8 to 12c., according to the grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 8 to 15c.; "Air Hardening," 45 to 60c.

CANADA PLATES.—There is a fair movement in this line. Quotations are as follows: 52s, $2.70 to $2.80; 60s, $2.85 to $2.90; 75s, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized, 60s, $4.45 to $4.55.

TERNE PLATES.—The market is still quiet and without feature. We quote $7.50.

COIL CHAIN.—A fair trade is reported. and our quotations are now as follows: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼-in., 7¼c. per lb.; 5-16, $5; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4.05; ½, $3.95; 9-16, $3.85; ⅝, $3.55; ¾, $3.50; ⅞, $3.45; 1-inch, $3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC.—This sells at $5.85 to $6.25. The market is quiet.

ANTIMONY.—There is no change. We quote 10c.

ZINC SPELTER.—There is little demand. The price is 5c.

SOLDER.—This goes as usual. Prices show no change, bar solder being quoted at 20c. and wire solder at 18c.

SCRAP METALS.

Mixed country rags have become scarce and the market is firmer. No actual changes in prices have taken place as yet, but an advance is looked for. Copper is dull but unchanged in price, and our quotations are as follows: Heavy copper and wire, 9c. per lb.; light copper, 8c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, $15 to $16; No. 2, $7 per ton; machinery scrap, $16 to $16.50; stove plate, $13; malleable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6½ to 6¾c. per pound.

HIDES.

Beef hides are quoted 1c. lower this week. Otherwise there is no change in price. A fair trade is doing. We quote: No. 1 hides, 8c.; No. 2, 7c.; No. 3, 6c. Calfskins, 8 to 10c.; lambskins, 60c.

RAW FURS.

Business in raw furs this week has not been particularly active, offerings having been somewhat lighter than a week ago. There is, however, a fair trade doing at the prices we here quote, except, of course, in beavers, which are not now offered:

	Large	Medi'm	Small	Kitts	Fall Beaver $2.00 to $2.50 per pound.		Spring Beav $3.00 to $3.25 per pound.
BEAVER—Labrador and choice Eastern	$6.00	$5.00	$2.75	$1-1.50			
" Territory Rocky Mountains and Western							
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75			
Partly Prime, or, No. 2	4.00	3.00	2.00	.50			
Unprime, or, No. 3	3.00	2.00	.75	.40			
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25			
	Large	Medi'm	Small	2	3	4	Cubs. Yearl's
BEAR—Black—Choice only	15.00	10.00	7.50	6.00	3.00	.50	$2.00 to $8.00
" Brown "	12.00	7.00	5.00				1.00 to 5.00
	1	2	3	4			
BADGER—Of all sections	.50	.25	.10	.05			
	Dark	Brown	Pale	2	3	4	
FISHER Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50	
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50	
	Large	Small	2	3	4		
FOX—Red—North-Eastern and similar fine bright red kinds	3.50	2.75	1.25	.75	.20		
" Territory and Western	3.50	2.75	1.40	.50	.20		
	Dark	Fair	Pale	2	3	4	
" Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50	
" Silver—Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50	
" Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50	
	Large	Medi'm	Small	2	3		
LYNX—Far North-Eastern	4.00-5.00	2 to 3.50	2.25	2.00	.75	.25	
" Territory and Western	4.00-5.00	2 to 3.50	2.25	2.00	.60	.20	
	Dark	Brown	Pale	2	3	4	
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	.25	
" Territory and Western	3.50	2.25	1.50	1.00	.60	.20	
" Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25	
	Large	Medi'm	Small	2 Large	2 Small	3	
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25
" Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25
	Spring	Winter	Fall	Kitts			
MUSKRAT—Eastern, best large		.10 to .13	8 to 10	2 to 5			
" Territory and Western		5 to .10	.07	2 to 4			
	Large	Small	2	3	4		Cubs
OTTER—Labrador and far North-Eastern	$10-$14	7.00-10	5.00	2.50	2.00		$1.00 to $2.00
" Territory and Western	6.00	4.50	3.50	2.25	.50		.25 to .50
	Large	Small	2	3	4		
RACOON—	.75-1.25	.60-75	.33-50	.25	.15		
" Black—Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25		
	Black	Sh'rt St	Long St	White			
SKUNK	.75-1.25	.75	.40-.50	.05-15			
	Dark	Brown	Pale	2	3	4	
WOLVERINE—Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25	
CASTOREUM—	$5.00 to $6.00 per pound.						

NO OTHER SHINGLES DO AS WELL AS EASTLAKES.

They prevent fire—are lightning proof—can't possibly leak, because of their patent side lock, and are the very easiest and quickest to apply of any shingle made.

These points explain their unequalled popularity.

If you haven't them in stock, you're not fair either to yourself or your customers.

Metallic Roofing Co., Limited

TORONTO. MONTREAL. WINNIPEG.

lots of money to spend, has, no doubt, been effective in keeping up an active trade so late in the season. Dealers, in anticipation of a good demand for Christmas goods have bought freely, and the prospects are they will not be disappointed. The base price of smooth steel wire has been put down 10c. per 100 lb. There has been an advance in soil pipe and fittings, the discounts now being 45 per cent, for light soil pipe, 50 per cent. for light soil pipe fittings, and 50 and 10 per cent. for medium and extra heavy pipe and fittings, and 45 per cent. for 7 and 8 inch pipe.

BARB WIRE.—A good many orders for barb wire are being booked for delivery later on. The prices are unchanged. We

ONTARIO MARKETS.

Toronto, December 12, 1902.

HARDWARE.

WHOLESALE hardware merchants are busy with numerous orders for all seasonable lines of hardware. Business for December keeps up remarkably well and the jobbers are surprised at the fact, for all fall the volume of trade doing in hardware has been large. But the fact that the country is generally prosperous, and the people having

quote: $2.67½ from Cleveland and 12½c. less in carlots. From stock, Toronto, $3.

GALVANIZED WIRE.—There is an active trade for future delivery in galvanized wire. We quote: Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No. 9, $2.65 to $2.85; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12, $2.80 to $3; No. 13, $2.90 to $3.10; No. 14, $3.75 to $3.95; No. 15, $4.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots.

SMOOTH STEEL WIRE.—There has been a decline of 10c. per 100 lb. in the base price of smooth steel wire. Our quotations are: $2.50 per 100 lb. Oiling, 10c.; coppering, 60c. and tinning, $2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

FINE STEEL WIRE.—There is a small amount of fine steel wire still going out. The discount is 25 per cent.

WIRE NAILS.—There is a small sorting trade doing in wire nails, but no orders are yet being taken for spring. The trade are waiting for the manufacturers to make prices for future delivery. Quotations are as follows: $2.50 in carlots and $2.55 in less quantities. The shipping points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—There is a small trade doing in certain sizes of cut nails. The price is $2.50 per keg.

HORSE NAILS.—The cold weather is making trade active in horse nails. The prices are unchanged. The discounts are as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "M" brand, 50, 10 and 5 per cent.; "Monarch," 60 2-3 per cent.; "Countersunk" head, 60 per cent.

HORSESHOES.—These are in active demand owing to the coming on of the cold weather. Our quotations are as follows: Iron shoes, No. 2 and larger, light, medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—The drawing near of the end of the year is having the effect of lessening somewhat the demand for screws, enabling the jobbers to replenish their stocks for the next year's campaign. We quote: Flat head bright, 87½ and 10 per cent. discount; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent. and flat head bronze, 70 per cent.

RIVETS AND BURRS.—There is still a good demand for rivets and burrs at unchanged prices. We quote the discounts as follows: Iron rivets, 60 and 10 per cent. diseount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—There has been a slight slackening off in the demand for bolts and nuts, but jobbers are still scarce of supplies. We quote as follows: Carriage bolts, common ($1.00 list), 50 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3.00 list), 55 and 10 per cent.; machine bolts, all sizes, 50 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—Stocks of spades and shovels in Toronto are light, but the demand for them is small. At the present time a great number of snow shovels are being sold. The discounts are 40 and 5 per cent.

ROPE.—There is not much of a demand for rope at the present time. We quote as follows: Pure manila, 14c.; British manila, 12c.; sisal, 12c.; lathyarn, single, 11c. and double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per doz.

HARVEST TOOLS.—These are quiet. The discount is 60 and 10 per cent.

LAWN MOWERS.—No trade at present is being done in lawn mowers. Prices are as follows: Woodyatt, 12-in. wheels, $7.50; Star, 12-inch wheels, $5.50; Daisy, 12-inch wheels, $4.90; Philadelphia, 10-inch wheels, $6; Ontario, 10-inch wheels, $12.75. The other sizes are in proportion. The discount is 50 per cent.

GREEN WIRE CLOTH.—There is hardly any business doing in green wire cloth. We quote $1.40 per 100 square feet.

EAVETROUGHING, ETC.—Trade in eavetroughing and conductor pipe has dropped off with the cold weather. Prices are: Eavetroughing, 10-inch, per 100 ft., $3.10; conductor pipe, 2-inch, per 100 ft., $3; 3-inch, $4; 4-inch, $5.25; 5-inch, $6.75 and 6-inch, $9.

CUTLERY.—Trade in the fancy lines of cutlery is active. A good many orders are coming forward for immediate shipment and the jobbers are busy. The most active lines at the present time are skates, fancy carving sets, hollow ware, pocket knives, etc.

BUILDING PAPER.—There is a good active demand for building paper. Prices follow: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll.

TINWARE AND ENAMELLED WARE.—There is a big movement in stove pipes and stove boards this week. Fancy enamelled ware for the holiday trade is also active.

STOVES, RANGES, ETC.—There has been an active demand for small coal heaters during the week. The certainty that there will be a scarcity of coal throughout the winter is inducing many householders to have wood stoves instead of furnaces, hence the large number of small heaters going out.

SCREEN DOORS, ETC.—These are quiet. Quotations are: Screen doors, common, 2 or 3 panel, walnut stained, 3-in. style, $6.60; stained, yellow or green, $6.80; in natural colors, oil finish, $8.15; 4-in. style, 20c. per dozen extra.

CEMENT.—Trade in this line has quieted down considerably owing to the cold weather. The prices are nominal and unchanged. We quote: Canadian Portland, $2.80 to $3.20; hydraulic, $1.35 per barrel. At the works the prices are $2.50 to $2.70 per barrel.

METALS.

There has been no cessation to the demand for metals for both prompt and future delivery. A general optimism prevails and it is not likely that prices will recede much during the early part of 1903, at least. There has been for some time a scarcity in the small sizes. The prices of the sizes over 2 inches are open and the 4 per cent. discount has been done away with. Tin abroad continues weak and unsatisfactory and the prices here have been gradually sagging until

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JOHN OAKEY & SONS, LIMITED
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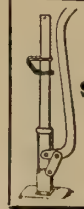
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Steel Carriage and Wagon Jacks,
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FOR SALE BY JOBBERS AT MFRS. PRICES.

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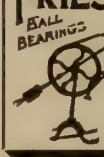
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WE MAKE THEM.
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NEWMAN'S PATENT
INVINCIBLE FLOOR SPRINGS
Combine all the qualities desirable in a Door Closer They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.
MADE SOLELY BY
W. NEWMAN & SONS, Birmingham.

Oneida Community Goods
HALTERS, COW TIES SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT.

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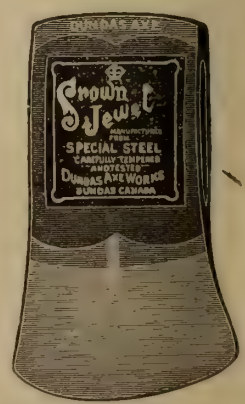
STANDARD.
The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.


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W.L. Haldimand, Jr., Eastern Agent, Montreal.

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to reach you for

CHRISTMAS TRADE

CHILD'S SETS,

"Star," "Premier," "Colonial."

Smokers' Requisites

"STAR" CUSPIDORS,
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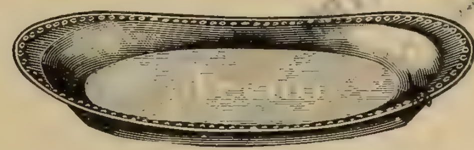
HOTEL CUSPIDORS.



Nickel-Plated Oval Bread Trays.

"Carpathian" Trays,

Nickel-Plated, Round, Oval, Oblong, and Japanned.

DELFT TEAPOT STANDS

Solid German Silver Bindings, 6 in., 7 in.

NICKEL-PLATED TEA AND COFFEE POTS.

COVERED ROAST PANS. QUEEN'S PUDDING BOILERS. "STAR" TEA AND COFFEE POTS.

Mail and Telegraph Orders shipped same day as received.

THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL, P.Q.

the price is now $2 per 100 ℔. lower than a week ago. There is an easy tone to the London, Eng., copper market, but in New York there has been fairly active buying. In iron and steel an advance was looked for in the United States at the beginning of next year, but the action of the railway companies in advancing the freight rates on January 1 will probably delay the advance in the metals.

PIG IRON.—There is still a shortage in the supplies of pig iron and the values are firmly maintained. The employes of The Nova Scotia Steel and Coal Co., at Sydney Mines, N.S., have made a demand on their employers for a 10 per cent. increase of wages, and should this request be granted there are chances of an appreciation being effected in pig iron, as the cost of production will be considerably increased. We quote: $23.00 for No. 1 and $22.50 for No. 2 at the Canadian furnaces. On track, Toronto, No. 2 Summerlee is quoted at $23.

STEEL BOILER PLATES.—There continues a good demand for these and the prices are firm. We quote $1.80 per 100 ℔. in carlots.

STEEL RAILS.—The Clergue interests at Sault Ste. Marie, Ont., have closed down their mills on account of Mackenzie & Mann placing a large order for their railway rails in Germany, where the price is much lower than in this country. The Dominion Government has been asked to impose a protective tariff on the German article to protect the Canadian industry. The Ontario Government Railway Commission have given the order to the Clergue syndicate for 10,000 tons of steel rails at $36 per ton. The foreign tenders averaged about $28 per ton.

TOOL STEEL.—There is a heavy demand for tool steel. Quotations follow: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 8 to 15c.; ditto, "Air Hardening," 30 to 50c.; Chas. Leonards', 8 to 9c.; Park's "Silver," 12 to 14c.; Park's Special, 15 to 20c.

MILD STEEL.—The inquiry for this steel is active and the article is scarce. We quote $2.50 to $3 per 100 ℔. f.o.b. Toronto.

BOILER TUBES.—An active demand is reported for boiler tubes.

SPRING STEEL.—A good inquiry is keeping up for spring steel. The prices are unchanged. We quote $3 to $3.50 per ton, on track, Toronto.

BAR IRON.—There is a good demand for bar iron with a scarcity of the same. We quote the base price as follows: $2.05. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 ℔., 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS.—Business has been quite active in this line at unchanged prices. We quote as follows: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—The cold weather has improved the demand for Canada plates. We quote: All dull, $2.90 to $3; half-polished, $2.85 to $3.10, and all bright, $3.75 to $3.85.

GALVANIZED SHEETS.—There is a fair movement in galvanized sheets in small lots, and our quotations are as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 29 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—The demand locally for tin has been more active. The markets abroad are weak and prices here in sympathy have sagged $2 per 100 ℔. We quote $29 to $30.

TINPLATES.—There is a fair demand for these. We quote: Charcoals, $4.75 to $5, and cokes, $4.25 to $4.50 per box.

COPPER.—There has been a brisk demand for copper, although prices are not very close. We quote: Ingot copper, $13 per 100 ℔. and sheet copper, $22 to $23 per 100 ℔.

BRASS.—There is no change in the local market. The discount is 15 per cent.

LEAD.—There is a small movement in pig lead. The base price is $3.50 per 100 ℔. for pig lead and $3.75 for bar lead.

IRON PIPE.—The demand keeps heavy. Some of the jobbers have advanced the prices of some of the sizes, and the discount of 4 per cent. has been done away with. We quote as follows: Per 100 ft., black pipe, $\frac{1}{8}$-in., $3 to $3.25; $\frac{1}{4}$-in., $2.30 to $2.40; $\frac{3}{8}$-in., $2.65; $\frac{1}{2}$-in., $2.85; $\frac{3}{4}$-in., $3.65; 1-in., $5.20; $1\frac{1}{4}$-in., $7.35; $1\frac{1}{2}$-in., $8.95; 2-in., $12.55; $2\frac{1}{2}$-in., $20 to $21; 3-in., $24 to $25; $3\frac{1}{2}$-in., $30 to $32; 4-in., $37.50 to $38.

ZINC SPELTER.—There is a fair demand for zinc spelter. We quote 5 to 6c. per ℔.

ZINC SHEETS.—This market continues active. We quote the base price as follows: Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER.—There is a fair volume of business being transacted in this line.

ANTIMONY.—This article is quiet. We quote $9 per ton.

PETROLEUM.

Another advance of $\frac{1}{2}$c. has been made by The Queen City Oil Company this

week, which makes the prices of their brands as follows: Sarnia Prime White, 17½c.; Sarnia Water White, 19½c.; Family Safety, 20c., in bbls.; Pratt's Astral, 19½c. in bulk. The Union Petroleum Co quote prices unchanged, as follows: Lily White, Canadian, 17c. in bbls.; Silver Light, American, 19c. in bbls.; Crystal Spray, water white, American, 20c. in bbls.; Pennoline, best American imported, 22c. in bbls. In bulk, 2c. extra.

HIDES, SKINS AND WOOL.

HIDES.—The movement in hides continues brisk and prices are steady. We quote: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8½ to 9c. per lb.

CALF SKINS.—There is a fair demand for these. We quote as follows: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do, 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each.

SHEEPSKINS.—There is a good call for sheepskins. The price is steady at 75c. each.

WOOL.—This market is improving. We quote: Fleece wool, 14c. and unwashed wool, 7½c. per lb.

TALLOW.—The price of this commodity is weak with no quotable change. The ruling prices are 6¼ to 7c. per lb.

SEEDS.

The outside deliveries of red clover and alsike continue light. Timothy is coming in more freely. Prices at outside points follow: Red clover, $6.25 to $6.75; alsike, $6.50 to $7 and timothy, $1.60 to $1.85.

COAL.

The cold weather has caused such a stampede for coal that local retailers cannot nearly supply the demand. Prices, consequently, range from $8 to $10 in a retail way, and many householders have been unable to buy at the latter figure. Soft coal is unchanged at $5.50 at international bridges.

OLD MATERIAL.

There is no change. Business keeps decidedly active. Our quotations are as follows: Heavy copper and wire, 10c. per lb.; light copper, 8 to 8½c.; heavy red brass, 9½c.; heavy yellow brass, 8 to 8½c.; light brass, 5 to 5½c.; lead, 2 to 2¼c.; scrap zinc, 3c.; iron, No. 1 wrought, $13 per net ton; No. 2 wrought, $4.50; machinery cast scrap, $15.50 to $16; stove plate, $10; malleable and steel, $6 to $6.50; old rubbers, 6½c. per lb. and country mixed rags, 50c. per 100 lb.

NOTES.

Tin has declined $2 per 100 lb.

The prices of some sizes of iron pipe have advanced.

The base price of smooth steel wire is 10c. per 100 lb. lower.

There has been an advance in the prices of soil pipe and fittings.

Lewis Bros., York street, Toronto, are carrying a line of fancy carvers.

NOVA SCOTIA MARKETS.

Halifax, December 9, 1902.

THE condition of the hardware trade for the last week has been extremely good considering the season of the year, though it has fallen off considerably from what it was up to within a few weeks ago. Stock-taking has already commenced so that the rush of this work may be over before Christmas, and everything will be ready for the commencement of business when the new year opens.

* * *

Speaking with a prominent hardwareman last week, he expressed considerable satisfaction with the state of the trade generally during the year. The volume of business done was above the average, and trade conditions were satisfactory. A large amount of building was done during the year, and this brought a heavy demand for everything in the line of builders' materials, while in other lines the amount of business done was a good average with other years. There had been some failures, with consequent losses, but these were below the average. Money had been plentiful throughout the Provinces, and payments were exceptionally well attended to. There had been some disadvantages, especially in procuring "rush" orders in the iron and steel lines; in fact, a rush order meant months, in some cases, before the order was filled. Some business was lost on this account, but it was hoped that next year conditions would be considerably better.

* * *

Just now, as in many other lines of trade, the retailer is doing the heaviest business. Winter is here, and sleigh bells, rugs, blankets, etc., are being renewed. Those who handle cutlery and skates, are also busily engaged, as these are lines in which appropriate and useful Christmas presents can be made. The small boy, too, wants his new sled, and quantities of these are being sold. As the Halifax wholesalers are nearly all retailers as well, the retail trade in these seasonable articles helps to tide over the usual slack season.

* * *

There is no change in the cordage situation. Canadian manufacturers have announced their intention to meet all competition, but their competitors have not further reduced prices, which are given at 14c. base for manila and 12c. for British manila and sisal. A reaction is expected before any great length of time.

* * *

The Halifax exports for the week ending December 6, amounted to $133,910, as compared with $183,850 for the corresponding week last year. No doubt, the falling off was due to the shortage in apple shipments. The exports were apportioned as follows: West Indies, $48,345; Great Britain, $27,755; Newfoundland, $24,068; United States, $27,547; France, $6,145.

R. C. H.

SELLING SADDLERY HARDWARE.

H. S. Howland, Sons & Co. are in receipt of many large orders for sleighbells, horse blankets and girths. The season for these lines is now here and this firm claim their stock is still well assorted. They are also much pleased with the large numbers of orders that are coming in for skates from all over Canada. Boker's and those of The Starr Manufacturing Co. are the popular lines.

H. S. Howland, Sons & Co. wish to call the attention of the trade to the fact that the "Mic-Mac" hockey sticks are branded 1903. There are many imitations of this stick on the market, and the trade ought to see that the goods they get are the properly branded genuine articles.

CLOSING DOWN FOR REPAIRS.

The Waterbury Brass Co., Waterbury, Conn., will close their mills from the night of December 24 until the morning of January 2, 1903, for the usual inventory and repairs. The trade are requested to anticipate their requirements as far in advance as possible.

STEEL REGISTERS.

H. S. Howland, Sons & Co. are carrying a complete line of stamped steel registers, japan finish, with or without borders, in all sizes, from 6x8 in. to 12x16 in. These registers are mostly used for hot air purposes, hut can be used also for ventilation in the ceiling or in the walls.

QUEBEC TAXES TRAVELLERS.

At a recent meeting of the City Council of Quebec the following by-law was adopted:

1. No commercial traveller, being in the city of Quebec, shall take orders or sell goods in trade or other articles on sample catalogue or price list to persons other than merchants, in the ordinary course of their business, before having obtained for so doing a permit or license from the city of Quebec, which license shall be delivered by the City Clerk.

2. To obtain said license a sum of three hundred dollars shall be paid to the City Treasurer.

3. Any commercial traveller doing said business in the city of Quebec, without having obtained said license, shall be liable to a fine not exceeding forty dollars for each offence, and in default of payment of said fine, with costs and imprisonment for a space of time not exceeding two months.

The by-law will come into force on May 1, 1903.

PERSONAL MENTION.

Mr. H. Miller, of Miller, Morse & Co., wholesale hardware merchants, Winnipeg, Man., is in Toronto.

Mr. George W. Weir, late of Rice Lewis & Son., Toronto, but now with The Acme White Lead and Color Co., Detroit, is in Toronto.

The trade will be glad to know that Mr. J. R. Terrill, representing Caverhill, Learmont & Co., who was laid up for some three weeks, is now covering his territory again.

Mr. D. C. Draper, is out in the Eastern Townships representing The Canada Hardware Co., Limited, of Montreal. He is calling on his old friends with a full line of samples of up-to-date hardware, cutlery especially.

Mr. Frank J. Taylor, of The Western Foundry Co., Limited, Wingham, Ont., was in Toronto last week for a few days on business. "Orders are coming in steadily for 'Huron' ranges," he said, "and we are receiving nothing but praise. We have not yet heard of a single complaint."

INDUSTRIAL GOSSIP

THE Dominion Iron and Steel Company in conjunction with The Dominion Coal Company have been shipping considerable cargoes of coal from Sydney, C.B., to Sweden, for Scandinavian railways.

The G.T.R. shops at Point St. Charles, Que., have turned out five new coaches.

The net earnings of The Dominion Coal and Steel Co. for the first eight months of the year were $1,634,000.

The Dominion Wrought Iron Wheel Co., with J. B. and W. H. Tudhope and Wm. Thomson, of Orillia, Ont., directors, have decided to stact the manufacture of wheels at that place.

Dr. D. Jamieson and H. W. Kennedy, of Georgetown, are at Hull, Que., on business in connection with the establishment of a factory there of The International Portland Cement Co.

It is reported than an English and Scotch syndicate of shipowners have completed arrangements for a new trans-Atlantic line, employing vessels of 7,000 to 8,000 tons in the service.

The output of the three great lumber mills at Parry Sound, Ont., is 75,000,000 feet, worth approximately $1,350,000. The Peters and Conger mills have shut down for this season. The Parry Sound Lumber Company's mill is still running.

The D. F. Jones Manufacturing Company, Limited, manufacturers of spades and shovels, Gananoque, Ont., have recently enlarged their factory and increased their power and machinery. By this means they have been enabled to increase their output 50 per cent.

PROPOSED COPPER PLANT.

A copper producing plant is now being talked of for Canada, to be situated either in Montreal or at Shawinegan Falls, Que. The proposed enterprise has for its promoter C. K. Milburne, an English gentleman, who has already large interests in British-Columbian mines.

Although some Montreal firms interested in copper were approached on the subject and did not give any hearty response to Mr. Milburn's proposals to establish such a plant in Montreal, it has not discouraged the backers of the enterprise. The objection raised by the Montreal firms was that since manufactured copper could be brought in so cheaply into Canada there was no field for a plant here. Mining engineers, on the other hand, look with favor upon the project.

It would certainly be a practical method of developing this branch of Canadian mineral products.

The copper would be made by a new electrolyde process, patented by Mr. Milburn, who claims that by this method the copper would be produced at a fraction of the cost that is now required in the United States and could be sold with profit at half the price now ruling. Mr. Milburn has interested both British and American capitalists in the scheme, and he has also been promised the aid of President Melville, of the Great Northern Railway of Canada, who, it is stated, is ready to give a site at Shawenigan Falls, and Mr. Aldrich, manager of the Canadian Pacific smelting works at Trail, B.C.

TRAVELLERS AGAIN SEIZE THEIR GRIPS.

THE travellers and officials from the several branches of The Canada Paint Co., who have been in session for some time, have finished their deliberations and have left for their respective territories.

This was the tenth annual convention of The Canada Paint Company's staff held at the headquarters of the company in Montreal, and much good is accomplished by these meetings. The year about closing has been a banner one, showing an extraordinary increase of this company's business and the plant for 1903 will be very much enlarged to meet the heavy trade which is already in sight.

The Canada Paint Company have acquired another graphite property near Petitcodiac, New Brunswick. The area is about five square miles, and the graphite is of the finest description for painting purposes. This company announce that they will be happy to mail free their booklet describing the many uses for graphite paint if our subscribers will mention this paper.

The Canada Paint Company are manufacturing 250 tons of pure paris green. They are bound to exterminate the "Colorado" potato bug if possible.

Take Hold of the "J.M.T." Lines.

Take hold of the "J.M.T." lines and add pleased and satisfied patrons to your list of customers.

Our line of hardware specialties includes the greatest trade-getters offered in Canada, being of particularly superior quality and especially low price.

In bath-room accessories, plumbing equipment, brass and copper goods, valves, gas and electric fixtures, and tools for engineers, plumbers and steam and gas fitters, our line offers decided advantages for your trade.

Let us talk with you by letter regarding your needs. We can fill your orders promptly and at a price which will be profitable to you.

The James Morrison Brass Mnfg. Co., Limited, Toronto.

THE JAS. MORRISON BRASS MFG. COMPANY LIMITED TORONTO, ONT.

FREE INSURANCE AGAINST FIRE

PLASBESTER

AGENTS WANTED IN EVERY TOWN.

the BEST ASBESTOS WALL PLASTER

Fire Proof
Frost "
Sound "
Will not crack.

HEATING AND PLUMBING

PLUMBING AND HEATING NOTES.

GUEST & CO., Toronto, have been appointed sole Canadian agents for the "Brilliant" aluminum gas tips, which are warranted not to rust, corrode, clog or smoke. It is further claimed that they will last forever. These tips should have a big sale throughout the country. When you write for a sample mention HARDWARE AND METAL.

Brown Bros., bakers, Collingwood, are erecting a large bake shop.

A $5,000 Methodist church is to be built at Harriston next spring. It will be on the same site as the present edifice.

Victoria, B.C., is planning for a new hotel of 100 rooms. It will be built by a joint stock company capitalized at $50,000, divided into $1 shares.

The Standard Ideal Sanitary Co., Limited, Port Hope, has been incorporated with a capital of $100,000 and the following directorate: H. T. Bush, A. E. Pipher and Pauline L. Bush, all of Port Hope.

BUILDING PERMITS ISSUED.

TORONTO.

To Walter Marks, for dwellings on Euclid avenue near Lennox street, to cost $4,000; R. M. Ogilvie, architect.

S. Young, for two dwellings on Yorkville avenue, near Hazelton avenue, to cost $5,000.

The Wm. Davies Co., Limited, for addition to 179 McCaul street, to cost $2,000.

George Castle, for one dwelling at 20 Admiral Road, to cost $5,000; H. Simpson, architect.

T. Falconer, for two houses at 152 and 154 Sorauren avenue, to cost $4,000; Mr. Bradley, architect.

A. S. Rogers, for two houses near Elm Road on Nanton Crescent, to cost $6,500; A. R. Denison, architect.

F. Fenton, for two buildings on Bloor street, near Church street, to cost $6,500; Chadwick & Beckett, architects.

B. G. Austin, for store and three dwellings on Bloor and Margueretta streets, to coat $7,200; R. Ogilvie, architect.

Phillip & Davis, for two dwellings on Admiral Road, near Lowther avenue, to cost $7,000; H. Simpson, architect.

H. S. Marvin, for eight dwellings on Gore Vale avenue near Arthur street, to cost $12,000; G. R. Harper, architect.

Ambrose Kent, for four dwellings, near Lappin avenue, on St. Clarens avenue, to cost $16,500; F. H. Herbert, architect.

James Rodgers, for store and dwelling on Bloor street, near Brunswick avenue, to cost $2,000; Bond & Smith, architects.

PLUMBING AND HEATING CONTRACTS.

TORONTO.

Guest & Co., Toronto, have the contract for steam-heating a factory for Mayell & Co., Richmond street east.

The Bennett & Wright Co., Limited, have the contract for overhauling the heating, plumbing and electric wiring of the Bank of Commerce building, and for plumbing, heating and wiring in the large addition to the building on Jordan street; for the plumbing, heating and electric wiring in an addition to the Dominion Bank, corner Spadina avenue and College street; for plumbing in The Toronto Hardware Co'.s new factory on Dufferin street; for plumbing, heating and wiring in a new house for Geo. Gowanlock, architect, Walmer Road, and for plumbing, heating and draining new offices, mills and other premises for The Copper Cliff Mining Co.

A BIG CONTRACT.

The establishment of factories and mills in Canada means a lot of business to the plumbers of the country now. The advent of the sprinkler system has added to the calls on the plumbing firms to a degree that was not anticipated a few years ago. An instance of this has been furnished by the contract given by the Canadian Cereal Co., Peterboro', to Purdy, Mansell & Co., Toronto. This firm have had 25 men busy at the new mills in Peterboro' since last May, and their bill for fire protection (a Grinell Automatic Sprinkler System), alone amounted to over $22,000. The reason for the unusual activity in plumbing circles this year is, in all probability, due in a large measure to the increased demand for plumbers and steamfitters by the new factories springing up all over the land.

MONTREAL PLUMBING TRADE.

The severe weather of the past few days has caused a rush with the plumbers in the way of small jobs, especially repairs on steam and hot-water pipes. One dealer had 32 calls for his services in four hours, on Tuesday morning of this week. The trade generally seem to think that the contract work for this year is at an end, that is, as far as new contracts are concerned, but some of the leading plumbing and heating firms have contracts that will not be finished for three months. It would be hard to find a more satisfied lot of business men with the present year's trade than the plumbers. The greater part of the plumbing and heating trades are making an endeavor to get straightened out and be ready for stock-taking about the end of the year.

HEATING FROM A HOTEL RANGE.

A CORRESPONDENT in Tillsonburg, Ont., asks the following question of The Metal Worker: "Can I get satisfactory results from a hot-water radiator connected to the water front of a hotel range? There are two water fronts in the range, one being connected to a 40-gallon boiler. The radiator can stand in the hall on the floor above, directly over the range. The desire is to heat six small bedrooms and a hall. The size of these rooms in all occupies a floor space of 27 x 30 ft. The water front is tapped for 1-in. pipe. What sized radiator would be necessary, or will a pipe coil heat better?"

The answer given was as follows: "There is no difficulty in heating a radiator on the floor above a range by circulating hot water through the water back in it. In this instance it would be well to connect the return pipes of the two ranges by means of a small pipe to serve as an expansion pipe. Whether the fire chamber is large enough and the way the fire in the range is run is sufficient to heat the water that is needed for heating so much space are questions that can only be answered by our correspondent, who is on the ground and knows the conditions. Assuming that the ceilings on the upper floor are 8 ft. high, there should be about 6,500 cubic feet of space to heat. Ordinarily, to heat this amount of space to a comfortable temperature, 1 square foot of surface to 30 cubic feet of space should be provided which would require a radiator having 290 square feet of surface. We assume that it is only desired to take the chill off these rooms, and that they are to be heated from a large radiator in the hall by leaving the doors open or by means of transoms over the doors. Under such circumstances a radiator having 25 or 30 per cent. less surface might serve a satisfactory purpose. But it would be better if a larger flow and return pipe could be used. A radiator of this size should have at least 1¼-inch pipe, and it is possible that a special water front could be secured having openings for this size of pipe. A pipe coil would heat best, but on its construction depends whether or not it would hinder circulation more than a radiator."

TRADE MARK.

THE CELEBRATED

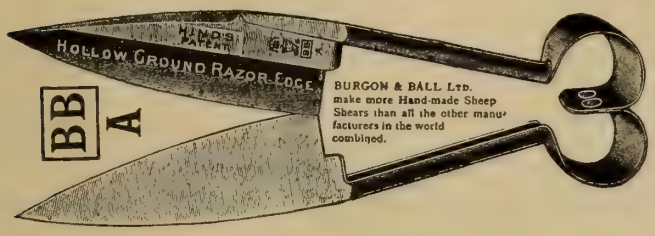
B B
A

Sheep Shear

TRADE MARK

W WIL KIN SON

Used by Mr. C. E. L., of Ahtanum, Washington, U.S.A.



HAS shorn 3,654 sheep with one pair BBA Shears. Establishing a world's record. Made in all sizes, 5½, 6, 6½, 7, 7½, 8, and 9-in. Are also makers of the following Sheep Shears in highest quality, with the well-known BBA Spring: Nos. 1, 2, 3, 4, 5, 20, 8R, 8S, 2S, BBN, K20, K21, K22, K23, 5G, 60G, 60R. Sold by all leading jobbers in Canada and Weste n States.

W.W G
TRADE MARK

Decatur, Bull & Co., Montreal, Que.

SOLE CANADIAN AGENTS.

BURGON & WIL KIN SON
TRADE MARK

THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.

Do you want a lamp which won't tire your eyes?

Do you want a lamp which makes sewing or reading a pleasure?

Do you want a lamp which gives more light than half a dozen kerosene ones for less money?

No. 21
100 Candle Power.

Do you want to sell the best lamp on the market?

THEN WRITE FOR
OUR CATALOGUE AND DISCOUNTS.

Every Lamp Guaranteed.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

Do not wait

until a profitable trade has been entirely lost.

Few people recognize the volume of business that is now being done at a good profit in

Bicycle Supplies

There is lots of good business to be done and the hardware dealers should do a big share of it.

Write us and we will tell you how to do it for 1903.

CANADA CYCLE & MOTOR CO., Limited,

Toronto Junction, CANADA

MANITOBA MARKETS.

WINNIPEG, December 8, 1902.

BEYOND the fact that sorting trade in Christmas goods is very active and general trade good, there is practically nothing new to say of the hardware situation. In paints and oils there continues a fair and steady trade, and this line will be more in demand than is usual in the winter months, owing to so many buildings having been got in shape for finishing during the winter.

The fuel question continues to be an active one. The supply of hard coal, excepting such as can be brought in by the all-rail route, is now known, and while it is not at all equal to the ordinary winter requirements, there does not appear to be any danger of a fuel famine. Such a large number of people dreading the scarcity and additional cost of anthracite have made other provisions for winter heating. Snow having come early and the weather turning cold, there is every prospect of an early and abundant supply of wood; indeed, there would be plenty in the city now were it not for the shortage of cars to bring it in.

Very many stoves and furnace grates have been put in for the purpose of burning the native coals, such as Crow's Nest Pass, Galt and Souris.

The lumber camps are all very busy getting ready for the opening of the season. There is great promise of a large amount of bush work in getting out lumber, ties, telephone and telegraph poles.

There is no change of price in either hardware, paints, oils or glass to record for the week.

Quotations are as follows :

Barbed wire, 100 lb	$3 25
Plain twist	3 25
Staples	3 65
Oiled annealed wire 10	3 42
" 11	3 48
" 12	3 56
" 13	3 66
" 14	3 76
" 15	3 91

Annealed wires (unoiled) 10c. less.

Cut Nails—		Wire Nails—	
2d 1 in	$4 10	1 in	$4 20
3d Fin. 1⅛ in	4 10	1⅛ in	4 20
3d 1¼ in	3 75	1¼ "	3 85
4d 1½ in	3 50	1½ "	3 60
5d 1¾ in	3 50	1¾ "	3 60
6d 2 in	3 40	2 "	3 50
8d 2½ in	3 25	2½ "	3 35
10d 3 in	3 20	3 "	3 30
20d 4 in	3 15	3½ "	3 25
30d 4½ in	3 10	4 "	3 20
40d 5 in	3 10	4½ "	3 20
50d 5½ in	3 10	5 "	3 20
60d 6 in	3 10	5½ "	3 20
		6 "	3 20

Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	4 30
No. 2 and larger	4 15
Snow shoes, No. 0 to No. 1	4 55
No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 40
No. 2 and larger	4 15

Bar iron, $2.60 basis.
Swedish iron, $4.75 basis.

Sleigh shoe steel	2 75
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 guage	3 90
26 guage	4 00
28 gauge	4 10
Galvanized Iron, American, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge,	4 50
26 gauge	4 50
28 gauge	4 75
30 gauge	5 00
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Apollo, 10¾ oz.	5 00
28 guage	4 75
26 "	4 50
24 "	4 50
22 gauge	4 50
20 and 18 guage	4 25
16 gauge	4 00
Queen's Head, 24 gauge	4 75
26 guage	5 00
28 "	5 25
Genuine Russian, per lb	11
Imitation " "	07
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 25
Tinplate, IC charcoal, 20 x 28, box	10 50
" IX "	12 50
" IXX "	14 50
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	5 00
Wrought pipe, black up to 2 inch....50 an 10 p.c.	
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger, basis	$13 00
Manila, 7-16 and larger, basis	15 00
Solder	20
Axes, chopping	$ 7 50 to 12 00
" double bitts	12 00 to 18 00
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c,
Elevator	60 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¼
" 5-16 inch	5½
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 p.c.
Harvest tools	60 and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.e.

PETROLEUM.

Water white American	24c.
Prime white American	23c.
Water white Canadian	22½c.
Prime white Canadian	21c.

SCRAP.

No. 1 cast iron	$14 to $15 per ton.
No. 2 "	5 to 6 "
Wrought iron scrap	5 "
Copper (heavy)	7c. per lb.
Yellow brass (heavy)	7½c.
Light brass	5c. to 6c. "
Lead pipe, or tea lead	2c. to 2½c "
Zinc scrap	1c. "

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 83
Less than barrel lots	88
Linseed oil, raw	71
Boiled	74
Lubricating oils, Eldorado castor	27½
Eldorado engine	26½
Atlantic red	29½
Renown engine	41
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 25
26 to 40 ....per 50 ft.	2 50
41 to 50 ...." 100 ft.	5 50
51 to 60 ....." " "	6 00
61 to 70 ....per 100-ft. boxes	6 50
Putty, in bladders, barrel lots.....per lb.	2½
kegs "	2¾
White lead, pure ....per cwt.	6 00
No. 1 "	5 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1.30 to $1.90

MR. M'CORMICK THE NEW PRESIDENT.

The Montreal Metal and Hardware Manufacturers' and Merchants' Association held its annual meeting last week at which the officers for the ensuing year were elected. The following members were present: President, Jas. W. Pyke; G. A. Kohl, Jas. Davidson, A. A. Brown, Wm. Starke, F. O. Lewis, Thos. L. Paton, Thos. H. Newman, F. Bacon, W. S. Leslie, F. Hopkins, H. J. Fuller, W. S. Gardner and Wm. McMaster.

The officers elected were:
President, J. C. McCormick.
Vice-President, Geo. Caverhill.
Treasurer, G. A. Kohl.
Directors, H. J. Fuller, T. H. Hopkins, T. L. Paton and Wm. Starke.

A committee was appointed to make arrangements for the second annual dinner of the Association, which is to take place in the near future. Mr. James Davidson, who, during the past year, has ably represented the association on the Council of the Board of Trade, was again chosen for the nomination to that position.

NAILS
Right Prices
Quick Shipments
Quality Guaranteed
Also
STAPLES
Write, Telegraph or Telephone
Page Wire Fence Co.
Limited
Walkerville, Ontario

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, Ottawa, Ont.

Barb Wire,
Hay Wire,
Cut Nails,
Wire Nails,
Cordage,
Glass,
Etc.

The Only Exclusive Wholesale Hardware Firm Between Montreal and Toronto.

Tarred and Dry Sheathing,
Tarred Felt,
Rosin, Pitch,
Chopping Axes,
Broad Axes,
Cross Cut Saws,
Etc.

A complete stock of Lumbermen's and Builders' Hardware always on hand. **A Trial Solicited.**

PRICES RIGHT. ASK FOR PRICES.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.

For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold Street, New York.

Syracuse Smelting Works

ATKINS

HIGH-GRADE, SILVER STEEL SAWS

Are the FINEST that Money, Experience and Skill can Produce.

No dealer's Stock is complete without them. They are easy to sell. Every saw warranted.

Write for Catalogue and Prices.

E. C. ATKINS & CO.

Factories and Home Office: INDIANAPOLIS, IND.

American Steel & Wire Co.

New York: Empire Building.
Montreal: New York Life Building.
Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

HOW WHOLESALERS SHOW GOODS.

IF there is one thing more than another in which a great many hardware merchants are behind dealers in other lines of business, it is, perhaps, in the displaying of their goods to advantage in the store, and very often also in the window. It is such an easy thing to get into a rut in this matter, that it is not to be wondered that many in the trade give but scant attention to the proper display of their goods. Wholesalers have found it to the greatest advantage to arrange their varied samples in a manner that not only attracts the most attention from visitors, but also affords them an opportunity of examining closely the workings of the different articles. The retailer can profitably take a leaf out of the wholesaler's book in this regard. A visit to a thoroughly up-to-date wholesale hardware establishment will give anyone many good points on how to show goods.

One can hardly find a more suitable place to pick up novel and useful ideas of this kind than in the warehouse of The Canada Hardware Company, DeBresoles street, Montreal. Not long ago "Hardware and Metal" called attention to their moving the offices of the managing staff from the first floor to the ground floor, where they not only have much more room but are provided with one of the finest and most modern and up-to-date sample rooms to be found in any Canadian wholesale hardware house. The general idea they have kept before them has been to mount the goods wherever possible in such a manner that they could easily be worked by a customer, and have all their good points examined closely.

The first cut here shown gives a view of the front section of their sample room as it looks to one just entering the warehouse. Prominent in the foreground will be seen two large stands, on which are mounted blocks holding samples of builders' hardware, each block being a working model of the lock it samples. This is a clever American device which has been brought here by The Canada Hardware Company, and which cannot be beaten by any other method now in use as a means of showing such goods to advantage. These locks, it should be mentioned, are all of the latest designs and are continually being changed as new patterns are introduced on the market.

On the left side of the sample room can be seen a row of glass gun cases, containing samples of nearly every description of gun. In these cases are also shown sporting goods and ammunition samples. Underneath the cases are closets containing dust-proof trays, on which are arranged gun implements of all sorts, wads, cartridges, etc. Two doors closing over each set of trays protect the goods perfectly from dust.

Opposite the gun cases, on the other side of the sample room, is a long row of sample boards revolving on pivots and holding the smaller articles of builders' hardware, and padlocks. Both sides of the boards are covered with these goods as well as the back of the case, behind them, and by turning them in any way desired, the goods can be seen and examined as satisfactorily as though held in the hand. These boards are a great improvement an the old-time green cards which were formerly employed for this purpose. They can be repaired more neatly and with greater ease and can also be renewed whenever desirable.

Aloog this same side of the sample room are the stocks, dies, and plumbers' tools. Following them come samples of shovels and harvest tools placed along the wall on implement brackets made especially for the purpose. At the end of this side the kitchen utensils and meat choppers are displayed, being attached to

FRANK MILLER'S

HARNESS PREPARATIONS.

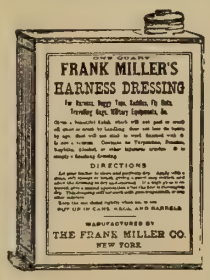
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant jet black gloss which will not peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness

Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, hus adding life.

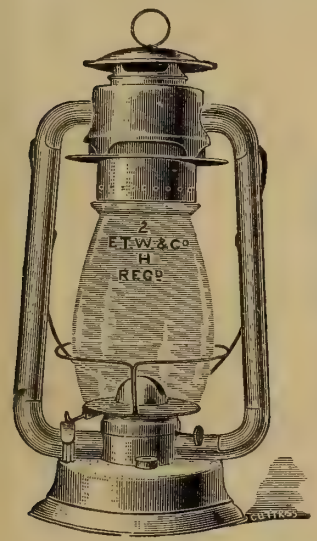
The highest quality of oil on the market.

HORSE BLANKETS

JUTE and DUTCH KERSEY.

Prompt Shipment. Lowest Prices.
Write for samples now.

HENRY F. FALKINER
60 George Street TORONTO



If you want the **BEST**

COLD BLAST LANTERN

in the world, get **WRIGHT'S.**

GET THE ORIGINAL.

We lead, others imitate.

E. T. WRIGHT & CO.,

Manufacturers, HAMILTON, ONT.

LAMB FENCE

Factory-Made, complete ready to stretch.
The H. R. LAMB FENCE CO., Limited, London, Ont

It is better to buy good wrapping paper that will not tear easily. The

GOOD QUALITY

of our papers commends them to all merchants who want strong durable wrapping papers.

—Made in Canada—

Full Count. **Full Weight.**

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

Steward & Romaine Mfg. Co.

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement,

124 North Sixth St., Philadelphia, Pa.

GALVANIZING

Our plant is modern, and capacity large. Prices O.K. Other branches:

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK. ETC., ETC.

Ontario Wind Engine & Pump Co., Limited, 505 Atlantic Ave., Toronto.

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made.

HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

E. B. SALYERDS

Manufacturer of

Hockey Sticks

PRESTON,

Ontario, - Canada.

The Best Stick.
Made of Rock Elm.
Wholesale Trade Only Supplied.
Ask your Wholesale House for the Preston make of Stick.
Write for Prices.

Established 1832. Cable Address, "BLISS."

MANUFACTURERS

Wood Turnings, Hand Bench and other Screws Mallets, Handles, Vises Clamps, Tool Chests Croquet, Lithographs Wood Toys, Novelties

and also the celebrated

Wood's Patent Car Gate

For Street and Steam Railroad Cars.

The R. BLISS MFG. CO.

Pawtucket, R.I., U.S.A

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS. ESTABLISHED 1825. 75 YEARS.

shelving so as to be easily operated by customers.

In the middle of the room, at the rear, such goods as wringers, washing machines, etc., are arranged, and here there is also arranged a table of vises, which may be seen in the second photograph.

Going down the centre of the room towards the entrance, we come to the cutlery showcases, arranged in the form of a square, in the centre of which there is a telephone exchange. These cases are arranged with two rows of drawers, fitted with concealed electric lights which throw a strong light directly on the goods and are of much advantage on dark days or in the evenings.

From the cutlery cases run towards the front of the sample room two parallel lines of glass showcases with an aisle between. These cases contain carvers, fancy goods, plated ware and revolvers.

This second illustration is a view of the sample room taken from the rear, the offices having been just behind where the camera was placed. We can here see another row of the revolving boards; these showing shelf hardware and tools.

Above them, on the shelf made by the cases, there is ample room to show coffee mills, bone mills, lard presses, wheelbarrows, etc.; while over all, on the walls, a neat display has been made of sample cards of nails, horseshoes, horse nails, files, rivets and paints on palettes.

There is no crowding of goods here. All are well placed and given ample room, notwithstanding that so many different articles have to be shown. Salesman and customer are alike at an advantage, the one in making the best display of his goods possible, the other in making a selection of what he needs and of having placed before him many articles which, without seeing, he might overlook.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

CARPENTER & CO., contractors, of Fort William, Ont., have assigned to Ernest A. Morton, and their creditors meet on December 16.

A. Desmarteau is curator of Aumond & Caty, contractors, Montreal.

Joseph Leduc, general merchant, of St. Isidore de Prescott, Ont., is offering to compromise.

Lamarche & Benoit are curators of J. N. Bisaillon, general merchant, Ste. Angele de Monnoir, Que.

The creditors of Greenleaf & Daring, contractors, Windsor Mills, Que., hold a meeting on December 13.

A. Dalphe, general merchant, Varennes, Que., has assigned, and his creditors held a meeting on December 9.

The assets of John McArthur & Co., paint dealers, Montreal, have been sold, and McArthur & Co. are offering to compromise.

Bilodeau & Chalifoux are the curators of Desire Houlle, contractor, of Montreal, and his creditors held a meeting on December 9.

J. J. Gawley, general merchant, Belmont, Ont., has assigned to Albert Snyder, and his creditors will meet on December 15.

PARTNERSHIPS FORMED AND DISSOLVED.

Hathaway & Pierce, blacksmiths, of Wallaceburg, Ont., have dissolved, and F. Hathaway continues.

SALES MADE AND PENDING.

The assets of W. A. Patterson, general merchant, Brysonville, Que., are to be sold.

W. L. Quinette, general merchant, of Londesboro', Ont., is advertising his business for sale.

The assets of A. A. Dugas, general merchant, Ste. Anne des Monts, Que., are to be sold on December 18.

CHANGES.

Gammage & Co., bicycle dealers, Ridgetown, Ont., are out of business.

Sevigny & Bergeron, general merchants, St. Flavien, Que., have registered.

A. Robitaille & Frere, carriagemakers, St. Laurent, Que., have registered.

Wilson & Co., blacksmiths, Macleod, N. W. T., have sold out to Fancy & Co.

McElroy & Sons, general merchants, of Richmond, Ont., have sold out to Lewis Bros.

Alberta Daly, general merchant, of Strathcona, N.W.T., has sold out to W. Brunelle.

Brownstone & Steinburg, general merchants, Rosenfield, Man., are retiring from business.

C. C. West, general merchant, of Hopewell Hill, N.B., has sold out to G. W. Newcombe.

Noble & Graham, agricultural implement agents, Carman, Man., are succeeded by Graham & Co.

FIRES.

E. N. Breckenridge, general merchant, Aylmer, Que., was burned out; partially insured.

Sliney & Mitchell, dealers in stoves, etc., St. John, N.B., have sustained slight damage by fire.

The planing mill of James A. Hewitt, builder and planing mill owner, Grimsby, Ont., has been burned.

R. F. Anderson & Co., wholesale and retail hardware merchants, New Westminster, B.C., have been burned out.

DEATHS.

Jeremiah Tracy, jr., general merchant, Tracy Station, N.B., is dead.

A NEW DEVICE.

Alexander Gibb, who is the Canadian representative of S. R. Slaymaker, Lancaster, Pa., is showing an attractive assortment of their padlocks, put up one dozen on a card, which are selling rapidly. Unlike the old-fashioned kind, these are attached to the cards by locking the shackle to rings sewn to the card, the keys being hung on small hooks beside them. The advantage in this is apparent, for the cards can always be kept full, whereas in the old-style cards, as soon as the string which held them was broken for one lock all the others became loose.

Common galvanized iron

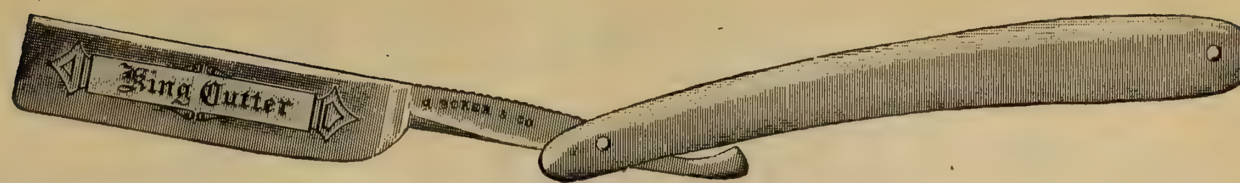
has all the faults there are;

the worst one is its varying.

Apollo is uniform.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal



H. Boker & Co.'s registered brand of "**King Cutter**" Razors is their finest production in quality. Equal to same are :

"KOH-I-NOOR," SOLD BY CAVERHILL, LEARMONT & CO., MONTREAL.
"TRUE BLUE," SOLD BY RICE LEWIS & SON, TORONTO.

"**KING CUTTERS**" **Sold by all leading wholesale houses.**

CURRENT MARKET QUOTATIONS.

December 12, 1902.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$29 00	$30 00

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley—		Per box.
I C, usual sizes	....	$6 75
I X "	....	8 25
I X X "	....	9 75
Famous, equal to Bradley—		
I C	....	6 75
I X	....	8 25
I X X	....	9 75
Raven and Vulture Grades—		
I C, usual sizes	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00
D C, 12½x17	....	4 50
D X	....	5 25
D X X	....	6 00

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	4 00
I.C., special sizes, base	....	4 50
20x28	....	9 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	8 50
IX., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs.; " 14x60, "; " 14x65, "	....	7 00

Tinned Sheets.

72x30 up to 24 gauge	....	8 00
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	....	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3-in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver's tool steel	0 08	0 15
" "Air Hardening"	0 45	0 60
Drill steel, per lb	0 08	0 10

BOILER TUBES.

		Per foot.
1½, 1¾ and 4 inch	....	0 09
2½ in	....	0 16
3 in	....	0 13
3½ in	...	0 16
4 in	....	0 31

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	...

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

Black pipe—		Per 100 feet.
⅛ inch	....	2 90
¼ "	....	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	20 00
3 "	....	24 00
3½ "	....	30 00
4 "	....	37 50
4½ "	....	42 00
5 "	....	47 00
6 "	....	60 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Discount on pipe up to 2 in. 4 p.c. Larger sizes nett.
Malleable Fittings—Discount 30 p.c.
Cast Iron Fittings—
On all cast iron fittings, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis.
All others—discount 60 p.c.

GALVANIZED SHEETS.

	G.C.	Comet	Bell.	Queen's Head
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....	....
" ¼ "	7 85	8 10
" 5-16 "	5 25	5 50
" ⅜ "	4 50	4 75
" 7-16 "	4 25	4 50
" ½ "	4 20	4 50
" 9-16 "	4 05	4 50
" ⅝ "	4 00	4 50
" ¾ "	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.		Per 100 lb.
English B.S., ton lots	....	13 00
Lake Superior	....	....
Bars.		
Cut lengths, round, ½ to ⅞ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet.		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00
Braziers' (in sheets).		
4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

BOILER AND T.K. PITTS.

Plain tinned, per lb	....	0 28
Spun, per lb	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	5 50	6 00
Domestic " "	....	....

ZINC SHEET.

5-cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD.

Imported Pig, per 100 lb.	....	3 50
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 50 per cent.
" " fittings, discount 50 and 10 p.c.
Med. and Extra heavy pipe fittings, dis. 60 p.c.
7 and 8-in. pipe, discount 50 per cent.

SOLDER.

	Per lb.
Bar, half-and-half, guaranteed	0 20
Bar, half-and-half, commercial	0 19½
Refined	0 19
Wiping	0 18½

ANTIMONY.

Cookson's per lb.	9 00

WHITE LEAD.

		Per 100 lb.
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White	....	5 75
Elephant and Decorators' Pure	....	5 25
Brandram's B.B. Genuine	....	7 00
" " No. 1	....	6 00
"Monarch" brand	....	6 12½
Decorator's Pure	....	5 25
Essex Genuine	....	5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 75
Genuine, 100 lb. kegs, "	5 00
No. 1, 560 lb. casks, per cwt	4 25
No. 1, 100 lb. kegs, per cwt	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 50
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 25
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Stewart & Wood's Champion pure	....	1 00
Standard Paint Co.'s "New Era."	....	1 30
The Francis-Frost Co.'s "Ark" brand	....	1 20
The Francis-Frost Co.'s British Navy deck	....	1 50

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.	0 04½	0 06
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "	....	0 06
Marine black	....	0 09
Chrome green	....	0 10
French Imperial green	....	0 12
Signwriters' black	....	0 16
Burnt umber	....	0 11
" sienna	....	0 11
Raw umber	....	0 11
" sienna	....	0 11

COLORS, DRY.

Common ochre, bbls	1 20	1 30
Yellow ochre (J.F.L.S.), bbls.	....	2 00
Yellow ochre (La Belle)	1 15	1 25
Brussels ochre	....	2 00
Venetian red (best), bbl	1 75	2 00
English oxides, per cwt	3 00	3 25
American oxides, bbls	1 25	2 00
Canadian oxides, bbls	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb	....	0 10
" umber, " "	....	0 10
Raw umber	....	0 09
Drop black, pure	....	0 09
Chrome yellow, pure	....	0 18
Chrome greens, pure per lb	0 09	0 10
Golden ochre	0 04	0 05
Ultramarine blue, in 28-lb. boxes, per lb.	0 06	0 18
Fire proof mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar color, per 100 lb	1 25	1 50
Pure Indian red, No. 45, lb.	0 08	0 10
Whiting, bbl	0 55	0 60
English vermilion in 30-lb. bgs.	....	0 95

BLUESTONE.

Casks, for spraying, per lb	0 07
100-lb. lots, do "	0 08

WADE & BUTCHER'S "SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada

PUTTY.

Bulk in bbls.	1 90
Bulk in less quantity	2 05
Bladders in bbls.	2 25
Bladders in kegs, boxes or loose	2 40
Bladders in 25-lb. tins	2 35
Bladders in 12½ lb. tins	2 65
Bladders in bulk or tins less than 100 lb.	2 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak	...	1 50
Furniture, extra	....	1 25
" No. 1	....	1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine, brown japan	1 25	1 30
" black japan	0 85	1 20
" " No. 1.	0 50	0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1.20; size 2, 70c.; size 3, 40c. each.
Sherwin-Williams' copal varnish, assorted case, from ½ pts. to 1 gal., $2.50.

CASTOR OIL.

East India, in cases, per lb.	0 09½	0 10
" small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 20
" neatsfoot	....	0 90

GLUE.

Common	0 08	0 09
French medal	0 10	0 14
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads.	per lb.
Best thick white felt wadding, in ¾-lb. bags	$1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	....

Chemically prepared black edge grey cloth wads, in boxes of 250 each	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	5 50	10 00
Double bit, "	11 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 00	10 00

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.

Zinc	6 00

Copper, discount 15 per cent. off revised list.

BATHS.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
5½ " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Frictionless Metal	"	0 23
Hercules	"	0 15

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

No. "O" babbit	0 06
No. 1 babbit	0 08
Star "	0 10
Hercules "	0 15
Metallic "	0 20
Imperial "	0 30

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅗ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro', discount 45 per cent.

Farm.

American, each	1 25	3 00

House.

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz	3 35	4 75
Moulders', per doz.	7 50	10 00

Blacksmiths', discount 40 per cent.

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS.	Per cent.
Carriage Bolts, common ($1 list)	55 and 10
" " full sq. ($2.40 list)	55 and 10
" " Norway Iron ($3 list)	50 and 10
Machine Bolts, all sizes	50 and 10
Plough Bolts	50 and 10
Blank Bolts	50 and 10
Bolt Ends	50 and 10
Sleigh Shoe Bolts	65 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3⅞c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove Rods, per lb., 5½ to 6c.
Nuts, in 50-lb. lots, ¼c. per lb. extra; in less than 50-lb. lots, ½c. extra.

BOOT CALKS.

Small and medium, ball	per M.	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8.	per doz.	6 00
Henis, No. 9.	"	7 00
Queen City	"	7 50

BUTCHERS' CLEAVERS.

German	per doz.	6 00	11 00
American	"	12 00	20 00

BUTCHER KNIVES.

Bailey's	per doz.	0 60	6 [illegible]

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.		1 70
Ready roofing, 2-ply, not under 45 lb., per roll		0 85
Ready roofing, 3-ply, not under 65 lb., per roll		1 10
Carpet Felt	per ton	40 00
Dry Sheathing	per roll, 400 sq. ft.	0 35
Tar "	" 400 "	0 45
Dry Fibre	" 400 "	0 50
Tarred Fibre	" 400 "	0 60
O. K. & I. X. L	" 400 "	0 65
Resin-sized	" 400 "	0 40
Oiled Sheathing	" 600 "	1 10
Oiled "	" 400 "	0 70
Roof Coating, in barrels	per gal.	0 17
Roof " small packages	"	0 25
Refined Tar	per barrel	4 50
Coal Tar	"	4 00
Coal Tar, less than barrels	per gal.	0 15
Roofing Pitch	per 100 lb.	0 85

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent.

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent.

Gen. Bronzed	per pair	0 40	0 65

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32	per gross	8 50	9 50

CHALK.

Carpenters' Colored,	per gross	0 45	0 75
White lump	per cwt.	0 60	0 65
Red		0 05	0 06
Crayon	per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent.

CHURNS.

Revolving Churns, metal frames—No. 0, $8; No. 1, $8.50; No. 2, $9.00; No. 3, $10.00; No. 4, $12.00; No. 5, $16.00 each. Ditto, wood frames, 20c. each less than the above. Discounts: Delivered from factories, 53 per cent.; from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.
Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

CLOSETS.	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. " " "	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
Low " " " emb.	10 20
Plain Richelieu	3 75
Emb. "	4 00
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " " " emb'd.	12 30
Closet connection	1 25
Basins, P. O., 14-in.	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR S[illegible]INGS.

Torrey's Rod (15 p.c.) per doz.	....	2 00
Coil	0 88	1 60
English	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters', discount 60 and 10 per cent.

We've Got You Solid

if you commence handling our

Building Papers, Roofing Felts and Wire-Edged Ready Roofing

BECAUSE our goods please your customers, and, after all, the consumer is the man behind the gun in such matters.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ....per 100 ft. 3 10

ELBOWS (stovepipe.)

5 and 6-inch, common....... per doz. 1 20
7-inch.......................... " 1 35
Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western............	70 and 10 per cent.
Arcade....................	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's..................	70 " 10 "
American..................	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and	5 "
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26......	2 20	4 25	....	6 25
26 to 40......	2 40	4 65	....	6 75
41 to 50......	....	5 10	....	7 50
51 to 60......	....	5 35	....	8 50
61 to 70......	....	5 75	....	9 75
71 to 80......	....	6 25	....	11 00
81 to 85......	....	7 00	....	12 55
86 to 90......	....	7 75	....	15 00
91 to 95......	....	....	....	17 50
96 to 100......	....	....	....	20 50

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

HALTERS.

Rope, ⅜-inch ....per gross ....
Rope, ½ " .... " 9 00
Rope, ⅝ to ¾-inch .... " 14 00
Leather, 1-inch......per doz. 3 87½ 4 00
Leather, 1¼ " ...... " 5 15 5 20
Web................ " 1 87 2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic ....per doz. 1 10 1 20

Sledge.

Canadian.............per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe.............per doz. net 1 50 3 00
Store door...........per doz. 1 00 1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American...........per doz. 1 00 1 25

Plane.

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

Cross-Cut Saws.

Canadian......... .. per pair .. 0 13¾

HANGERS. doz. pairs.

Steel barn door....... ...... 5 85 6 00
Stearns, 4-inch 5 00
" 5-inch 6 50
Lane's covered –
No. 11, 5-foot run 8 40
No. 11½, 10-foot run 10 80
No. 12, 10-foot run.......... .... 12 60
No. 14, 15-foot run.......... .... 21 00
Lane's O.N.T. track, per foot 0 04½

HARVEST TOOLS.

Discount 60 and 10 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HINGES.

Blind, Parker's, discount 16⅔ per cent.
Heavy T and strap, 4-in., per lb....... 0 06½
" " 5-in., " 0 06¼
" " 6-in., " 0 06
" " 8-in., " 0 05¾
" " 10-in., " 0 05½
Light T and strap, discount 65 and 5 per cent.
Screw hook and hinge—
6 to 10 in......... per 100 lb. 4 50
12 in. up.......... " 3 25
Spring....... ..per gro. pairs 10 50

HOES.

Garden, Mortar, etc., discount 60 to 60 and 10 per cent.
Planter.......... ... per doz. 4 00 4 50

HOLLOW WARE.

Discount 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird cage........... per doz. 0 50 1 10
Clothes line.......... " 0 27 0 63
Harness........ ..... " 0 72 0 88
Hat and coat .... per gro. 1 00 3 00
Chandelier ....per doz. 0 50 1 00

Wrought Iron.

Wrought hooks and staples, Canadian discount 47½ per cent.

Wire.

Hat and coat, discount 45 per cent.
Belt ....per 1,000 .... 0 60
Screw, bright, discount 55 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 50, 10 and 5 per cent. } head
Countersunk, 65 per cent.
"Monarch," 65 per cent.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy....	3 35	3 60
Snow shoes	3 60	3 85
Steel Shoes.		
Light	3 45	3 70
Featherweight (all sizes)......	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.
Toe weight steel shoes........ .... 6 70

JAPANNED WARE.

Discount 45 and 5 per cent. off list, June 1899

ICE PICKS.

Star... ....per doz. 3 00 3 25

KETTLES.

Brass spun, 7½ per cent. discount off new list.
Copper................ per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock, American .... per gross 0 60

KNOBS.

Door, japanned and N.P., per doz...................... 1 50 2 50
Bronze, Berlin....... per doz. 2 75 3 25
Bronze, Genuine .... " 6 00 9 00
Shutter, porcelain, F. & L. screw .... per gross 1 30 4 00
White door knobs....per doz. 0 95 1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast.... ....per doz. 7 00
No. 3, "Wright's" .... " 8 50
Ordinary, with O burner. ... " 4 00
Dashboard, cold blast.... ... " 9 00
No. 0 .... " 5 75
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined...... per doz. 2 20 5 60
Galvanized.......... " 1 87 3 85
King, wood.......... " 2 75 2 90
King, glass.......... " 4 00 4 50
All glass .... " 0 50 0 90

LINES.

Fish .... per gross 1 05 2 50
Chalk .... " 1 90 7 40

LAWN MOWERS.

Woodyatt, 12-in. wheel 7 50
Star " 5 50
Daisy " 4 90
Philadelphia, 10-in. wheel............ 6 00
Ontario, " 12 75
Discount, 50 per cent.

LOCKS.

Canadian, 40 to 40 and 10 per cent.
Russell & Erwin......per doz. 3 00 3 25

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am..... per doz. 0 50 6 00
Scandinavian........ " 1 00 2 40
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'...........per doz. 1 25 1 50
Carpenters', hickory, " 1 25 3 75
Lignum Vitae........ " 3 85 5 00
Caulking, each 0 60 2 00

MATTOCKS.

Canadian........... per doz. 5 50 6 50

MEAT CUTTERS.

American, discount 33⅓ per cent.
German, 15 per cent.
Gem ....each 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	3 45	3 55
3d	3 10	3 22
4 and 5d....................	2 85	3 05
6 and 7d	2 75	2 90
8 and 9d	2 60	2 70
10 and 12d	2 55	2 65
16 and 20d..................	2 50	2 60
30, 40, 50 and 60d (base)	2 45	2 55

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.50.
Cut nails in carlots are $2.40 base.
Galvanizing 2c. per lb. net extra.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per cent.
Flour barrel nails, discount 25 per cent.

NAIL PULLERS.

German and American 1 85 3 50

NAIL SETS.

Square, round and octagon, per gross................. 3 38 4 00
Diamond 12 00 15 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60, 10 and 5 per cent.
2-in. Mesh, 18 w.g. and heavier, 50 p.c.

OAKUM.

Navy ....per 100 lb. 6 00
U.S. Navy.......... " 7 25

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Zinc and tin, discount 50, 50 and 10 per cent.
Copper .... per doz. 1 25 3 50
Brass........ .... " 1 50 3 50
Malleable, discount 25 per cent.

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent.
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent.

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails, dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head ......per gross 1 35 1 50
Brass head.......... " 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins ....per gross 7 80
1 " " .... " 9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent.

PLANE IRONS.

English ....per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.
Button's imitation ...per doz. 5 00 9 00
German .... " 0 60 2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 per cent.
"J.M.T." Cushion work, discount 50 per cent.
Fuller work, discount 65 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.
"J.M.T." Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 65 per cent.
"J.M.T." Radiator Valves, discount 55 per cent.
Standard Radiator Valves, discount 65 per cent.
Patent Quick-Opening Valves, discount 70 per cent.
No. 1 compression bath cock......net 2 00
No. 4 " " " ...... " 2 00
No. 7 Fuller's .... " 2 20
No. 4½, " .... " 2 35
Patent Compression Cushion, basin cock, hot and cold..........per doz. 15 00
Patent Compression Cushion, bath cock, No. 2208 .... 2 25
Square head brass cocks, discount 60 per cent.
" " iron " " 60 "
Competition Globe, Angle and Check Valves, discount 70 per cent.
Competition Quick-Opening Radiator Valves, discount 70 per cent.

WINDOW GLASS —TO IMPORT.

Prompt Deliveries

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BENT GLASS of all kinds, our own manufacture. **Closest Prices.**

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

PRESSED SPIKES.

Discount 22½ per cent.

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 27	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern		1 80	3 60
Canadian pitcher spout		1 40	2 10

PUNCHES.

Saddler's	per doz.	1 00	1 85
Conductor's	"	9 00	15 00
Tinners', solid	per set	....	0 72
" hollow	per inch	....	1 00

RANGE BOILERS.

Dominion, 30 gallon	net		6 00
" 35 "	"		7 00
" 40 "	"		8 00
Ronald's Galvanized, 30 gallon,	"		7 40
" " 35 "	"		8 40
" " 40 "	"		9 60
Copper, 30 gallon	"		22 00
" 35 "	"		24 00
" 40 "	"		28 00

Discount off copper boilers 10 per cent.

RAKES.

Wood, per doz. net 1 20 up.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Geo. Butler's & Co.'s	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65	....	13 00
Griffon Safety Razors	....	13 50
Griffon Stropping Machines	....	13 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb cartons, 1c. per lb.
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.
Copper Burrs only, discount 30 and 10 per ent.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal	0 12
Pure Manilla	0 14
"British" Manilla	0 12
Cotton, 3-16 inch and larger	0 16
" 5-32 inch	0 21
" ⅛ inch	0 22
Russia Deep Sea	0 15
Jute	0 08
Lath Yarn, single	0 11
" double	0 11½
Sisal bed cord, 48 feet, per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

RULES.

Boxwood, discount 55 and 10 per cent.
Ivory, discount 37½ to 40 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 70	
" No. 50, nickle-plated, "	0 80	

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent.
Emery, discount 40 per cent.
Garnet (Rurton's), 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks, per doz. 9 50

SAWS.

Hand, Disston's, discount 12½ per cent.
S. & D., discount 40 per cent.
Crosscut, Disston's, per foot 0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete, each 0 75 2 75
" frame only 0 75

SASH WEIGHTS.

Sectional, per 100 lb.	2 50	2 75
Solid "	1 75	2 00

SASH CORD.

Per lb. 0 23 0 30

SAW SETS.

per doz.

Lincoln and Whiting	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25
X-Cut Sets, No. 3 Woodyatt (Morrill)	9 50

SCALES.

Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 55 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 55 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 3-in. style, per doz.	6 60	
Common doors, 2 or 3 panel, yellow and green stained, 3-in. style, per doz.	6 80	
Common doors, 2 or 3 panel, in natural colors, oil finish, per doz.	8 15	

4-in. style 20c. per dozen extra.

SCREWS.

Wood, F. H., bright and steel, discount 87½ and 10 per cent.
Wood, R. H., bright, dis. 82½ and 10 per cent.
" F. H., brass, dis. 80 and 10 per cent.
" R. H., " dis. 75 and 10 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.

Drive Screws, dis. 87½ and 10 per cent.		
Bench, wood, per doz.	3 25	4 00
" iron "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net 5 00 8 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discount 60 and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 40 and 5 per cent.

SINKS.

Steel and galvanized, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 50

SOLDERING IRONS.

1, 1½-lb per lb.	....	0 37
2-lb. or over "	....	0 34

SQUARES.

Iron, No. 493 per doz.	2 40	2 55
" No. 494 "	3 25	3 40

Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list.

STAPLES.

Galvanized	3 25	3 50
Plain	2 90	3 15

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"	....	0 13
" Axe	"	....	0 15
Turkey	"	....	0 50
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb., per ton		....	25 00
" " under 40 lb., "		....	28 00
" under 2 in. thick, "		....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case, net cash	....	4 80
No. 6, 3 doz. in ase, "	...	8 40

TACKS, BRADS, ETC.

Cheese-box tacks, blued	80 and 12½
Trunk tacks, black and tinned	85
Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned - In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk	85, 12½ and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	25
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Shoe nails	60
Clinch and duck rivets	45

TAPE LINES.

English, ass skin, per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.

German, per doz.	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian, per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 19
" " 4-ply	....	0 23
Mattress, per lb.	0 33	0 45
Staging "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	9 00

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White, Princess, Turquoise, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 50
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15 ., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65 No. 21, $7—No. 22, $7.30—No. 23, $7.65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. in ½-lb. hanks, 38c. —in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 62½ per cent. off the list.
Copper wire, discount 62½ per cent. net cash 30 days, f.o.b factory.
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Galvanized barb	2 90
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White "	0 08

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Acme, discount 35 to 37½ per cent.
Agricultural, discount 60 per cent.
Coe's Genuine, discount 20 to 25 per cent.

Towers' Engineer, each	2 00	7 00
" S, per doz.	5 80	6 00
G. & K.'s Pipe "	....	3 40
Burrell's Pipe, each	....	3 00
Pocket, per doz.	0 25	2 90

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Royal Canadian "	....	24 00
Royal American "	....	24 00
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VOL. XIV. MONTREAL AND TORONTO, DECEMBER 20, 1902 NO. 51.

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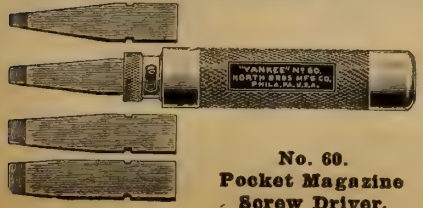

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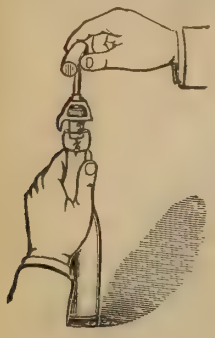

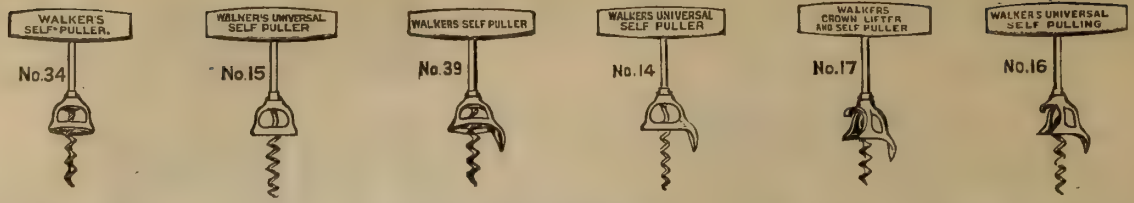

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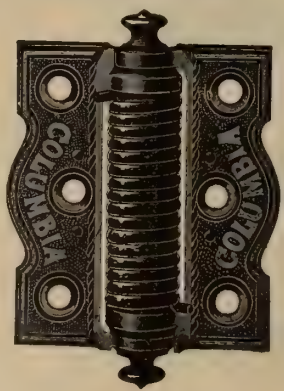

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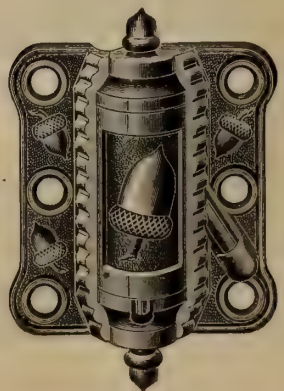

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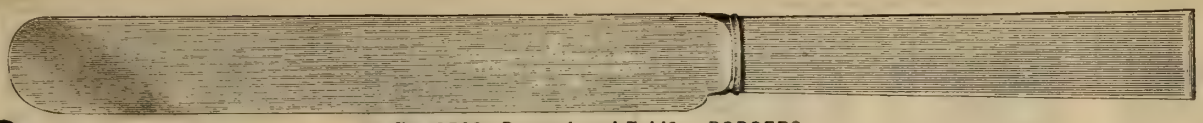

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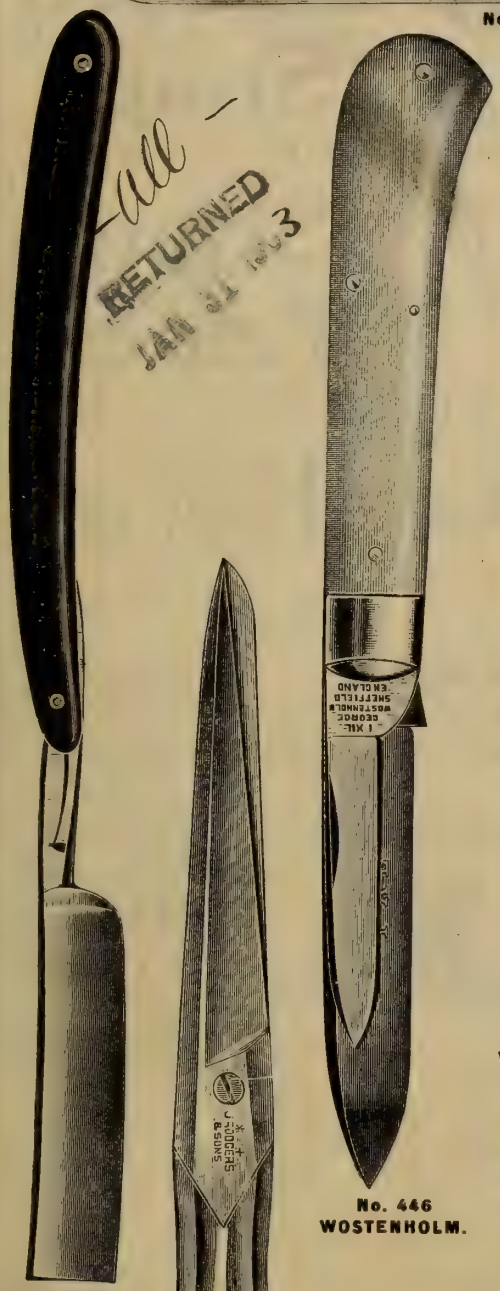

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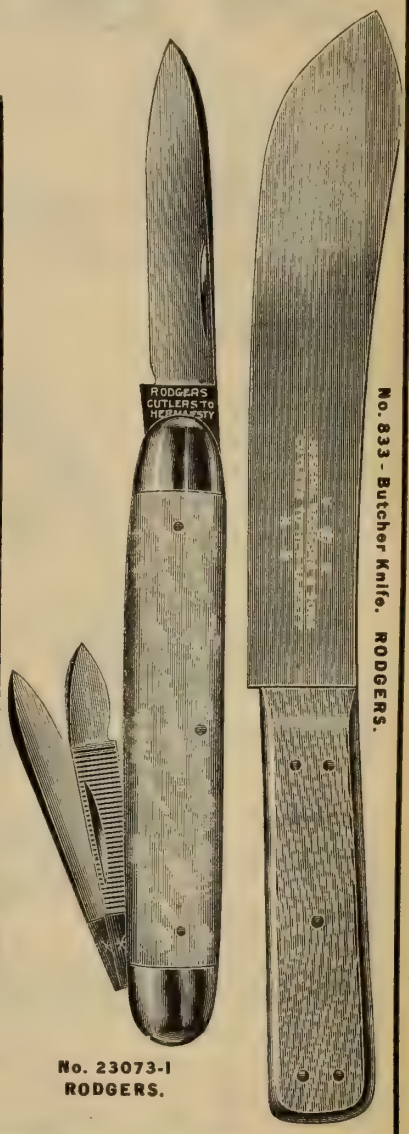

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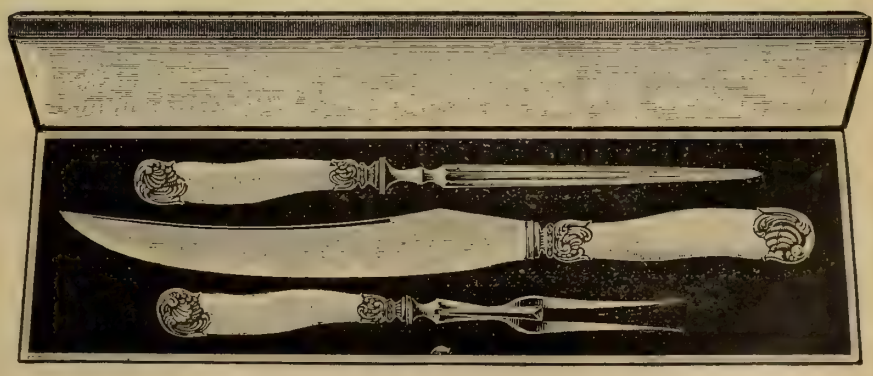

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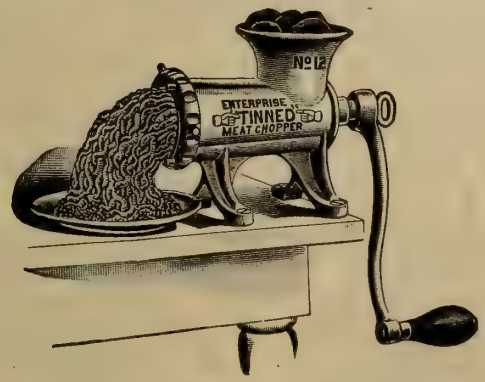

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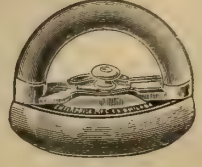

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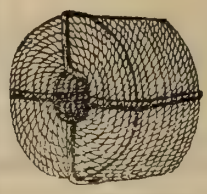

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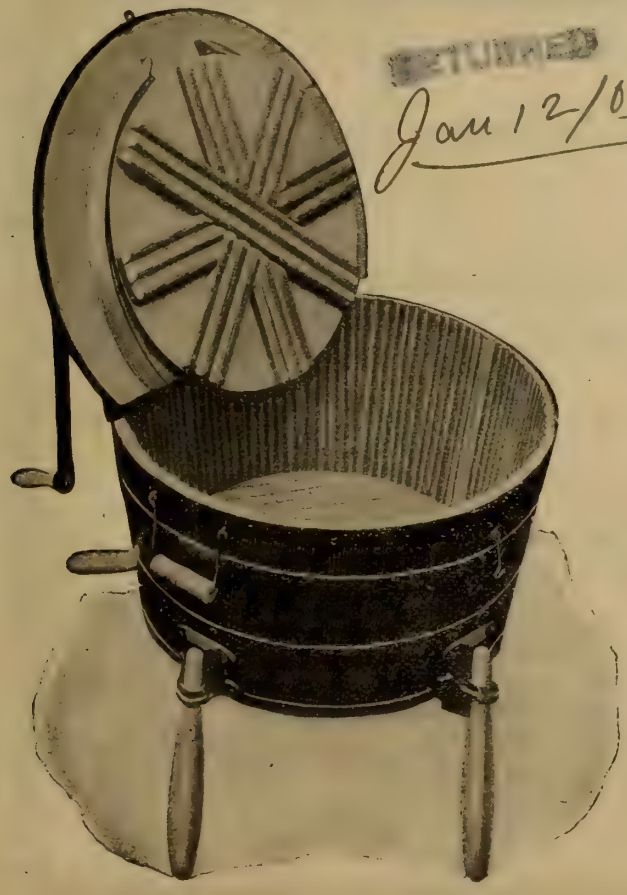

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A COMPARISON

TRASH A cheap mantle gives a fair-light for a few nights, then grows dim and shrinks up to a "wasp-waist" like this:

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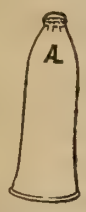
Cheap chemical.

This is caused by the cheap chemicals which the manufacturer used.

QUALITY A good mantle, which cannot shrink, made of the purest chemicals, is the only kind we put our trade mark A on. It guarantees you the best that is made and will satisfy your customers.



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And now at this festive time, we wish to convey to each customer the Compliments of the Season, and trust that the New Year may be a happy and prosperous one.

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TORONTO, CANADA.

HARDWARE AND METAL

VOL. XIV. MONTREAL AND TORONTO, DECEMBER 20, 1902. NO. 51

President:
JOHN BAYNE MacLEAN,
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EXIT (?) OF THE MERCHANT.

ONE sometimes hears it remarked that the day of the wholesaler is departing and that the time is coming when the manufacturer will send his products direct to the retailer. Now we are told that the retailer is to join the wholesaler in the exodus from the commercial field, and that the manufacturer is to pass over the heads of both in getting his products to the consumer.

The author of this startling declaration is Mr. T. M. Humble, the Toronto representative of La Presse. Mr. Humble has taken upon himself the task of educating manufacturers up to his ideal in regard to advertising. And this argument is one of the links in the chain which he is endeavoring to weld by which he proposes to pull them away from the columns of the trade journals.

A chain, we are told, is no stronger than ts weakest link. If this be true, and no one has ever questioned it, La Presse's representative has welded a pretty weak chain indeed.

He is not a wise man who would deign to say what the future will not bring forth. We are living in an age when great things are happening, when science is working wonders, when what was considered impossible yesterday is being accomplished to-day. It is possible that in the future the housekeeper may, by pressing a button, be able to obtain not only light and heat, but her food, clothing and general household supplies as well. But even then it would by no means follow that she would no longer require the retail dealer or that the latter in turn would no longer have need of the wholesaler.

Neither the wholesale nor the retail business is a sinecure. Each has its place in commerce. Each is a centre for facilitating the distribution of the products of the farm and factory. It was this work of facilitating the movement of merchandise that brought each into existence. When one or the other fail to perform this office it will disappear from the commercial world. But the tendency of the times does not indicate that either are likely to disappear. Retail stores and wholesale warehouses may be relatively fewer in number. But in size and importance they are likely to be relatively larger. At any rate, that is the tendency of to-day in trading as well as in manufacturing concerns. And, of course, the larger they are the greater will be their utility.

We are tending more and more towards specialization. The merest schoolboy recognizes this. The conditions would have to be of the very opposite in order to force the retailer and the wholesaler out of business. As the size and importance of the retail stores and wholesale warehouses increase, the number of lines they carry in stock will naturally multiply. And thus both the consumer and the retailer will be able to have more of their wants supplied under one roof than under the old conditions. In other words, the wholesale houses and the retail stores will possess greater facilities for doing business, and, consequently, show even greater reason for their existence.

BUSINESS MEN IN CIVIC BODIES.

OUR municipal governing bodies are weak because their members are deficient in the strength which men of practical business experience bring.

Society influence and political pull are all too powerful factors on election day to expect anything else as long as the business men in the various municipalities do not use their influence and mark their ballots in favor of men of the desired type.

We would not for one moment advocate the election of business men because they are business men. We only do so because they are the best qualified for the duties appertaining to municipal administration. Those who would successfully govern a city and make and unmake its laws must of necessity be possessed of the quality of business commonsense. No sane man would for one moment question that. And yet, while in the abstract we acknowledge this to be good doctrine, in practice our actions take a contrary course. In other words, we preach one thing and practice another. We acknowledge the fitness of the business man, but we choose Barabbas the ward heeler, the political partizan, the man who is merely using his position or his party as a stepping-stone to civic or civil service.

A few weeks hence the electors of the different municipalities in Ontario will be electing their representatives to the local governing bodies. The duty devolving upon them if they desire good civic government is obvious.

THE QUESTION OF RECIPROCITY WITH THE UNITED STATES.

IT is to be hoped that no one in Canada anticipates the realization of closer and better trade relations in the near future between this country and the United States because at Detroit last week the National Reciprocity League of the United States adopted a resolution favoring reciprocity with Canada. It is quite true the resolution was strongly worded, urging that "the Government of the United States should take immediate steps to secure closer and more advantageous trade relations with Canada, and that reciprocal relations beneficial to both countries should preferably follow the general lines of the removal by both countries of the duties on the natural products of each, and such mutual extensions of the free list and reductions and changes of the duties on the manufactured products of both as will give to each a low rate of duty as is given to any other country."

The language used by some of the speakers at the convention was even stronger than the words of the resolution, part of which is quoted above. Mr. E. N. Foss, of Boston, a director of three large manufacturing concerns and the owner of extensive iron works, made the bold statement that "the New England manufacturers required reciprocity in raw materials with Canada to save their workshops and factories from being closed. * * * If Canada does raise her tariff to our tariff against her, then many of our New England mills and factories must close down."

"In Canada," declared ex-Governor Lind, of Minnesota, "they can raise all the products of the northern zone, and they have what the people of the States require, and it is not right to prevent the free exchange of these commodities. * * * The sensible course for the United States is to treat Canada as if she were in the Union."

What a difference from some of the utterances in Congress in 1864, when the Bill to abrocate the treaty of 1854 was being discussed! Nothing scarcely unkind enough or derogatory enough could be said. Canada was of no consequence. We had no market in Great Britain. And Representative Baxter declared: "They (the Canadians) have nowhere else to go but to our (the United States) markets."

Again, at the Reciprocity Convention, held in Detroit in July, 1865, Hon. J. W. Potter, United States Consul at Montreal, declared: "It is not the policy of Americans to continue the treaty. And within two years after its repeal Canadians themselves will apply for admission to the United States." This was 37 years ago, and still Canada has not sought admission to the United States.

But in spite of the change in sentiment toward Canada, the dissipation of much of the ignorance that abounded in regard to this country, and the resolution adopted at the recent convention, the politicians in the United States are far too strongly entrenched in their opposition for the most ardent advocates among the commercial class in both countries to expect a realization of their hopes for at least some years to come.

Notice To Advertisers.

Thursday next being Christmas Day the forms of HARDWARE AND METAL will go to press one day earlier than usual for the issue of December 27.

Will advertisers please note that all new copy and changes must be in our hands on **TUESDAY, 23rd** inst? We cannot guarantee to change advertisements after that date.

THE PUBLISHERS.

The reciprocity treaty of 1854, which provided for free interchange of the products of the sea, the soil, the forest and the mine, was the result of many years of agitation more or less continuous. Away back in 1816, President Madison brought the subject before Congress in a special message; and the Administrations of Munro, John Quincy Adams and General Jackson also interested themselves in the question. In 1847 the British Minister at Washington made a proposal for a reciprocity arrangement with Canada, and in the same year our own Parliament authorized the admission, free of duty, of natural products of the United States as soon as Congress had passed a similar measure.

The New York Chamber of Commerce took the question up in 1852, and the treaty of 1854, which was adopted by the United States in 1865, was the outcome. Webster, Everett, Douglass, Eward, Marcy, Dix, Clayton, Cushing and other such political stalwarts were supporters of reciprocity with Canada. But where is there to-day in the United States such advocates of the cause? Echo answers, where?

One thing we do know, and that is that the opposition of certain interests in the United States has so far been able to burk all attempts at reciprocal arrangements with Cuba, Jamaica and Trinidad. And if these can succeed what can we expect should a treaty between Canada and the United States come before Congress for ratification? It does not require the vision of a prophet in order to anticipate what the result would be.

While it may be in the distant future, we believe that ultimately the trade relations between the two countries will be more equable. The politicians will not be able to have their way always. The business men in the United States are awakening to the fact that the inequality in the two tariffs cannot be maintained except to the injury of their own country. And the more they realize this the more will they exert themselves to remove or modify the cause.

In the meantime it is the duty of Canada to sit still and await results. There must be no more importuning. They must come to us, not we go to them.

CANADA'S IMPORTS OF IRON AND STEEL.

NOTWITHSTANDING the fact that Canada has within the last four or five years experienced an unprecedented development of her iron and steel industries, this country is to-day one of the largest purchasers of iron and steel and the manufactures thereof in the world.

From the United States alone we buy practically as much in these lines as does the whole of Europe. The figures for 1901, as given by the U. S. Bureau of Statistics, in the Annual Review of Foreign Commerce of the United States (page 4349), show an increased steel export of $43,812,323 to Europe and $43,518,993 to British North America. The totals for 1902 have not yet been published in detail, but it is made clear that while the exports of these lines to Canada were well main-

tained, the exports to Europe have seriously diminished.

In referring to this the report says: "In 1899 and immediately preceding years the iron and steel industries of Europe were exceptionally prosperous; there was an active demand and prices were high. * * * But these conditions have materially changed; the European demand and European prices have declined."

The above is interesting in view of the fact that it is only a year or two since trade papers, newspapers, politicians, and trade theorists were expatiating continually regarding the remarkable inroads of United States manufacturers in the European markets. So much noise was made, so much enthusiasm manifested by United States persons and papers over the European market, that it seems odd to learn from the returns that the much-vaunted European market has taken less United States iron and steel manufactures than Canada has needed for her rapidly-extending industries.

Canada may not compare with European countries in population, but in industrial progressiveness and commercial expansion this country leads the procession.

Will Canada continue to be as big a buyer of iron and steel as in recent years? The answer cannot fail to be in the affirmative.

This country has just entered on an era of expansion. To-day all our manufacturers of iron and steel goods are finding difficulty in keeping pace with their orders. Talk of extension of old and establishment of new works is general. And every new factory or foundry brings in its train a new demand for machinery and supplies and opens new avenues of trade. However, the population of the country, especially in New Ontario and the Northwest Territories, is growing as never before, about 60,000 people having come in from the United States alone in the year.

The cumulative force of events plainly points to a continuance in ever-increasing volume of the era of prosperity which has contributed so largely to the development of Canadian industries and to the necessity of purchasing the raw materials, machinery, tools, etc., needed in these industries.

THE CANADIAN NICKEL INDUSTRY.

IN an interview published in The Toronto World, Mr. J. R. Gordon, of Sudbury, Ont., states that over $8,000,000 of United States capital has been invested in the nickel and copper mines about Sudbury, and that development work is being rapidly extended, over 5,000 men being employed. In referring to the matter, Mr. Gordon said:

> There is one thing, however, which threatens the prosperity of the business. That is the export duty talked of by the Government. If that is put on the produ t of the mines it will surely ruin the business. Of course, the object of the Government is to force the complete smelting of ore residue in Canada and, therefore, give employment to as much labor as possible. This is entirely impracticable. In the first place, the production of a thousand miners is easily reduced to the commercial article by 30 people. Thus the labor of 1,000 men is jeopardized in the hope of giving employment to 30 men. It is only the matte which is shipped to the United States. This is the amalgam left after the base minerals have been removed. To treat this matte sulphuric acid, salt cake and other reagents are required, which are not available here. Therefore, an export duty will retard the mining of copper and nickel very materially without contributing in anyway to the prosperity of the country.

The World commented on Mr. Gordon's remarks as follows:

> Mr. Gordon's remarks must be taken with a grain of salt, for in the first place the International Nickel Co. does not anything like control all the nickel deposits of the Sudbury district. The Clergues and others own deposits in that section which are probably more extensive and more valuable than those in the grip of the aforesaid ally of the United States Steel Corporation. And, in the second place, inasmuch as the Sudbury nickel field contains the only nickel deposits in America, and, excepting only those of far away New Caledonia, the only deposts in the world, the Canadian Government would seem to be in a rather strong position and will not likely be bulldozed into foregoing an export duty on nickel ore or matte. Canada has long enough fed United States industries with her raw materials, and the Ottawa Administration will do well to consider all the arguments in favor of an export duty before they decide against such a policy.

The talk of an export duty is the most arrant nonsense from a practical standpoint. The only substantial market for Canadian nickel in the world is the United States. The Rothschilds combination practically control the European market, as New Caledonia averages from 7 per cent. to 15 per cent. nickel, whereas Canada averages from 3 per cent. up to the richest, 5 per cent. The American tariff of 6c. a pound on pure nickel keeps the New Caledonia nickel out of the market. Our Government has obtained the refining of the Canadian nickel up to 85 per cent. to 90 per cent., and the matte, which contains 90 per cent. of nickel, goes in free as not being pure nickel, and thus is enabled to maintain its place in the United States market against the New Caledonia nickel. Were it not for the United States tariff of 6c. on pure nickel the industry in Canada would undoubtedly have to close down. This is the whole crux of the situation, and any talk of an export duty only serves to frighten investors.

The best evidence of the ability of our mines being able to compete against New Caledonia nickel in the European market is shown by the fact that the Rothschilds combination at the beginning of the year secured a contract for seven years with the British Government in competition with the International Nickel Co., representing Canadian nickel, and in spite of the fact that the Ontario Government made the strongest possible efforts to induce the British Government to specify Canadian nickel.

The profits in the business have been persistently grossly exaggerated. No higher dividend than 1 per cent. per month, which is a very small return for a mining industry, has ever been paid, and no dividend has as yet been paid by the International Nickel Co., owing to its having to expend its earnings in improvements. Every other concern, with the exception of Dr. Mond's, has failed to continue, and the only way that any money has been made up to date is by the most careful and economical management. And in spite, too, of the fact that one of the directors, and a very large stockholder of the International Nickel Co., A. W. Maconochie, M.P., for Aberdeen, Scotland, who is one of the most influential men in the Conservative party, is also a strong Imperialist and most anxious to aid in the development of Canada in preference to a foreign possession like New Caledonia.

Those who favor an export duty on nickel should also remember that the business men in Sudbury and vicinity, who are in a position to realize perhaps better than people in any other part of the country what the consequences of such action would be, are strongly opposed to the proposal; in fact, it is no secret that this particular opposition was not without its influence in deterring the Ontario Government from putting into operation regulations already authorized by the House designed to stop the export trade.

The value of the nickel produced in Canada last year was $1,859,970, an increase of 145 per cent. over 1900, while in 1898 and 1899 the figures were $514,220 and $526,104. In the annual report, under date of May, 1902, of Director Gibson, of the Ontario Bureau of Mines, appeared this paragraph: "The increase in quantity and value of nickel and copper is notable, part of the gain in value being due to the larger output and part to the fact that the mattes of the Sudbury district are now brought to a much greater richness in metallic contents than formerly."

In view of these facts is it not better to leave well enough alone?

COMMERCIAL TRAVELLERS' ANNUAL.

THE Dominion Commercial Travellers' Association held its 28th annual meeting in Montreal on Saturday evening, December 13, with the president, James Robertson, in the chair.

The president's report made pleasant reading. The financial condition of the association was shown to be in the best of shape. The report went on to say:

"Negotiations have been carried on with the transportation companies, with a view to having the week-end tickets apply to all points, or at least to certain cities which were not included in places to where week-end tickets could be obtained. We regret to say the companies did not see their way clear to adopt our suggestion, and our request was respectfully declined.

"The Prince Edward Island tax on commercial travellers has continued to occupy the attention of the board. Conferences have been held with sister associations, and all have agreed to make a combined effort to test the legality of this obnoxious law should the opinion now being obtained warrant us in so doing. With this object in view, the best legal advice in Canada is being sought, and we are now awaiting a report which we hope to receive in the course of a few days.

"Our present rooms not proving as attractive as they might be, the directors have decided to return to the Board of Trade building, where more commodious and convenient accommodation can be obtained. Rooms have already been secured, which we expect to occupy as soon as the new building is completed. The death claims were confined almost altogether among members of long standing. The amount paid under our mortuary benefit scheme to the beneficaries of deceased members was $32,300, representing 32 claims. Average age of deceased members was 51 years, their membership averaging 16 years.

"Three different sums, amounting to $26,000, have been invested in first mortgages on real estate, bearing 5 and 5½ per cent. Total amount now invested: First mortgages, $183,500; harbor bonds, $15,237; Board of Trade second mortgage bonds, $5,000.

"The total received on revenue account was $49,773. Of this amount $32,300 has been paid for claims arising from the death of 32 members. The working expenses amounted to $4,358. The net surplus for the year was $14,028. This amounth as been added to capilal account, which now aggregates $203,004.

"The increase in membership for the year, was greater than in any previous year since 1882, and reflects the great activity and growth of the wholesale trade, consequent upon the increased settlement and development of the resources of our country. Number on roll as per last annual statement, 3,749; new members, received this year, 651; less lapsed through nonpayment of annual subscription, 336; making our present membership, 4,046, a gain of 315 for the year."

The annual rental of the associations new rooms in the Board of Trade building will be $1,200.

It was decided that subscriptions, limited to one dollar per member, should be collected for the purpose of endowing a bed in the Montreal General Hospital.

The following resolution was offered by Mr. Max Murdoch, seconded by Hon. J. D. Rolland, and carried unanimously:

"That the absence of uniformity in the legal procedure for the distribution of the assets of an insolvent debtor is detrimental to the commercial interests of the Dominion of Canada, and an obstacle to the extension of trade, both external and internal;

"That this uniformity can only be obtained by means of a Federal Insolvent Act;

"That it is urgent that an equitable uniform insolvent law be passed at the forthcoming session of the Federal Parliament."

THE OFFICERS ELECTED.

For the first time in the history of the Association, there was no balloting for office-bearers, all having been elected by acclamation at the last quarterly meeting. They are:

President—Mr. James Robinson.
Vice-President—Mr. George A. Mann.
Treasurer—Mr. J. S. N. Dougall.
Directors—W. B. Mathews, R. C. Wilkins, W. H. Evans, A. Fournier, W. J. Egan, P. J. Paradis (Quebec), S. A. Agnew, John Paterson, A. D. Gall, R. Booth, jr.; past-president, T. L. Paton.

The annual dinner of the Association will take place December 22.

MUTUAL BENEFIT SOCIETY.

The Dominion Commercial Travellers' Mutual Benefit Society held its seventeenth annual meeting on Saturday afternoon. President J. T. Lesueur submitted his annual report. He said that the membership now totalled 1,038, with 120 new members added during the year, which, although not increasing the total number to that extent, on account of the customary annual lapses, would still materially improve the society's position on account of the new additions being almost entirely young men. The number of death claims provided for since the last annual report was 13, leaving in hand, after paying all charges against the society, a balance of $5,508. With a view to so increasing the membership that the six regular assessments might prove sufficient to meet the average number of death claims, and thus obviate the need of special assessments, it was pointed out that this could be done by adding about 500 recruits to the regular membership.

President—Mr. J. T. Lesueur.
Vice-President—Mr. A. McA. Murphy.
Treasurer—Mr. Chas. Gurd.
Trustees—Messrs. David Wat on, F. S. Cote, Max Murdoch, J. N. Christie, E. H. Copland, John Hardie, C. M. Mills, J. W. Rou-seau, Alex. Peden and D. M. Campbell.

PERSONAL MENTION.

Mr. Charles Edmonds, of the Marshall-Wells Co., Winnipeg, Man., is visiting his parents in Montreal, in which city he has many acquaintances, having been with Messrs. Frothingham & Workman for a number of years.

Mr. S. B. Kennedy, of Toronto, the western representative of Lewis Bros. & Co., has severed his connection with that firm owing to ill-health and is making a trip through the Southern States in the hope of recuperating. He will spend some time in St. Louis. It is to be hoped that the trip will prove beneficial to him.

The trade throughout Western Ontario will regret to hear of the illness of Mr. Dingman, assistant buyer for Messrs. Moore & Brown, wholesale and retail hardware dealers, Sault Ste. Marie, who is laid up in the hospital there with typhoid fever. Mr. Dingman has many friends throughout the west, where his territory is. He will be in the hospital for a number of weeks.

Mr. Charles Carmichael, traveller for the Marshall-Wells Co., Winnipeg, is in Montreal visiting his parents. Mr. Carmichael was formerly with Messrs. Frothingham & Workman for some time. His friends in Montreal will be very glad to hear of his success in the West. He has a branch establishment in Calgary, N.W.T., besides covering the western territories and the Yukon for the Marshall-Wells Co.

George Taylor & Son, hardware merchants, London, Ont., have found business good since they went into their present premises at 136 Dundas St. two years ago.

WIRE NAILS
TACKS
WIRE

Prompt Shipment.

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOHN A. HUME, agricultural implement agent, Listowel, Ont., has assigned to George A. Barber, and his creditors had a meeting on December 19.

John Bone, general merchant, Minden, Ont., has assigned to R. Lee.

Alex. Desmarteau is curator of Aumond & Caty, contractors, Montreal.

The creditors of Raoul Lapierre, contractor, Montreal, have held a meeting.

Edward Wright, box manufacturer, of Newboro', Ont., has assigned to L. S. Lewis.

Beaudoin & Croteau, general merchants, Black Lake, Que., have assigned to A. Faucher.

C. Audet, general merchant, Roberval, Que., is offering to compromise at 35c. on the dollar cash.

Zazaire Laliberte, general merchant, of St. Nicholas, Que., has assigned, and V. E. Paradis is provisional guardian.

Holdengraber & Rosenberg, general merchants, of Bathurst, N.B., are offering to compromise at 40c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

George Puck & Co., mill supplies, of Montreal, have dissolved.

Jones Bros., general merchants, Sweetsburg, Que., have dissolved.

Ledgerwood & Rollins, agricultural implement agents, Arnprior, Ont., have dissolved partnership.

Fraser & Stewart, agricultural implement agents, Miniota, Man., have dissolved; D. J. Stewart continues.

SALES MADE AND PENDING.

The assets of J. E. Heon, general merchant, St. Eulalie, Que., are to be sold.

The assets of J. N. Bisaillon, general merchant, Ste. Angele de Manoir, Que., are to be sold.

CHANGES.

Alex. Brosseau, contractor, Montreal, has registered.

Paton, Laird & Son, builders, of Montreal, have registered.

H. A. Urquhart, hardware dealer, Vancouver, has sold out to R. McKay.

L. Leville & Co., sash and door manufacturers, Montreal, have registered.

A. McRae & Co., general merchants, of Elva, Man., have removed to Lyleton.

E. N. Sicotte, general merchant, of La Rochelle, Man., has removed to St. Malo.

E. J. Rose, baker and confectioner, of Macgregor, Man., is succeeded by J. J. Pierce.

Andrew Sipes, general merchant, Drinkwater, N.W.T., is succeeded by Sipes & Coventry.

Albert W. Wise, agricultural implement agent, Goderich, Ont., has sold out to W. Kearney.

J. R. Kelly, general merchant, Glenboro', Man., has sold out to Hazlewood & Benedeckson.

FIRES.

The flax mill of Clark & Co., St. Marys, Ont., has been burned.

Williams Bros., hardware merchants, of Gladstone, N.W.T., have sustained loss by fire.

D. Lacerte, general merchant, of Prince Albert, N.W.T., has sustained loss by fire.

C. J. Greene, general merchant, Bath, N.B., had his premises and stock damaged by fire.

Welford Bros., manufacturers of ropes and brooms, London, Ont., sustained loss by fire; insured.

CATALOGUES, BOOKLETS, ETC.

A HANDSOME CALENDAR.

With the New Year drawing very near almost every company doing business in North America is furnishing its customers with a calendar for 1903. Harrington & Richardson Arms Co., of Worcester, Mass., have favored us with one of their calendars for next year. It is one of the most handsomest we have seen for 1903. It shows two ladies shooting at targets and is printed in four colors. The card is about two feet in length and one foot wide, and would be an ornament to any office. This firm shows very good taste in the designing of this calendar.

A MANUAL OF BUSINESS.

THE MANUAL OF BUSINESS. By Sydney P. Johnston. Daniel Stern, Publisher. Chicago.

This work is intended to prove a work of ready reference to business men in regard to many forms of business usage and correspondence employed by them in the conducting of their vocation. Instruction is given on the various details in connection with the office, and the general business forms, laws and regulations are fully dealt with. Valuable technical information is also given on various subjects directly related to the management of the office, the store and the factory. Also what will be useful to many a business man. Parliamentary rules and forms of resolutions are included in the matter of this book, and at the back are lists of business terms, business abbreviations and business maxims.

RAIL MILL STARTS UP ON MONDAY.

Having received orders from both the Ontario and Dominion Governments, the steel rail mill at Sault Ste. Marie, Ont., will resume operations on Monday, December 22. The orders already booked will keep the mill running all winter.

AMERICAN ENTERPRISE IN CANADA.

JUST sixteen months have elapsed since The Nicholson File Co. purchased the plant of The Globe File Co., Port Hope, Ont. When the sale had been completed a rumor was circulated that this factory would be closed indefinitely and all the files required for the Canadian trade would be sent in from the United States. This, however, was not the policy of The Nicholson File Co., as they have, since that time, shown. Within thirty days from the date of purchase they commenced enlarging and modernizing these works, sparing no expense necessary to place this factory on a par in every respect with their several American industries.

The cost of these changes has been considerable; but, as the president of The Nicholson File Co. has every confidence in the future of our Dominion, he has made every preparation necessary to meet the growing demand for files and rasps throughout Canada.

The Dominion works now possess the most modern machinery in every department for the production of the highest class of goods. They employ only expert workmen and use carefully-selected material; and, with an experience of over 40 years in manufacturing files, they are prepared to supply their Canadian customers with the same class of goods, manufactured in Canada, as they are exporting to Europe from their American factories.

The daily production at Port Hope is from 600 to 700 dozen files, and, should the demand warrant it, they can increase the output to 1,000 dozen daily. This embraces everything from a 3-in. saw file to a 20-in. railroad bastard file.

This company has displayed a great deal of enterprise and forethought in anticipating the future wants of the country, and a successful future for it seems assured.

A GUARANTEED VALUE

Nothing made so highly exemplifies the art of Single gun making as the

IVER JOHNSON

SEMI-HAMMERLESS TRIGGER ACTION

SINGLE GUN.

The trade prefer them, and the public demand them.

Our recently published catalog is a concise and complete treatise on the processes and essentials requisite for the production of a high-class single gun.

SEND FOR ONE.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Salesroom: 99 Chambers St. FITCHBURG, MASS.

DEATH OF J. S. BENNETT.

J. S. Bennett, of Toronto, manufacturer of the patent shelf boxes that bear his name, died suddenly the other day. Blood poisoning was the cause of death. The circumstances surrounding his demise are particularly sad, his wife having predeceased him just one week, almost to the hour.

Deceased was in the hardware business in London, Eng., for some years. He was for a time in a hardware store in Winnipeg, and later travelled for H. S. Howland, Sons & Co., in the Northwest. It was while in Winnipeg that he invented the shelf boxes and drawers that bear his name, and after leaving H. S. Howland, Sons & Co. he started a factory for their manufacture and was rapidly building up a prosperous trade when death so suddenly overtook him. Deceased left two sons, aged 9 and 12 respectively, to mourn his loss.

The business will be continued by a brother of deceased, who will give prompt attention to orders.

Deceased was a genial and whole-souled man, and his death is generally regretted by those who knew him.

WINDSOR RETAIL ASSOCIATION.

AT Windsor, on Tuesday evening, December 9, the local branch of the Retail Merchants' Association of Canada held their regular monthly meeting. The president, A. E. Edgar, occupied the chair.

Four new members were admitted, as follows: Howell Bros., jewellers, Oulette avenue; Jno. M. Lord, grocer, Aylmer avenue; Morton & Christie, hardware, etc., Sandwich street east, and Herman Burwaska, plumber, Sandwich street west.

The auditors' report for the year just closed was read, and on motion was adopted.

The secretary reported that he had carried out the instructions given him at the last meeting in writing to the chief of police informing him that certain merchants of the city were giving amusement-stamps in contravention of the by-law. Nothing having been done in the matter a committee was appointed to obtain evidence and make complaint against the offenders in the police court.

The president appointed the following committee to make arrangements for the first annual "At-Home" to be held next month: Honorary President Geo. H. Nairn, Auditor A. J. McTavish, and Secretary B. J. Davis.

The rest of the evening was taken up with a discussion of the advisability of forming trade sections, it having been shown that there are grocers and plumbers and hardwaremen sufficient to form these two sections. And it is hoped by the next meeting there will be a sufficient number of druggists to form another section.

The secretary was ordered to draw a warrant for the amount due the Central Association, and forward the same to the central secretary at Toronto.

There being no other business the meeting adjourned.

A despatch from Ottawa says that Banker R. Paine, manager of the Ontario Power Co., has submitted to the Federal Government plans for a section of the route over which electricity will be brought from Niagara to Toronto. A double-pole line will be built the entire distance, so that if one line is disabled the other can be used. Mr. Paine states that by this time next year the company will be able to furnish 15,000 horse-power in Toronto, and that ultimately they will produce 150,000 horse-power.

H. S. HOWLAND, SONS & CO., LIMITED.

WHOLESALE ONLY

37-39 West Front Street, **Toronto.**

ONLY WHOLESALE

RETURNED 12 1903

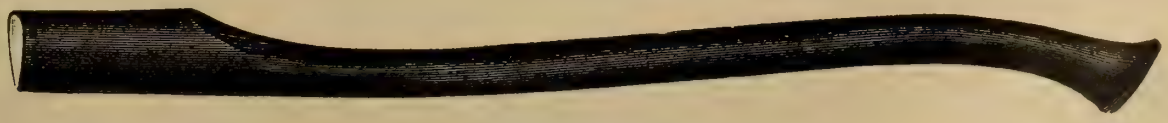
AXES

WELLAND VALE
and
RIXFORD
Single and Double-Bit Axes.

RETURNED 12 1903

Dundas Single and Double-Bitted Axes.

Single and Double-Bitted Axe Handles.



FOR FULLER PARTICULARS SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, **Toronto.**

WE SHIP PROMPTLY.

Graham Nails are the Best.

OUR PRICES ARE RIGHT.

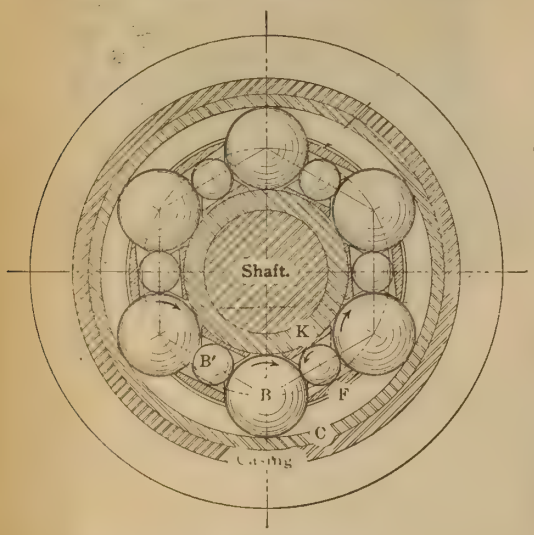
Factory: Dufferin Street, Toront

MACHINERY AND ELECTRICAL SUPPLY DEPARTMENT

CHAPMAN DOUBLE-BALL BEARINGS

EIGHT years ago C. H. Chapman, of Groton, Mass., while trying to improve a sulky for track work, hit on the idea of double-ball bearings. Since then he has spent much time in perfecting his idea, which is now accepted by mechanics as sound. Experiments have been made testing the bearings in many kinds of machinery, from ordinary shafting to a street railway car, and preparations are now being made to equip an entire train on the Intercolonial Railway with them.

It is claimed that the present cost of operating machinery with journal bearings can be reduced one-half by the use of these



bearings, which require no oil, being frictionless, and require much less power for operation.

The principle of the bearings can be seen from the accompanying diagram. It will be noted that B is the load-carrying ball, B' the idler ball, F the retaining float for B', C the cup and K the cone. The idler is so placed that its centre is coincident with a line connecting the centres of each of the adjacent carrier balls, B, and is positively held in position by a loose free ring F that floats with the carrier balls and is supported on the cone or shaft, but not in contact with any of the balls when the same are under load, during which time the idler balls are maintained in the same relative position by rolling contact with the carrier balls.

The manufacture of these bearings has not been completed, but The Chapman Double Ball Bearing Co. of Canada Limited, 39 Scott street, which control the Canadian patent rights, expect to start making them before long.

OPENED A BRANCH IN TORONTO.

The Garlock Packing Company, of Hamilton, Canada, have opened an office in the Carlaw Buildings, 30 Wellington street west, Toronto, and have appointed Mr. T. Christie as their representative. They are sole manufacturers of Garlock's Engine, and Pump Packings, patented; also asbestos sectional and hot water pipe coverings.

THE CRAMP STEEL COMPANY'S WORKS.

THE large plant of the Cramp Steel Company, at Collingwood, are receiving the last of their plant. A representative of The Mail and Empire, Toronto, who visited the works on Saturday, says they will soon be in operation. The machine shops of the company have been running since September last, getting the plant in order. All the buildings are of the highest class. Every foundation is of stone and cement. The excavations were made down to the living rock. The company will have one of the finest rolling-mills in Canada, in addition to the second steel plant. The rolling mills will turn out flats, rounds, squares and angles from 6 x 6 down to ¼. The steel furnaces will have an out-put of from 100 to 120 tons of open-hearth steel per day. This will be finished down into staple material such as is used every day in the year by the blacksmiths and machinists of the country. A great deal of their material will be sold to associated industries in the town. The shipyard is expected to be a large customer. and as soon as Canadians realize that it will take six or seven new steel freight boats per year to keep up with the growth of tonnage in Manitoba, a plate mill will be built. The company expect to supply the new wire mills at Collingwood with 50 tons of material daily, and to build a blast furnace during the coming summer, also docks and additional steel furnaces. They have been delayed this season considerably by lack of material. For instance, they let the contract for boiler stacks in June The contractor was to deliver in six weeks. He could not get any material in Canada or the United States and had to go to England for it. It was shipped promptly, and when it reached Montreal it was stacked up with other material on the docks there for about three months before it was moved. They are ready for the winter now, and expect to run night and day as soon as their electric light plant is installed, which will be in a couple of weeks.

TORONTO WAREHOUSE TO CLOSE.

The Toronto warehouse of the Canadian General Electric Co., Limited, will be closed from January 2 to January 6, inclusive, for the purpose of stock-taking. No shipments from this warehouse will be made during that period. The company request their customers to kindly anticipate their needs as much as possible, and place orders for immediate requirements in due time, so that shipments may be made prior to January 1 next.

MACHINERY AND ELECTRICAL NOTES.

ON Friday last a toolhouse owned by The Canada Bridge Co., of Walkerville, near St. Catharines, where they are erecting an iron bridge, was destroyed by fire, tools, ropes, splices, etc., to the value of over $10,000 being burned.

A vertical 8 h.-p. engine has been purchased by Church Bros., Orillia, from H. W. Petrie, Toronto.

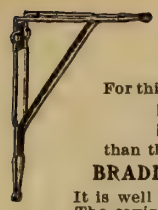
The Canadian Niagara Power Co. will enlarge its wheel-pit to accommodate 11 turbines of 110,000 total h.p.

Nelson, B.C., has passed a by-law to expend $150,000 in putting in a power plant and extending the city's electric light system.

An entire sawmill outfit, including a fine portable engine and boiler, was shipped to Gustof Leidtke, Wilno, Ont., by H. W. Petrie, Toronto.

The Kilgour Piano & Organ Co., of Hamilton, have installed a 50 h.-p. steam engine. It was purchased from H. W. Petrie, Toronto.

The body of A. G. Lister, an electrician, said to have been a former resident of



Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be
NOTHING BETTER
NOTHING CHEAPER
than the . . . .
BRADLEY STEEL SHELF BRACKET

It is well **Japanned, Strong** and **Light.** The saving in freight is a good profit, aside from the **lower price** at which the goods are sold.

☞ Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

ANNEXATION SALE.

I am annexing a large warehouse to my already spacious quarters. To avoid the expense of moving a portion of the following machinery will sell at very close prices:

BOILERS.

19-in. x 44-in., 13 2-in. Tubes, No. 2 Petrie, Upright.
48-in. x 141-in., 52 3-in. " Horizontal Tabular.
44-in. x 166-in., 46 3-in. " " "
76-in. x 186-in., 78 4-in. " " "
30-in. x 72-in., 54 2-in. " Vertical Submerged, NEW.
30-in. x 60-in., 54 2-in. " " " "
40-in. x 76-in., 28 2-in. " Self-Contained, Semi-Portable.

ENGINES.

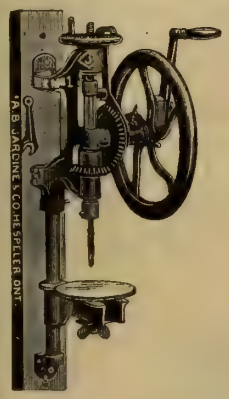
12 x 14, Walker-Pool Co., Plain Slide Valve.
11½ x 18, Goldie & McCulloch, Plain Slide Valve.
9 x 12, Becket & Co., Corliss Bed.
4½ x 6, "Jewel" Automatic Cut-Off, NEW.
7½ x 8, " " " "

WOODWORKING MACHINERY.

Variety Saw Tables, Clark & Demill make.
36-in. Circular Re-Saw, Galt make.
18-in. Little Giant Planer, Waterous make.
24-in. Pony Planer, C. B. Rogers make.
30-in. Pedestal Band Saw, Galt make.
Drag Saw Machine, 5-ft. Saw.
Write for special prices and latest stock list.

H. W. PETRIE

131-3-5-7-9-141-43-45 Front St. West and
8-10-12-14-16-18-20-22 Station St., TORONTO.

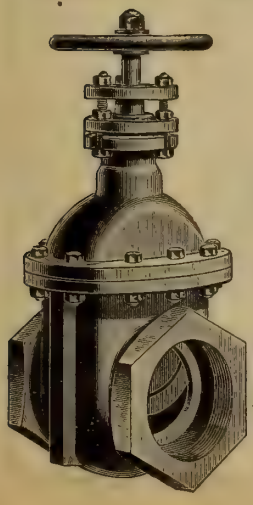


TRADE MARK J REGISTERED

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.



BUY KERR VALVES.

They give satisfaction every time,

Catalogue on application.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.

THE ADAMS STOVE PIPE REGISTER.

Design Patented June 29, 1897.

Design Patented August 31, 1897.

Made by

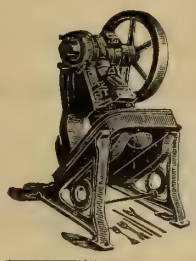
The Adams Company

Dubuque, Iowa, U.S.A.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. **Write Us for Prices.**

JAMES WARNOCK & CO., - GALT, ONT.



G. A. Crosby & Co. of Ontario, LIMITED

SARNIA, ONT.

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

H. W. Petrie 141-145 Front Street West, **TORONTO—Selling Agent.**

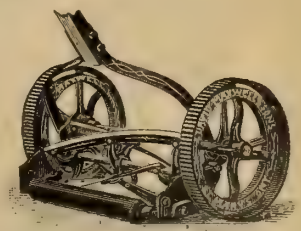
Steel Frame Churn.

DAVID MAXWELL & SONS,

ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn"

Patented Features: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1903. Steel or Wood Frame as desired.



"THE MAXWELL" Lawn Mower
High Wheel 10 inches.

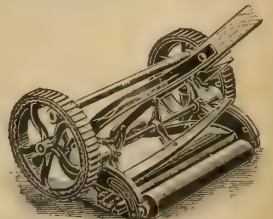
LAWN MOWERS.

High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

SEND DIRECT TO US.

Wheelbarrows. In four different sizes.



MAXWELL MOWER.
8-inch Low Wheel

Toronto, was found in the Niagara River below the Falls on Saturday.

The East Kootenay Lumber Co., Cranbrook, B.C., have prepared plans for a new mill and are about to order their machinery.

A 100 h.-p. tandem compound Wheelock engine has been installed at Brussels, Ont., by H. W. Petrie, Toronto, to furnish power for the Brussels Electric Light Co.

John Craven, of Manchester, Eng., has made final arrangements with the Dominion Iron & Steel Co., Sydney, for the establishment of a plant in Sydney for the manufacture of coal-tar products.

Toronto Council has decided to submit a by-law authorizing the expenditure of $175,000 on a new pumping engine for the waterworks system on the date of the municipal elections.

The Sydney Post says that the Knapp Tubular Steamship Co.'s proposition to start works to build their boats there is being favorably considered by the leading business people of Sydney, C.B.

A new style of typewriter, the Monarch, has been placed on the market, covered by 16 United States patents. The inventor is Jacob Felbel, of New York, and the selling agents are the Monarch Typewriter Co., of New York.

Geo. McLachlan, of The McLachlan Gasoline Engine Co., Limited, Toronto, has returned from installing gasoline engines at Tottenham, Elmvale, Carleton Place, Snake Creek and Ottawa.

The Toronto Council have ratified an agreement with the Toronto Steel Works, leasing that concern 10 acres of land on Ashbridge's Bay for 30 years at $500 per year, and fixing the assessment at $50,000 per year for 10 years.

Assistant City Solicitor Lobb, of Toronto, predicts that in 20 years there will be no street car rails on Toronto streets; that automobiles will take the place of the street cars, to be succeeded later by an overhead or underground service.

The Dodge Manufacturing Co. have secured the contract for the entire equipment of elevating, conveying and power transmission machinery, amounting to several hundred tons, for the 1,000,000-bushel elevator now under construction in Montreal harbor.

The Kay Electric & Dynamo Co., Limited., Toronto, have sold a 20 h.p. motor to The Wyld-Darling Co., Toronto; a 15 h.p. motor to Todhunter, Mitchell & Co., Toronto; a 400-light dynamo to Tottenham, Ont., municipality; five dynamos to A. R. Williams & Co., Toronto, and one 100-light dynamo to H. W. Petrie.

An interesting new invention is one which provides for the sealing of envelopes by electricity. It is said that this machine can seal 8,000 envelopes in an hour, and that when the envelope is sealed there is no danger of its coming loose. Each envelope leaves the machine free from moisture and tightly sealed.

A despatch from Glasgow says that Nelson, Reid & Co., of that city, have secured the contract for building a large number of locomotives for the Canadian Pacific Railway Company. Canadian and American builders were in keen competition for this contract, but Nelson, Reid & Co. secured it, because they promised quicker delivery of the engines.

IN THE MATTER OF THE GEE ELECTRICAL CO., LIMITED.

IN LIQUIDATION.

By order of the Master-in-Ordinary there will be sold in detail by Public Auction by Messrs. C. J. Townsend & Company, on Tuesday, December 30th, 1902, commencing at 11 o'clock a.m. on the premises, 11 Colborne Street, Toronto, the following assets of The Gee Electrical Engineering Co., Limited, consisting of:

Planes and attachments.
Lathes and attachments.
Drills.
Mills.
Machine Tools.
Belting and pulleys.
Motors.
Switches.
Dynamos.
Electric fixtures.
Arc and other lights and lamps.
Sundry supplies
Vises, benches and fixtures.
Furniture.
Amounting in all to the sum of $17,684.32.

Terms: Purchases under $500.00 cash. Over $500.00 25 per cent. to be paid as deposit at time of sale, 25 per cent. when goods checked off and balance in one month with interest at 6 per cent. secured to satisfaction of Liquidator.

The other conditions of sale as far as applicable are the standing conditions of Court.

Detailed inventory may be seen on our premises or on application to E. R. C. Clarkson, Toronto, Liquidator.

Dated at Toronto this 16th day of December, 1902.

NEIL McLEAN, Chief Clerk, M.O.
E. R. C. CLARKSON, Liquidator.

W. M. Douglas, Solicitor for Liquidator, 70 Home Life Building.

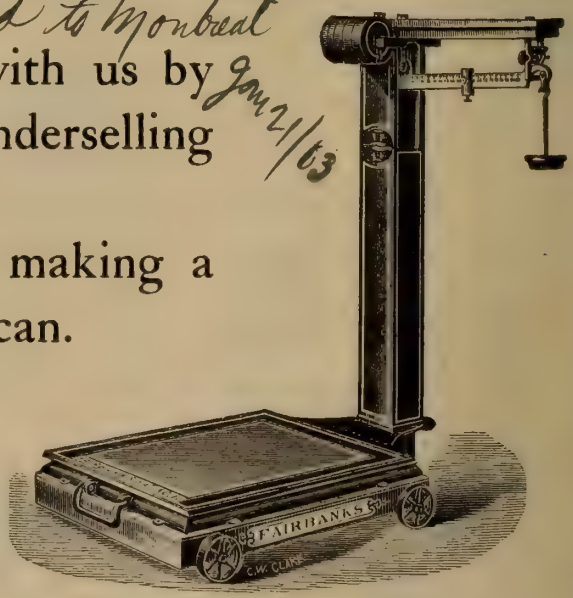
FAIRBANKS STANDARD SCALES

Returned to Montreal Jan 2/03

The other fellow competes with us by making a cheaper article and underselling us.

We compete with him by making a better article than he does or can.

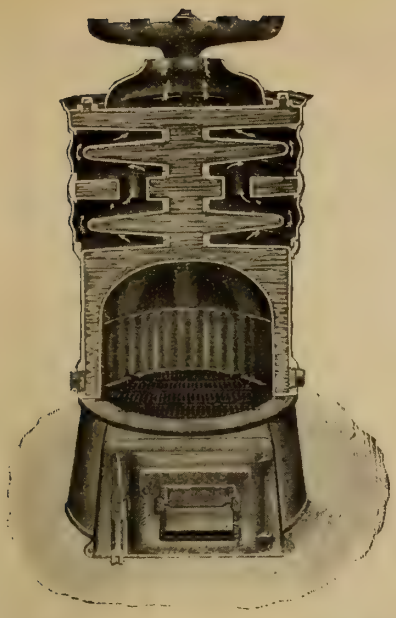
Whose goods do you want?



THE

FAIRBANKS COMPANY

MONTREAL VANCOUVER



Successful Heating

Our efforts to warm Canadian buildings economically have been crowned with success. The introduction of our

"ECONOMY"

Hot Water Boiler and its ultimate perfecting have contributed largely to our fame as Heating Experts.

The **"ECONOMY"** Hot Water Boiler is made along sensible lines—constructed absolutely without bolts or packing—easy to put together—means satisfaction to the tenant, because it works steadily and burns little fuel.

Write for a new and attractive booklet on this system.

J. F. Pease Furnace Co., Limited,

Head Office, 189-193 Queen St. East, - **TORONTO.**

Standard Paint & Varnish Works.
Limited
Makers of High Grade Varnishes, Japans, Paints, Colors & Enamels.
Windsor, Ont.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

THE CELEBRATED

NATIONAL CUTLERY CO. SHEARS

Acknowlegded the best and fully warranted.

Not connected with any Shear Combination.

Tailors' Shears, Trimmers, Ladies' Scissors, Barbers' Shears, Tinners' Snips.

DECATUR, BULL & CO., SALES AGENT, MONTREAL

Something New in..... BENCH WRINGERS

NOTE THE FOLLOWING ADVANTAGES:

- Enclosed Cogs—children cannot get their fingers caught.
- Extra Wide Frame—greater wringer surface.
- Grease cannot get on Rolls.
- Water cannot get into Bearings.
- Bearings exposed, easy to lubricate.
- Supplied with or without Ball Bearings.
- Four different grades of Rolls.
- Every Roll has our name stamped on it, and to each Wringer is attached a warranty tag guaranteeing the Rolls from one to five years in family use, according to grade.
- We make 55 different styles and sizes of Wringers.

The Dowswell Manufacturing Co., Limited.

W. L. HALDIMAND & SON, Montreal, Eastern Agts.

HAMILTON.

Window Fixtures in Hardware Stores.

BECAUSE of their extremely small size it is difficult to make an attractive window display with the majority of articles in a stock of fancy or shelf hardware.

The accompanying illustrations show some of the devices used by expert window-trimmers in some of the most successful show windows.

In Fig. 1, the stand may be made any size from, say, 1 ft. to 3 ft., and two or more used according to the size of the window. They can be constructed very cheaply of wood, and if painted or stained and varnished, and the discs nicely covered with colored felt or beige, they will make a very handsome piece of window furniture, besides being an attractive way of showing small stuff.

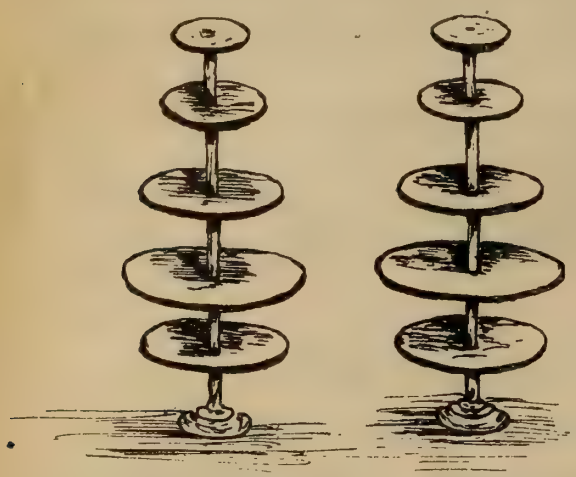


Fig. 1

Fig. 2—The circle can be made any size up to, say, 5 ft. in diameter. The star can be formed by inlaying with another color of cloth besides the one used in the outside portion of the large disc. If, when showing small wares in shelf goods, the star is filled in with bright brass or steel-colored articles, and the other portion filled with japanned and other dark pieces, this will be found to make a very handsome fixture.

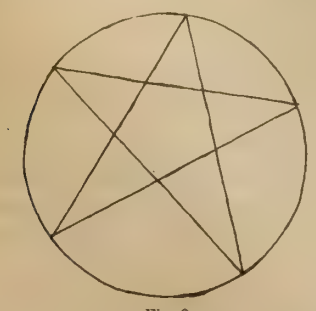


Fig. 2.

Fig. 3 shows plain discs on an upright stand. If several small ones are used in a window and the spaces filled in with large articles, some very nice displays could be worked out.

Fig. 4—In this figure the same idea of using two different colored cloths for covering, as in Fig. 2, can be used, and also the same idea of contrasting the color of the goods to be shown. This is an age of display, and this applies to merchandising as well as anything else. Some merchants proceed on the principle that goods can be sold in proportion to the extent they are shown, and there is no doubt there is a great deal of sense in the idea.

WINDOW-DRESSING IDEAS.

By W. H. S.

NO matter how much a merchant spends on newspaper advertising he should never omit the valuable and inexpensive method of attracting public attention to his store by means of his show window. Hundreds of people pass the store every day, and there will surely be a few who need articles like those displayed in the window.

The window as an advertising medium is beginning to be recognized everywhere, and in some large cities may be seen many handsome window displays. Large stores often keep a window-dressing expert, a man who devotes his whole attention to the arrangement of the window display.

In arranging the articles in the window a merchant can best judge the effect by going outside occasionally and looking at the display while it is being developed. Often articles are seen "left-handed" when they should be "right-handed," because the man who was dressing the window failed to go outside and view the effect. Some goods also should be put in the window a little in advance of the season, so that the eyes of the passers-by may be caught, and those who are in the habit of buying for their future needs, may be induced to make their purchases.

A good plan in making window displays is to take in one line of goods after another as long as they are seasonable. It is not wise to crowd a great number of samples together in one window. Better display one or two lines of goods at a time and often change the display. At least once a week should the windows be changed. The departmental stores change their displays every day, or every other day at the least. They make a practice of showing in the window the goods they are going to make a special sale of in advance of the sale, and find this plan to work out successfully.

Fig. 4.

Another thing the merchant should look after is to keep the glass clean. Wash off your fronts frequently, and do not be long in doing it, for it is unsightly to see a boy stretched out on a ladder all day with a sponge and a pail of water rubbing down the windows.

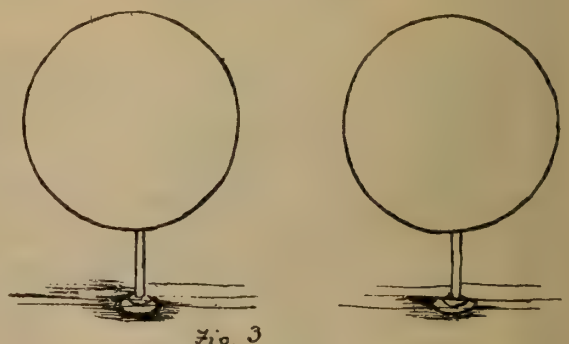


Fig. 3

F. E. Kerr, agricultural implement agent, Souris, Man., is reported to be selling out to W. Merrill and J. S. Kelly.

SITUATION VACANT.

TINSMITH WANTED—GOOD RELIABLE man. Steady job all the year. State wages and ability. Conrad Bros., Waterloo, Ont. (51)

WANTED—AN EXPERIENCED HARDware man who understands manufacturing. Address in strict confidence "Norwood," 296 Broadway, New York City. (51)

WANTED—HARDWARE CLERK TO TAKE charge of large store; must be first-class; good address and total abstainer. State salary, experience and references. Send Photo. The Smith & Ferguson Co., Regina, N.W.T. (51)

WANTED—A GOOD LIVE SALESMAN with experience in selling all kinds of wire products in Canada. State qualifications and experience. Must be first-class. Good salary to right man. Apply, Box 12, HARDWARE AND METAL, Toronto. (51)

FOR SALE.

THE ONLY HARDWARE STORE INCLUDing plumbing and tin shop and tools in largest smelting town in B. C. Population about 2,000. Pay roll about $40,000.00 per month. M. A. Nigle, Trail, B.C. (51-2)

HARDWARE—GOOD PAYING BUSINESS, excellent location, sales mostly cash, stock $4,000, all first-class. Owner going into manufacturing. Will sell quick at price on dollar. Address care London Fence Machine Co., London, Canada. (tf)

AN OPENING. BEST AND MOST SUCCESSful hardware business in first-class Western Ontario town, 2,500 population. Agricultural district equal to any in Canada. Good live stock, value over $4,000. Proprietor going into manufacturing. Splendid opportunity, must sell quick. Address "Hardware," care London Fence Machine Company, London, Ontario. (tf)

Strathy Wire Fence

IS THE PERFECT WIRE FENCE.

Under pressure, its stays have a Hinge Movement, and spring back to place when pressure is removed. Factory-woven with coiled wire, or Hand-made with plain or coiled wire.

WRITE FOR QUOTATIONS. Agents Wanted.

Strathy Wire Fence Co., - Owen Sound.

STEVENS SINGLE BARREL SHOT GUN.

LATEST AND BEST SINGLE GUN ON THE MARKET.

MADE IN THREE STYLES THREE GAUGES UP-TO-DATE.

FINEST SINGLE GUN YET PRODUCED.

Our Goods are Handled by the Leading Jobbers.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.

CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.

ACKNOWLEDGED THE BEST.

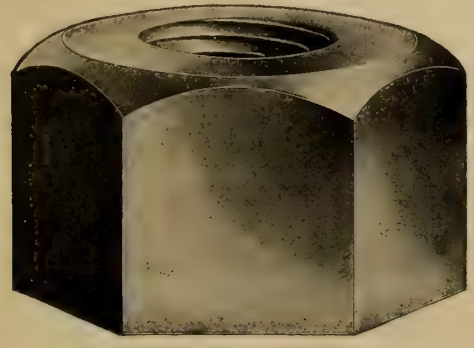
R. HEINISCH'S SONS CO. NEW YORK OFFICE, 90 Chambers St. NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

A REMINDER

THAT WE ARE THE ONLY CANADIAN MAKERS OF

Cold Pressed Nuts.



Square and Hexagon. **Finished and Semi-Finished.**

CANADA FOUNDRY COMPANY,
LIMITED,
Head Office: TORONTO, ONT.

DISTRICT OFFICES:

MONTREAL. WINNIPEG. HALIFAX. OTTAWA.
VANCOUVER. VICTORIA. ROSSLAND.

Wire

Copper Wire

— FOR —

Telegraph, Telephone, Trolley and Transmission Lines.

Round, Square and Rectangular for Electrical Machines.

Plain Wire

Annealed,
Annealed and Oiled,
Tinned, Coppered,
Wire Nails, Bright Goods,
Wood Screws, Jack Chain,
"Crescent" Hat and Coat Hooks, Poultry Netting,
Barrel, Blind and Bed Staples.

Brass Wire

of all kinds and for all purposes.

Galvanized Wire

Barb Wire, Plain Twist, Galv'd Fence Staples.

Manufactured by

The Dominion Wire Manufacturing Co., Limited

MONTREAL AND TORONTO.

HEAD OFFICE New Coristine Building, St. Nicholas Street, MONTREAL.

Long Distance Phones to all Departments.

PAINT, OIL AND BRUSH TRADES

TESTING TURPENTINE.

TURPENTINE is, like many other useful substances, too often adulterated. So the following simple but satisfactory tests, suggested by The Carriage Builder, should be of value, and should enable dealers to keep their turpentine supply fairly above suspicion. Pure turpentine has a sweet odor, not unlike that of the pine tree aroma, scarcely pungent, and not in any wise sour, and when freshly drawn, the foam, if any, should rapidly subside.

Naval authorities in testing turpentine, still adhere to the practice of dropping the suspected sample of turpentine on a piece of white paper, in comparison with a standard sample. Turpentine containing a very slight percentage of kerosene oil will leave upon evaporation a greasy stain, whereas the pure article, not too quickly distilled, will leave no stain. A turpentine that has been too rapidly distilled will leave upon the paper a gummy, yellowish, white stain, and this should not be confounded with the stain of the kerosene oil turpentine.

Pure turpentine will usually evaporate from a piece of white paper in five minutes, and leave no stain. If more than seven minutes be required for the evaporation of the sample, it may be set aside as unfit to use in fine coach colors, or for mixing undercoatings of any kind. The sense of smell will sometimes expose the kerosene adulteration, but in these days of successfully deodorizing fluids, the olfactory organ cannot be depended upon as an infallible authority.

THE UNITED FACTORIES CALENDAR

One of the most artistic calendars that we have seen this year is being exhibited by The United Factories, Limited, of Toronto and Montreal and London. The date pad is of medium size and is stitched on heavy, dark green card, with above it a panel containing a well-drawn figure of a pretty young maiden. As the firm's name is printed in gold it adds rather than detracts from the artistic effect of the calendar, which is worthy of a place in home or office. They can be had by any of the trade on application.

A GOOD SEASON.

Wholesale paint dealers express satisfaction with the results of stock-taking, which, in nearly every case, show the season to have been record-breaking in amount of goods handled. As prices have been on the whole well maintained, the cash accounts show good balances on the right side in every case, too, which is the vital source of satisfaction.

PAINT AND OIL NOTES.

Owen Sound has almost unanimously passed a by-law to grant exemption and free water for domestic and sanitary uses to The Ontario Linseed Oil Company, Limited.

The Saugeen Oil Company, Limited, has been incorporated with $10,000 capital, head office in Walkerton, and the following directorate: D. Robertson, W. Richardson, R. E. Truax, L. C. Fenton and C. A. Fox.

LINSEED OIL TO ADVANCE.

Producers of linseed oil have notified the wholesale dealers that all deliveries of linseed oil after January 1 will bear an advance of 1c. per gallon. The advance is due, in a large measure, to the improved conditions, linseed oil having advanced in the English market and flaxseed in the Chicago market. For present delivery there is no change in quotations.

PAINT AND OIL MARKETS.

TORONTO.

THERE is practically nothing doing and prices are unchanged. Attention is, however, drawn to the fact that the price of linseed oil which was incorrectly given last week, is now changed to the proper figures. We quote:

WHITE LEAD.—Ex-Toronto, pure white lead, $5 to $5.25; No. 1, $4.62½ to $4.87½; No. 2, $4.25 to $4.50; No. 3, $3.87½ to $4.12½.; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards; ½c. per lb. extra will be charged for 12½-lb. pkgs.; genuine dry white lead in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.50 to $4.75; ditto, in kegs of 100 lb., $5; No. 1, in casks of 560 lb., $3.75 to $4; ditto, kegs of 100 lb., $4.25.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6.25; Lehigh, in casks, $6 to $6.25.

SHINGLE STAIN.—In 5-gallon lots, 60 to 75c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb.; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35c.; in less than cases, 40c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35; white, $2.35 to $2.45 per gal.; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8½c. per lb.; cabinet glue, in bbls., 12c.; emery glue, in bbls., 17½c.; bookbinders', ground, 10½c.; finest American, white,

McArthur, Corneille & Co.
MONTREAL

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

Glue and Gelatine

In extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

Your Business For 1903.

Have you thought it over yet? It is well worth thinking over quickly and thinking well. If you have "The right paint to paint right" it means big business for you—1903 will be a banner year. Let us tell you a thing or two about the paints that bring big business, the way we advertise them and the catchy "ads." we give to aid you. Paints at just the right price too for you to make a profit and satisfy your customer with the best that comes or goes in a paint can.

Ramsays Paints for 1903.

A RAMSAY & SON MONTREAL | EST'D 1842 | PAINT MAKERS

Thanking Our Customers

for their very generous support during the past year—which has been one of great expansion in

"Ark Brand" Paint

sales—and wishing all

A Merry Christmas.

Manufactured by

THE FRANCIS-FROST C°. Limited

TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler.

CORDAGE

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope	Lathyarn
Sisal Rope	Shingleyarn
Jute Rope	Bale Rope
Russian Rope	Lariat Rope
Marline	Hemp Packing
Houseline	Italian Packing
Hambroline	Jute Packing
Clotheslines	Drilling Cables
Tarred Hemp Rope	Spunyarn
White Hemp Rope	Pulp Cord
Bolt Rope	Lobster Marlin
Hide Rope	Paper Cord
Halyards	Cheese Cord
Deep Sealine	Hay Rope
Ratline	Fish Cord
Plow Lines	Sand Lines

"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

CONSUMERS CORDAGE COMPANY, Limited

MONTREAL, QUE.

Western Ontario Representative—
WM. B. STEWART,
Tel. 94 27 Front St., West, Toronto.

INDELIBLO.

Read about this and learn of the Famous Cold Water Paint.

Indeliblo is a dry powder. It comes in a number of beautiful colors and a pure snow white. It only requires to be mixed with cold water to produce a splendid paint. **Indeliblo** is washable, sanitary, fireproof, weather-proof and durable for interior and exterior on all kinds of buildings.

The white is splendid for lighting up dark corners, shafts, alleyways, elevators and everything requiring a pure white. There's money in **Indeliblo**. Send for color card and particulars.

Agents

A. RAMSAY & SON, - - - - MONTREAL
THE J. H. ASHDOWN HARDWARE CO., Limited, - WINNIPEG
McLENNAN, McFEELY & CO., - - - VANCOUVER

Makers

THE MURALO COMPANY, New Brighton, Borough of Richmond, New York.

19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, $2.25; bladders, in 100-lb. kegs, $2.40; bulk in bbls., $1.90; bulk, less than bbls. and up to 100 lb., $2.05; bladders, bulk or tins, less than 100 lb., $2.90.

PARIS GREEN.—Petroleum bbls., 14c. per lb.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. packages, 16c.; ½-lb. packages, 18c.; 1-lb. tins, 16c.; ½-lb. 18c.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c per lb. in less quantity; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon; No. 1, $1 10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 9 to 9½c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 65c.; boiled, 68c.; 3 to 5 barrels, raw, 64c.; boiled, 67c.; 6 to 9 barrels, raw, 62c.; boiled, 65c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 77c.; 2 to 3 bbls., 76c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

GASOLINE AND BENZINE.—We quote: Benzine, 19¼c. and gasoline, ordinary, 21¼c. and engine, 22¼c. f.o.b. Toronto.

MONTREAL

Paris green continues to be the liveliest item in the trade, as the larger buyers are securing their wants while the present low prices last. The order books of the manufacturers are well filled and an advance in the price can be expected in the near future. Linseed oil is again weak in the English markets, but as the dealers here did not advance the price in sympathy with the recent English advance, there was no change. Turpentine is scarce in the South, and reports indicate a shortage before the new crop arrives. White lead is in good demand, and painters' materials generally are moving more freely than at this time last year, which indicates a good business for the early spring. We quote:

GROUND WHITE LEAD.—Best brands, Government standard, $5.00 to $5.25; No. 1, $4.77½ to $4.87½; No. 2, $4.40 to $4.50; No. 3, $4.02½ to $4.12½; No. 4, $3.65 to $3.75, all f.o.b. Montreal. Terms, 4 months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5.25 in casks; kegs, $5.50.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote: Bulk, in bbls., $1.90 per 100 lb.; bulk, in less quantity, $2.05; bladders, in bbls., $2.25; bladders, in 100 or 200-lb. kegs or boxes, $2.40; in tins, $2.55 to $2.65; in less than 100-lb. lots, $3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50; in 100-lb. kegs, $4.75; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25; kegs, $4.50, and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c.; less quantities, 5½c.; flake litharge, casks, $5.25; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 63c.; boiled, 66c. In 5 to 9 bbls., 1c. less. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gal. advance.

TURPENTINE.—Single barrels, 75c.; 2 to 4 barrels, 74c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.45 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PARIS GREEN.—Petroleum barrels, 13¼c. per lb.; arsenic kegs, 13½c.; 50 and 100-lb. drums, 14c.; 25-lb. drums, 14½c.; 1-lb. packages, 15c.; ½-lb. packages, 17c.; 1-lb. tins, 16c.; ½-lb. tins, 18c.

WINDOW GLASS.

TORONTO.

There is a better feeling among the jobbers and trade is not being pushed so eagerly, owing to the small margin. It is believed that another agreement may be reached by the wholesalers this week. Prices are nominally unchanged. Our quotations are: Under 26 in., $4.25; 26 to 40 in., $4.65; 41 to 50 in., $5.10; 51 to 60 in., $5.35; 61 to 70 in., $5.75; 71 to 80 in., $6.25; 81 to 85 in., $7; 86 to 90 in., $7.75. Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days. Discount, 15 per cent.

MONTREAL.

The glass market is steady and firm. Considerable glass is moving in a jobbing way, but dealers do not look for any rush till the warm weather arrives. We quote: First break, 50 feet, $2; second, $2.10 for 50 feet; first break, 100 feet, $3.80; second break, $4; third break, $4.50; fourth break, $4.75.

CURLING SEASON.

The arrival of frosty weather reminds the business man who is fond of the "roarin' game" that it is time to polish up his curling stones and provide himself with a "besom" to sweep the way for his colleagues. There is nothing surpasses Boeckh's bamboo-handled broom for this purpose, as they are light, strong, and exceedingly durable. The bamboo rings afford a satisfactory and assuring grip, while the broom end is firm, elastic, and specially adapted to the curler's use.

NO OTHER WHITE LEAD

has taken and maintained such a high position for fineness, whiteness and coveriug power, as that of

BRANDRAM BROS. & CO., LONDON, ENGLAND.

BRANDRAM BROS & CO BRANDRAM'S B.B. WHITE LEAD REGISTERED TRADE MARK MANUFACTURERS LONDON ENGLAND

We are the sole agents in Canada for this White Lead, and it is the only one used in **"ANCHOR" LIQUID PAINT,** placing it far ahead of any other on the market.

ANCHOR BRAND H&P REGISTERED TRADE MARK

"ANCHOR" LIQUID PAINT costs no more than any other. We supply up-to-date advertising matter.

Send us a post-card and let us tell you all about it.

HENDERSON & POTTS

HALIFAX AND MONTREAL.

DIAMOND GRAPHITE PAINT.

The Canada Paint Company take great pleasure in presenting to the readers of HARDWARE AND METAL a photograph of two bridges across the picturesque narrows at St. John, New Brunswick. The bridge on the left-hand side is painted with the Canada Paint Company's Diamond Graphite Paint and the bridge on the right-hand side is covered with the Canada Paint Company's Decorators' Pure White Lead.

RETURNED JAN 12 1903

The Canada Paint Company, Limited, Montreal and Toronto, have acquired another Graphite property near Petitcodiac, New Brunswick. The area is about 5 square miles and the Graphite is of the finest description for painting purposes. Already the Company have commenced the erection of sheds, bridges and roads, preparatory to operating the property in the beginning of the year.

The Canada Paint Company, Limited, are the sole makers of Diamond Graphite Bridge, Girder and Roof Paint. The best covering for Elevators, Railway Stations and all exposed structures. For painting Wood, Iron and Steel. Resists corrosion and the action of sun, rain, acids and atmospheric influences. Will cover and go further than any other preservative. It is the ideal paint for economy and durability. Made in four shades, viz : Olive, Brown, Slate and Black. Sold in liquid, ready for use, and in semi-paste and paste form. For booklet, address,

The CANADA PAINT COMPANY, Limited,

MONTREAL or TORONTO.

STOVES AND TINWARE

AND ALLIED TRADES

SOFT COAL TROUBLES.

"A. E. R.," Hamilton, writes' "Several customers are using soft coal in furnaces supplied by me. They had good results at first, but complain that the furnaces now smoke badly and do not heat well."

Ans.—The use of soft coal necessitates the use of smoke pipes and chimney considerably larger than is required for hard coal, as the soot production is much larger. It would be well for all dealers in stoves, ranges and furnaces to impress their customers with the fact that the small size of their pipes will necessitate their being cleaned often so that the soot will not interfere with the working of the furnace or stove. Neglect of this, has, in several cases, led to a clogging of pipes which filled the house with smoke, the results of which are more easily understood than appreciated. Stove dealers, whose customers use soft coal, should equip one or more of their staff with steel brushes and ropes for cleaning flues and pipes. The flues must be kept clean as they will become stopped and so coated as to reduce the heating power of their furnaces. The demand for this help should be general where soft coal is much used.

CROW'S NEST COAL AND COKE.

"The output of coal and coke at the mines of The Crow's Nest Pass Coal Company is steadily increasing," states Elias Rogers, of Toronto, who returned a few days ago from a visit to the mines. "About $1,000,000 was spent in extensions this year, and the expenditure will be kept up until the capacity is 10,000 tons per day, about half of which will be coal, and the other half coke. The industrial conditions of British Columbia are excellent, and the demand for coal steadily increasing."

FORT WILLIAM STOVE WORKS.

Harold E. Copp, who, with his father, is starting a stove-foundry business in Fort William, Ont., under the style of W. J. Copp, Son & Co., was in Toronto a few days ago.

"We are going to manufacture," he said in reply to a question, "stoves and stove furnishings. The stoves will be particularly adapted for the Western trade, and we consider the outlook most promising. We certainly will be able to sell all the stoves we can manufacture."

The building which is being erected is in the form of an open square and will have a frontage of 175 feet. The moulding shop will be 127 x 70 feet, and the mounting shop, 110 x 55 feet.

Harold E. Copp, who is still working on the liquidation, says the estate will show a surplus of between $40,000 and $50,000, notwithstanding the forced sale of many of the assets.

STOVE GRATE FOR PEAT.

Some very interesting experiments are going on at The Burrow, Stewart & Milne Foundry with peat taken from a bog not over a thousand miles from Hamilton. The peat is made in a new way, only half an hour being required from the time it is taken from the bog until it is pressed into neat looking blocks. The newly patented stove grate, invented by one of the firm's workmen, burns the stuff splendidly.

STOVE TRADE KEEPS BRISK.

"The demand for stopes and stove supplies," said Mr. Kennelly, Toronto representative of The McClary Manufacturing Company, London, Ont., "keeps brisk in a remarkable way. Generally at this season of the year we are well on with stock-taking, but this year we are prevented from doing this by the continued rush of orders. This is a good thing for us, and for the retail trade all over the country, but it is unusual and will leave much less time for stock-taking and preparation for the coming season."

AMONG THE TRADE.

R. W. Philips, Guelph, Ont., was in Toronto on Wednesday.

The foundry of F. H. Wilson & Company, Yarmouth, N.S., has been damaged by fire ; insured.

Arthur Read, of C. O. Read, stove merchants, Hagersville, Ont., paid a business visit to Toronto on Wednesday.

E. C. Carrick, vice-president of The Gurney Foundry Company, Limited, Toronto, has been confined to his house by a severe attack of bronchitis.

Norman McKenzie, traveller for The Record Foundry and Machine Company, of Moncton, N.B., died on Sunday, after a short illness, of pneumonia. He took ill at Pugwash and reached home on Saturday. He leaves a wife and family. He was about 55 years old.

ACETYLENE RENDERED HARMLESS.

ACCORDING to John S. Seymour, former United States Commissioner of Patents, by the use of a recent invention acetylene can be used for public and private illumination without any danger of explosion, even if the gas is subjected to the test of an electric spark. To obtain this result the storage cylinder is packed with asbestos or brick disks—the latter of 80 per cent. porosity—and filled with acetone. The acetylene is then pumped into the cylinder or tank under a pressure of ten atmospheres. It is found that the acetone dissolves, or absorbs the acetylene to the extent of 100-fold the mathematical capacity of the cylinder. The gas is now being used on several railroads in this manner for illuminating purposes. William McDevitt, of Philadelphia, inspector for the fire underwriters, said that the invention constituted the greatest improvement in the safe use of acetylene yet extant. With the gas stored in this manner, he believed that the element of danger of explosion was almost eliminated.

AN IDEA FOR GAS BURNERS.

According to The Baltimore News, the latest idea for the use of gas is an attachment for parlor stoves which gives a steady flow of gas over a large surface. A bushel of curled iron shavings is piled upon the grate. The shavings become red hot and distribute the heat as evenly as a coal fire. The efficiency of the gas flame is trebled through the use of shavings. J. T. Fleeherty, of that city, is responsible for the use of shavings, and he declares that the result is most satisfactory. So far as the heat given off by the stove is concerned, he is right, for the fire is bright enough to warm any good-sized parlor. He is now experimenting with the use of shavings in connection with a gas attachment for a kitchen stove, and he believes that with the combination a fire hot enough to bake can be secured. He also believes that eventually the device can be applied to a furnace. While not thoroughly satisfied yet as to the cost of gas for running a parlor or kitchen stove, he said that he thought it would be less than coal.

W. Wyatt & Sons, stove and tinware dealers, London, Ont., are occupying a four-storey building on Talbot street, but do not find it too large for their very complete stock.

The Selling Qualities

Or our splendid range

The Imperial Oxford

make them the most desirable stock you can handle.

THEIR DIFFUSIVE FLUE CONSTRUCTION
FRONT DRAW-OUT GRATE
OVEN THERMOMETER
DRAW-OUT OVEN RACK

and other improved features, give them a quickly appreciated precedence over other ranges.

Housewives everywhere praise them enthusiastically.

Customers realize their superiority on sight—sales are easy.

They're the popular range of Canada.

Send us your address at once.

THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

"Good-Cheer" Ranges ARE GOOD WORKERS.

AND THE ROYAL "GOOD CHEER"

Fully sustains the reputation of this celebrated line of Stoves.

ALL CAST LININGS.
DUPLEX DRAW-OUT GRATE.
SHEET STEEL OVEN.
OVEN THERMOMETER.

Thoroughly first-class in every respect.

The James Stewart Mfg. Co., Limited

WOODSTOCK, ONT.

THE J. H. ASHDOWN HARDWARE CO., WINNIPEG,

Wholesale Representatives for Manitoba and Northwest Territories.

"ROYAL GOOD CHEER"

SQUARE WITH HIGH SHELF.

WANTED TO HEAT THE TROPICS.

A curious instance of the zeal of British merchants to cultivate colonial trade has been furnished to many firms in Trinidad lately, says The Trinidad Mirror. Numbers of beautifully illustrated catalogues have been received, setting forth the manifold excellencies and beauties of fire grates, stoves, fire irons, and other accessories for keeping rooms warm in cold climates. What on earth do these British mecchants imagine Trinidad to be? In the Arctic regions? Is it the outcome of ignorance or must we attribute their favors to the zeal which outstrips the discretion of the office boy in search of promotion? Much surprise is felt on turning over these catalogues to discover that there is no mention of skates! Are we doomed to endure yet another winter without these delightful aids to healthful amusement? We are afraid we are!

AN ATTRACTIVE CALENDAR.

The Paterson Manufacturing Company, Limited, manufacturers of building papers, roofing felt, etc., Toronto, have just issued one of the daintiest calendars of the year. It contains, in addition to a large letter-date pad, a fine lithograph of a bewitchingly sweet maiden of ten summers or so. When the trade see this calendar it is likely that The Paterson Company will have trouble in supplying all who want them with this beautiful production. If you want one, speak quick.

METALLIC GOODS GROWING IN FAVOR

The tinsmith of the present day must be progressive if he is to keep in touch with his trade. An illustration of this necessity is given in the growth of the demand for metal roofing, ceilings and decorative effects. It is only about 17 years since The Metallic Roofing Co., of Toronto, started the manufacture of one line of metal roofing, and now they are making over a thousand lines for various purposes, for inside as well as outside use, and including the most stately and beautiful effects as well as the plainer lines for everyday use.

This company have just finished the erection of a showroom, the exterior and interior of which are fitted with their own lines. The effect is artistic to an exceptional degree, some of the beam, shelf and cornice effects being a marvel of ingenuity. Any tinsmith visiting Toronto should make it a point to see this showroom, for it will give him in half-an-hour an idea of the possibilities for him in this line of work which he might not grasp at home in years.

The demand for this class of work is steadily increasing as may be judged from the fact that The Metallic Roofing Co. use 40,000 boxes of soft steel plates of one size alone, each box weighing 112 lb.

W. J. Manning, agricultural implement agent, Stonewall, Man., is succeeded by Manning & Vincent.

MANTELS, GRATES and TILE.

Are any of your customers building a new house? If so, why not try and sell them a mantel as well as hardware? They will want one, and it will pay you. Write us for catalogue and price.

THE BATTY STOVE & HARDWARE CO.

76 York St., TORONTO.

THE "DOMINION JEWEL" RANGE

LEADS

Made in all sizes to suit all tastes.

in Style Finish Economy of Fuel and Up-to-Date Selling Features.

Prices in keeping with actual value.

The "Dominion Jewel" Range.

Manufactured by

The Burrow, Stewart & Milne Company, Limited

HAMILTON, CANADA.

A WORTHY INSTITUTION.

WHEN the farmer puts his seed under mother earth he expects it to bear bushels of grain in a few months.

So it is with the merchant. He invests money in merchandise, counting on a profitable turnover.

A father pays for his son's education anticipating that it will provide the young man with the powers of mind to put the body and head at work in gaining a livelihood.

Yet the seed may not bring forth grain, the merchandise may not be sold at a profit, and the young man may not reach the ideals of his father.

In all these instances the expenditure of money is a speculation. It may bring happiness and it may not.

Do you want to put your money into active work where you are sure—no speculation this time—it will reap happiness not only to yourself but to suffering children?

A Scene in the Sick Children's Hospital.

To-day the Hospital for Sick Children, Toronto, is performing a heavenborn mission on earth. It is renewing health, removing pain and straightening distorted limbs of hundreds of young Canadians, boys and girls, who will yet make their mark in this growing Dominion, but who, were it not for this noble institution, might have already filled an early grave.

That's where your dollar can find a way to bring you pleasure and profit without any doubts or fears as to the investment. Money is always at work. It is ceaseless in its labor, but in no spot in this fair Canada is it put to better service than at the Hospital for Sick Children. Step into the hospital any day in the week and you will see the fruits. Faces once pale and wrinkled are healthy and round; bodies once aching with pain are filled with life, and limbs once helpless are as active as bright Canadian boys and girls can make them.

The Hospital for Sick Children depends solely upon the generosity of the people of Canada. It requires $35,000 a year for its maintenance, and it stands to-day as a monument to the big hearts of our people.

It takes a dollar a patient per day to maintain the Hospital. The Ontario Government contributes $7,000 a year, or almost 17 cents per patient per day, for there are always at least 150 children under treatment. This amount from the Government is all expended on maintenance. Then the corporation of the city of Toronto gives $7,500, or 17 cents per patient per day, and remember, not for Toronto patients, but for every child no matter from what point he may come. And in addition to this Toronto citizens donate from $4,000 to $6,000 for the maintenance of all patients, to say nothing of the $4,000 contributed yearly by Toronto people towards maintaining cots they have founded in the Hospital.

Ten years ago the Hospital was encumbered with a mortgage. The building and its furnishings cost $150,000. The corporation of the city of Toronto contributed $20,000 and the citizens of Toronto gave $60,000. Year by year the mortgage has been reduced, and it is now paid.

The Hospital must proceed in performing its great mission. Money is needed to maintain it, and this appeal is made for that purpose. Hospital work cannot be conducted without money. To keep the machinery moving dollars and cents are needed. Nurses, domestics and officials have to live. Their wages must be paid.

Let every one who can spare a dollar forward it as quick as the good thought strikes them to Douglas Davidson, Secretary of the Hospital for Sick Children, or to J. Ross Robertson, Chairman of the Trust, College street, Toronto.

The Tucker Hardware Company, Weyburn, N.W.T., have sold their hardware business to J. C. McLennan.

"You Pay Your Money and Take Your Choice."

If you want low-priced horse nails, we can make them equal to, if not better than any other Horse Nail Maker in Canada. But we don't believe in them, and if you give the matter a little consideration, you won't believe in them either.

You can't make low-priced horse nails unless you use low-priced material: can you? Neither can you make the best Horse Nails unless you use the best material. You will surely admit that. The cost of manufacturing the low-priced material or the best, is practically the same, so that it resolves itself into a question of the quality of material used to effect any economy. The extreme difference between the low-priced material that is fit to make a horse nail, and the best obtainable quality—such as we use exclusively—of SWEDISH CHARCOAL MILD TOUGH STEEL NAIL RODS, does not exceed $20.00 a ton, or one cent a pound, or say twenty-five cents a box. Now is it not better to pay one cent a pound more for the material? We think so: and if the Farrier will only compare fairly the advantages to him and his customer of using only the best horse nails, we shall not hear so much about "cheap nails." Do not forget the fact that if you buy (as you can) horse nails at less than the "**C**" brand, that for every 25c. a box less (on the average size No. 8) it only reduces the cost one-third of one cent on the Nails used in shoeing a horse. It is poor economy to use poor material of any kind, and especially in the cost of Horse Nails.

We solicit your expressed preference for the "**C**" brand on your orders.

Canada Horse Nail Company, MONTREAL.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, December 19, 1902.

HARDWARE.

THERE are but few quotable changes to report on the market this week. The movement in sleigh bells, skates, and other goods of the kind, while not as active as a couple of weeks ago, is yet quite satisfactory and has kept up unusually close to Christmas. The results of stock-taking have shown business to be in a healthy condition and that all jobbing houses have had a very good year's trade. The only change of importance in prices has been the reduction of 10c. per keg in wire nails. Most dealers are now looking for a like reduction in the price of cut nails. But according to one usually well-posted authority, cut nails will not be changed, or if they should be the reduction would only amount to one or two cents, as the changed conditions of selling cut nails will make a difference. Business with country points has assumed the usual quietness which always characterizes it ust prior to the holiday season, but with city merchants jobbers are still doing an active trade, especially in the Christmas goods.

BARB WIRE.—A meeting in regard to barb wire was held last week, but no change of importance was made. The price is now $2.90 per 100-lb. keg f.o.b. Montreal, and $2.55 f.o.b. Cleveland.

GALVANIZED WIRE.—The market is quiet and prices are unchanged. Our quotations are as follows: Nos. 6, 7 and 8 gauge, $3.20; No. 9, $2.55; No. 10, $3.30; No. 11, $3.40; No. 12, $2.70; No. 13, $2.80; No. 14, $3.80; No. 15, $4.30; No. 16, $4.55; No. 17, $4.95; No. 18, $5.20. In carlots, f. o. b. Cleveland, the prices are: No. 9, $2.15; No. 12, $2.30; No. 13, $2.40, not dutiable. No. 10, $2.20; No. 11, $2.25; No. 14, $2.50; No. 15, $2.95; No. 16, $3.05, dutiable. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—There is no further change in this wire, and no improvement is reported in the demand. We quote: Bright and annealed, $2.50 per 100 lb. f. o. b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—This moves slowly. The discount is 25 per cent., and the net extras are as follows: 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c. and ¼-lb. hanks, 50c.

BRASS AND COPPER WIRE.—In neither of these wires is there much doing this week. The discount is 62½ per cent.

FENCE STAPLES.—A slight amount of business for spring delivery is reported, which is done on a basis of $3 per 100-lb. keg for galvanized staples and $2.80 per 100-lb. keg for bright. 25c. extra is charged for 25 and 50-lb. packages.

WIRE NAILS.—The feature on this market has been the reduction in price of 10c., making quotations now $2.40 per keg in carlots and $2.45 per keg in small lots, f.o.b. Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS.—No change in the price of cut nails is to be reported, but it is expected that they will be reduced. At present the market is quiet at $2.45 in small lots and $2.40 in carlots.

HORSE NAILS.—There is a fair demand. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent. off; on "M" brand, "Oval," 57½ per cent.; "New City," 57½ per cent.; "New Countersunk," 65 per cent.; "Monarch," 65 per cent.; "Peerless," 50 and 7½ per cent.

HORSESHOES.—Prices are unchanged. The demand is moderate. We quote as follows: Iron shoes, light and medium, pattern, No. 2 and larger, $3.35; No. 1 and smaller, $3.60; snow pattern, No. 2 and larger, $3.60; No. 1 and smaller,

RETURNED DEC 12 1903

"Famous" Air-Tight Heater--Series 21.

All sheet iron body, heavy sheet-steel linings, and cast-iron pipe collar.

Perfect screw-closing damper renders draft through stove impossible, unless desired.

No nickel except urn. New inner linings can be put in by removing top.

We can make prompt shipment in all sizes of this series.

The McClary Mfg. Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B.

ENGLISH
GERMAN
BELGIAN
CANADIAN
AMERICAN
} PORTLAND CEMENTS.

FIRE
BUILDING
ENAMELLED
SILICA
MAGNESIA
} BRICKS.

DRAIN
CULVERT
} PIPES.

F. HYDE & CO.
31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .
Salt Glazed Vitrified

Double Strength Culvert Pipe a Specialty.
THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.
LIMITED
DESERONTO, ONT.
Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"
BRAND
Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents
Drummond McCall & Co.
MONTREAL, QUE.
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

$3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; featherweight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra. F.o.b. Montreal only.

RIVETS AND BURRS.—Business in this line is slow and the market is without special feature. Discounts follow: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS.—The situation is entirely unchanged. Trade is quiet. We quote: Norway carriage bolts, 55 per cent.; common, 50 per cent; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3¼c. per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ¼c. per lb. is allowed.

SCREWS.—There has been no improvement in the market this week and but little business has transpired. We quote as follows: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—No further change has been made in sisal, which is steady at the last reduction. Our prices follow: Manila, 14c.; British manila, 12c.; sisal, 11½c.; lathyarn, 11c.

BUILDING PAPER.—This moves slowly at unchanged prices. We quote as follows: Tarred felt, $1.70 per 100 lb.; 2-ply, ready roofing, 85c. per roll; 3-ply, $1.10 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O K and I X L, 65c. per roll; heavy straw sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—There is nothing doing. The nominal price is $1.40 per 100 square feet.

FIREBRICKS.—In this line there is very little doing. We quote as follows: English firebricks, $16 to $22 and Scotch, $17 to $22 per 1,000.

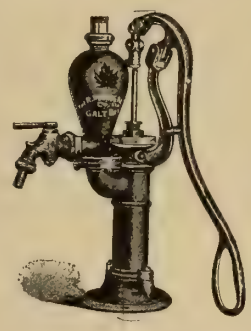
CEMENT.—The market this week is not active. We quote: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl., ex-wharf, and American, $2.10 to $2.20 ex-cars.

SKATES.—There is still a fairly good movement in skates, although the heaviest part of the trade is over for the season. Our quotations are as follows: Halifax pattern, 36c. per pair; nickel-plated, 65c. per pair; ladies nickel-plated, 60c.; ladies' concave nickel-plated, $1.35; plain hockey, 27c. to $1.35; nickel-plated hockey, 60c. to $2.50; double-end hockey, $1.50 to $3. Skate straps, 35c. to $1.35.

HOCKEY STICKS.—A moderate demand is experienced this week. There is no change in prices. Quotations are as follows: Best second growth, goal keepers', $4.20 per doz.; ash, $2.90; elm, $2.25;

A. C. LESLIE & CO.
HEADQUARTERS FOR
IRON, STEEL and METALS
BEST BRANDS AT LOW PRICES TO WHOLESALE BUYERS.
SANDERSON'S STEEL IN STOCK.
509-512 Merchants Bank Building,
MONTREAL.

You can depend on the fact that



McDOUGALL STANDARD PUMPS

are the best made in Canada.

You can also depend on the fact that our prices are right. They are as low as the quality of our goods will allow us to go.

We manufacture only one quality, THE BEST, and guarantee our products.

If you are not satisfied with our goods after a fair trial we will take them back and refund the money paid for them.

THE R. McDOUGALL CO., Limited,
GALT, ONT.

Pig Tin.
"Boustead & Co's" Penang
"Straits"
"Lamb and Flag"
Copper —"Lake" —"MA"
Galvanized Sheets.
ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
OPEN HEARTH STEEL

boys' elm, $1.10; common, 90c. Regulation pucks, $1.50 per doz.

SNOW SHOVELS.—These are still going well. An active trade has been in progress since the commencement of the cold weather. We still quote: "Habitant," $2.25 to $2.40; "Victor," 30 per cent. off; steel railroad shovels, 48 and 5 per cent. off.

FIRE SHOVELS.—A fair trade is doing this week. We quote as follows: No. 70, 38½ to 40c. per dozen; No. 55, 55 to 60c.; No. 57, 82½ to 90c.; No. 60, 82½ to 90c.; No. 65, $1.37½ to $1.45; No. 80, 50 to 55c.; "Duplex," No. 7, $1.21; No. 9, $1.52; No. 11, $1.82.

COAL HODS.—Jobbers report a moderate demand. Quotations are as follows: Japanned, 16-in., $4.50 per doz.; 17-in., $4.80; 18-in., $5.10; with gold band, 17-in., $5.10; 18-in., $5.40. Galvanized, 16-in., $6.20; 17-in., $6.50; 18-in., $6.80 per doz. The discount is 45 per cent.

LANTERNS.—There is still a fair movement in lanterns, but there is nothing special to report on the market. Prices are: Tilt, lift or hinge, No. 0, $4.00 per dozen; Cold Blast, $7 per dozen; dashboard, No. 0, $5.75 per dozen; cold-blast dashboard, $9 per dozen. Extras are as follows: Japanning, 50c. per dozen; copper-plating cold blast, $2 per dozen. The prices quoted are f.o.b. London, Hamilton, Toronto, Belleville, Kingston and Montreal.

METALS.

There has not been any marked change in the situation of the metal market. Structural material is still much wanted, and although the steel rail mills at Sault Ste. Marie have not enough orders to keep them going, orders have been given to foreign mills, and American importers also report the receipt of some good round inquiries from Canadian sources. There has been no improvement to speak of in the sheet metal trade, but reports from the bar mills indicate a good business. Black Canada plates have shown some weakness on the English market. One buyer expects to obtain a quantity at £8. Importers report a very good demand for galvanized Canadas, and some large orders have been cabled recently.

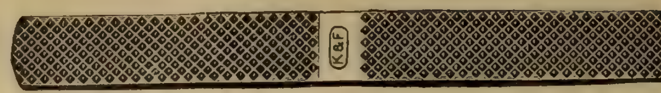
BAR IRON.—There is a good demand this week, and the market is firm, though no actual change in prices has been made. We quote: Merchants' bar, $2; horseshoe iron, $2.25; forged iron, $2.20.

BLACK SHEETS.—The market has displayed no new phase since our last report and prices remain unchanged. We quote: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50 and 8 to 20 gauge, $2.50.

GALVANIZED IRON.—The trade in galvanized iron is not active. Prices are as follows: No. 28, Queen's Head, $4.40; Apollo, 10¾-oz., $4.40; Fleur de Lis, $4.15; Comet, $4.10; "Bell" brand $4.05. For less than case lots 25c. extra is charged.

SOIL PIPE AND FITTINGS.—There is nothing of importance to note on this market. Discounts are as follows: Light soil pipe, 3 to 6 inch, 50 per cent.; medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8-inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.; extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—There is no change. The price is very firm at $24 to $24.50 f.o.b. Montreal.



"ARCADE" brand

Files and Rasps

Manufactured from the highest grade of Crucible Steel, and noted for their keen-cutting and wearing qualities.

Files of all shapes, sizes and cuts, for all purposes—every File and Rasp carefully tested and warranted.

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Have received Highest Awards for superior quality Mill Saw Files; also for their celebrated Elastic-Tooth Horse Rasps.

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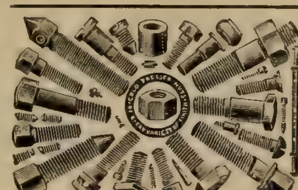

THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

TRADE NOBLES & HOARE NH LONDON MARK

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.

INGOT COPPER.—The tone of the market is easy at $12.25 per 100 lb.

INGOT TIN.—The price of pig tin was advanced on Tuesday by some dealers. We quote $27.50 per 100 lb.

PIG LEAD.—There is a fair inquiry and a moderate trade is doing at $2.90 in carlots and $3.25 in small lots.

LEAD PIPE.—Composition and waste sell at 8c. and ordinary at 7c. The discount is 37½ per cent.

IRON PIPE.—There is a good movement in iron pipe and prices are steady and unchanged. Quotations are as follows: Standard pipe, per 100 feet, in lengths under 19 feet: Black, ¼, $2.40; ⅜, $2.65; ½, $2.85; ¾, $3.65; 1-in., $5.20; 1¼, $7.35; 1½, $8.95; 2-in., $12.55. Galvanized, ¼, $3.20; ⅜, $3.45; ½, $3.85; ¾, $5; 1-in., $7.20; 1¼, $10.05; 1½, $12.20; 2-inch, $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, ½, $4.20; ¾, $5.25; 1-in., $7.55; 1¼, $10.55; 1½, $12.75; 2-in., $17.60. Galvanized, ½, $5.20; ¾, $6.65; 1-in., $9.55; 1¼, $13.25; 1½, $16; 2-in., $21.90. For threads and couplings 5 per cent. is added.

TINPLATES.—There has been no change on this market. The price of cokes remains at $4.25 and charcoals, $4.75 to $5.25.

STEEL.—The movement in steel is fairly active. No quotable change is reported. We quote: Sleighshoe, $2.10; tire, $2.20; bar, $2.05; spring, $2.85; reeled machinery, $2.75; toecalk, $2.60; machinery (iron finish), $2.10; mild steel, $2.05; square harrow, $2.15.

SHEET STEEL.—Some business has been done this week at the prices we quote, but in general, trade is quiet. Our quotations follow: Black Diamond, 8c.; Sanderson's, 8 to 12c., according to the grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 8 to 15c.; "Air Hardening," 45 to 60c.

CANADA PLATES.—No change is reported locally. The English market for black Canadas has weakened somewhat. Galvanized plates are in good demand among the wholesale trade. We quote as follows: 52s, $2.70 to $2.80; 60s, $2.85 to $2.90; 75s, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized, 60s, $4.45 to $4.55.

TERNE PLATES.—These are slow at unchanged prices. The price is $7.50.

COIL CHAIN.—A few orders have been placed with importers this week. Prices are: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼-in., 7¼c. per lb.; 5-16, $5; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4.05; ½, $3.95; 9-16, $3.85; ⅝, $3.55; ¾, $3.50; ⅞, $3.45; 1-inch, $3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC.—There is not much doing in this metal. The price is $5.85 to $6.15.

ANTIMONY.—We quote 10c.

ZINC SPELTER.—The movement in spelter is light and the price remains at 5c.

SOLDER.—The demand for solder is steady and a good amount of business is doing at 20c. for bar solder and 18c. for wire solder.

SCRAP METALS.

The scarcity of mixed country rags has not been relieved and the market is still firm, though no quotable change has been made. There is no special feature to the market for metals this week, and our quotations are as follows: Heavy copper and wire, 9c. per lb.; light copper, 8c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, $15 to $16; No. 2, $7 per ton; machinery scrap, $16 to $16.50; stove plate, $13; malleable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6½ to 6¾c. per pound.

RAW FURS.

The market for foxes is somewhat better this week and one firm has advanced its price to $4 for large, 50c. above former prices. Other furs are now offering fairly well, but supplies are not up to last year's. We quote:

For New Buildings or Old

Where highest excellence is required, our Metallic Ceilings and Walls are used.

Because they give more lasting satisfaction—are strictly sanitary—and are made in a multitude of artistic designs to suit all tastes and requirements.

Progressive dealers everywhere realize the advantages of handling these reliable goods.

Metallic Roofing Co., Limited

TORONTO. MONTREAL. WINNIPEG.

only, and does not admit salted hides. It states that dried skins or hides, and the horns, hoofs, wool and bristles, of cattle, sheep, or swine may be admitted into Canada from the six States in question, provided that they are not produced from animals grown or slaughtered in any of those States, but originated outside them. It is reported that a large cargo of salted hides is now on its way from Engfand to

	Large	Medi'm	Small	Kitts	Fall Beaver $2.00 to $2.50 per pound.		Spring Beav $3.00 to $3.25 per pound.
BEAVER Labrador and choice Eastern	$6.00	$5.00	$2.75	$1-1.50			
" Territory Rocky Mountains and Western							
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75			
Partly Prime, or, No. 2	4.00	3.00	2.00	.50			
Unprime, or, No. 3	3.00	2.00	.75	.40			
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25			
	Large	Medi'm	Small	2	3	4	Cubs. Yearl's
BEAR—Black—Choice only	15.00	10.00	7.50	6.00	3.00	.50	$2.00 to $8.00
" Brown "	12.00	7.00	5.00	......	......	......	1.00 to 5.00
	1	2	3	4			
BADGER—Of all sections	.50	.25	.10	.05			
	Dark	Brown	Pale	2	3	4	
FISHER—Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50	
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50	
	Large	Small	2	3	4		
FOX—Red—North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20		
" Territory and Western	4.00	2.75	1.40	.50	.20		
	Dark	Fair	Pale	2	3	4	
" Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50	
" Silver—Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50	
Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50	
	Large	Medi'm	Small	2	3		
LYNX—Far North-Eastern	4.00-5.00	2 to 3.50	2.25	2.00	.75	.25	
" Territory and Western	4.00-5.00	2 to 3.50	2.25	2.00	.60	.20	
	Dark	Brown	Pale	2	3	4	
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	.25	
" Territory and Western	3.50	2.25	1.50	1.00	.60	.20	
" Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25	
	Large	Medi'm	Small	2 Large	2 Small	3	
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25
" Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25
	Spring	Winter	Fall	Kitts			
MUSKRAT—Eastern, best large		.10 to .13	8 to 10	2 to 5			
" Territory and Western		5 to .10	.07	2 to 4			
	Large	Small	2	3	4		Cubs
OTTER—Labrador and far North-Eastern	$10-$14	7.00-10	5.00	2.50	2.00		$1.00 to $2.00
" Territory and Western	6.00	4.50	3.50	2.25	.50		.25 to .50
	Large	Small	2	3	4		
RACOON—	.75-1.25	.60-75	.33-50	.25	.15		
" Black—Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25		
	Black	Sh'rt St	Long St	White			
SKUNK	.75-1.25	.75	.40-.50	.05-15			
	Dark	Brown	Pale	2	3	4	
WOLVERINE—Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25	
CASTOREUM—	$5.00 to $6.00 per pound.						

HIDES.

The only quotable change this week is an advance of 5c. in the price of lambskins. We quote: No. 1 hides, 8c.; No. 2, 7c.; No. 3, 6c.; calf skins, 8 to 10c.; lambskins, 65c. The recent Order-in-Council, providing for the admission of hides into Canada when shipped through the six New England States referred to dried hides

Canada, via either Boston or Portland, and the amended Order does not provide for their entry into Canada.

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MONTREAL NOTES

Lambskins are 5c. higher.

Wire nails have been reduced in price 10c. per 100-lb. keg.

ONTARIO MARKETS.

Toronto, December 19, 1902.

HARDWARE.

FOR the season trade in wholesale hardware is good. December, this year, will possibly figure out the best December that hardware jobbers have had for a long time. Trade for all lines of hardware is keeping up remarkably well, and although the travellers are coming in for their holidays, there are numerous orders for skates, axes, axe handles, cross cut saws, bucksaws, saw sets, tarred felt paper, chains, rope and files. There is also quite a call for padlocks and the different lines of building hardware. Trade is about over for guns and ammunition, in which lines the manufacturers for some time have been unable to keep the trade supplied with sufficient stocks to fill their orders. Spades and shovels are also in good demand, but the stocks of these in the hands of the jobbers at the present time are light. In some quarters a change is anticipated in the prices of these, owing to the reported competition from England and the United States, but the Canadian trade seem to be satisfied with the domestic article, as it is more saleable in this country than those imported, the shapes, weights and sizes being such as the Canadian artisans have been in the habit of using. The imported goods are often clumsier. Wire nails have declined 10c. per keg. There have been no other changes in prices.

BARB WIRE.—There are quite a few orders coming forward for barb wire. We quote the base price as follows: $2.67½ from Cleveland and 12½c. less in carlots. From stock, Toronto, $3.

GALVANIZED WIRE.—Trade in this wire for the season is moderately active. The prices are unchanged. Our quotations are as follows: Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No. 9, $2.65 to $2.85; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12, $2.80 to $3; No. 13, $2.90 to $3.10; No. 14, $3.75 to $3,95; No. 15, $4.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots.

SMOOTH STEEL WIRE.—Trade is still quiet. We quote: $2.50 per 100 lb. Oiling, 10c.; coppering, 60c. and tinning, $2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

FINE STEEL WIRE.—There is a small amount going out. The discount is 25 per cent.

WIRE NAILS.—Prices for present and future delivery have been put down 10c. per keg. The manufacturers and wholesale merchants now claim that the price of these has been reduced to the lowest point possible and that the imporattions from Pittsburg will be stopped. If the orders come forward as freely the next few months as they have been doing since the new prices were made it is anticipated that the Canadian factories will have all they can do to turn out the nails required for shipment up till April 1. We quote the base price as follows: $2.45 per keg and 5c. less for carlots. The shipping points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—There is not much of these going out. We quote $2.50 per keg base.

HORSE NAILS.—The colder weather is making horse nails active. We quote the discounts as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "M" brand, 50, 10 and 5 per cent.; on "Monarch," 66 2-3 per cent. and "Countersunk" head, 66 2-3 per cent.

HORSESHOES.—Numerous orders keep coming forward at unchanged prices. We quote: Iron shoes, No. 2 and larger, light, medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—The demand for screws has slackened off a little with the holidays. The prices are unchanged. The discounts follow: Flat head bright, 87½ and 10 per cent. discount; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent. and flat head bronze, 70 per cent.

RIVETS AND BURRS.—Trade in these has quieted down a little. Discounts are as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—A fair number of orders keep coming forward for bolts and nuts. Quotations are as follows: Carriage bolts, common ($1.00 list), 50 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3.00 list), 55 and 10 per cent.; machine bolts, all sizes, 50 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—The demand for spades and shovels keeps up well, but stocks in the hands of jobbers are light, as the trade are anticipating a change in prices before long. The discounts are 40 and 5 per cent.

ROPE.—Quite a number of orders are still coming forward for rope at unchanged prices. Our quotations are still as follows: Pure manila, 14c.; British manila, 12c.; sisal, 12c.; lathyarn, single, 11c. and double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per doz.

HARVEST TOOLS.—The tone of the market is quiet. The discount is 60 and 10 per cent.

LAWN MOWERS.—These at present are quiet. We quote: Woodyatt, 12-in. wheels, $7.50; Star, 12-inch wheels, $5.50; Daisy, 12-inch wheels, $4.90; Philadelphia, 10-inch wheels, $6; Ontario, 10-inch wheels, $12.75. The other sizes are in proportion. The discount is 50 per cent.

GREEN WIRE CLOTH.—This line continues quiet and the prices are unchanged. The base price is $1.40 per 100 square feet.

EAVETROUGHING, ETC.—Trade in eavetroughing has dropped off with the cold weather. Our quotations are as follows: Eavetroughing, 10-in., per 100 ft., $3.10; conductor pipe, 2-inch, per 100 ft., $3; 3-inch, $4; 4-inch, $5.25; 5-inch, $6.75 and 6-inch, $9.

CUTLERY.—There is still an active demand for various lines of Christmas goods, like carvers, pocket knives, skates, etc.

BUILDING PAPER.—In spite of the lateness of the year there is a good demand for tar sheathing and the other lines of building paper. We quote: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll.

TINWARE AND ENAMELLED WARE.—Stove furnishings are still moving out freely and the fancy lines of enamelled ware are active.

STOVES, RANGES, ETC.—Quite a number of small heaters are in demand. The mildness of the weather and the fact that coal is so scarce this season are having the effect of prolonging the demand for stoves later than usual. Many citizens cannot procure enough coal this winter to burn in their furnaces and so are putting in coal and wood heaters to accommodate themselves to the decreased supply of fuel that will be provided.

SCREEN DOORS, ETC.—These are still quiet and unchanged, and our quotations are as follows: Screen doors, common, two or three panel, walnut stained, 3-in. style, $6.60; stained, yellow or green, $6.80; in natural colors, oil finish, $8.15; 4-in. style, 20c. per dozen extra.

CEMENT.—There is little doing at present in the cement line. There is no demand and the factories have none to offer, their entire output of the season being exhausted. The prices are nominal and unchanged, and the trade seem to be watching each other to see who will make the first change. But the market now is at about as low a basis as it can be to permit the manufacturers making a reasonable profit in disposing of their product, consequently not much of a decline is expected. It is true the prices advanced last summer, but the prices of soft coal, which article plays a big part in the making of cement, are high, which will have a tendency to maintain firmly the cement market for some time to come. Prices follow: Canadian Portland $2.80 to $3.20; hydraulic, $1.35 per barrel. At the works the prices are $2.50 to $2.70 per barrel.

METALS.

The general metal trade continues satisfactory, although there is approaching a period that always interferes to some extent with business. It is customary for manufacturers to shut down their factories at this time of the year for stock-taking and repairs, and this slackens the demand in some lines. The outside tin markets have improved and therefore the prices of tin locally are strong without

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JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
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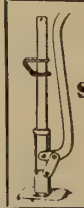
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West Troy, N.Y
Steel Carriage and Wagon Jacks.
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Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
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The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St., - - BIRMINGHAM.

Oneida Community Goods
HALTERS, COW TIES SNAPS, etc., etc.,
in all sizes and styles. May be had of all jobbers throughout Canada.
Factory—NIAGARA FALLS, ONT.

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STANDARD.
The cost of Axes per million feet of lumber taken out should be the best Standard. Under this Standard the CROWN JEWEL is the cheapest Axe in the market.

Dundas Axe Works, Dundas, Ont.
W.L. Haldimand, Jr., Eastern Agent, Montreal.

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TABLE CUTLERY
BUTCHERS' KNIVES & STEELS
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TELEGRAMS
"PYRAMIDS,
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BREAD KNIVES
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A SPECIALTY

Canadian Agents: W. L. HALDIMAND & SONS, St. Dizier Street, MONTREAL.

Golden Hints
FOR
Christmas Silverware Trade.

The Christmas season is fast approaching and most of the retailers are prepared for it. It is not too late however to put in an order for a selection of Silver Plated Ware which will do much to increase your holiday trade.

There never was a better season for selling Silverware.

Send us your name and address and we will be pleased to forward you our catalogue filled with selling lines for Christmas.

Be sure it is **Standard Silverware**— it is the best.

Standard Silver Co.,
LIMITED

31-41 Hayter St., TORONTO

there having been made any quotable advance. In the United States there is an entire lack of speculative interest in copper, and buying is only being done in a moderate way. The United States iron trade is quiet, but there has developed a feeling in steel billets decidedly firmer than a week ago and much firmer than a month ago.

PIG IRON.—The situation is unchanged. We quote: $23 for No. 1 and $22.50 for No. 2 at the Canadian furnaces. No. 2 Summerlee is quoted at $23 on track, Toronto.

STEEL BOILER PLATES.—The demand is well maintained. We quote $1.80 per 100 lb. on track, Toronto, in carlots.

STEEL RAILS.—Little new has transpired in the steel rail situation. It is stated that The Clergue Works at Sault Ste. Marie have secured the contract for supplying rails for the Temiscaming Railway, and that with other Government contracts, his mills will be kept running for some time. The price of steel rails of Canadian manufacture is $36 per ton, and the German rails are quoted around $28 per ton.

TOOL STEEL.—This market keeps active at unchanged prices. We quote: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 8 to 15c.; ditto, "Air Hardening," 30 to 50c.; Chas. Leonards', 8 to 9c.; Park's "Silver," 12 to 14c.; Park's Special, 15 to 20c.

MILD STEEL.—There is a good demand, and the pcices are still quoted at $2.50 to $3 per 100 lb. f.o.b. Toronto.

BOILER TUBES.—These are unchanged.

SPRING STEEL.—The demand is well maintained. We quote $3 to $3.50 per 100 lb. on track, Toronto.

BAR IRON.—This article is scarce and in good demand. The base price follows: $2.05. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb., 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS.—These are active and unchanged in price. We quote: Common, $3.15 for 28 gauge and dead flat. $2.50 for 26 gauge.

CANADA PLATES.—Fair quantities continue to be sent out. We quote: All dull, $2.90 to $3; half-polished, $2.85 to $3.10 and all-bright, $3.75 to $3.85.

GALVANIZED SHEETS.—These are rather more active this week. We quote as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 29 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—The demand is easing off this week. The market is strong without any quotable change being made in the prices, owing to the strong upward turn taken by the outside markets. We quote $29 to $30 per 100 lb.

TINPLATES.—These are unchanged. We quote: Charcoals, $4.75 to $5 and cokes, $4.25 to $4.50 per box.

COPPER.—Ingot copper is quiet. Prices follow: Ingot copper, $13 and sheet copper, $22 to $23 per 100 lb.

BRASS.—A fair amount of business continues to be done. The discount is unchanged at 15 per cent.

LEAD.—This metal is quiet. We quote: Pig lead, $3.50 per 100 lb. and bar lead. $3.75.

IRON PIPE. There is still an active demand and some sizes, particularly ½-in., are scarce. We quote as follows: Per 100 feet, black pipe, ⅛-in., $3; ¼-in., $2.30 to $2.40; ⅜-in., $2.65; ½-in., $2.85; ¾-in., $3.65; 1-in., $5.20; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; 2½-in., $20 to $21; 3-in., $24 to $25; 3½-in., $30 to $32; 4-in., $37.50 to $38.

ZINC SPELTER.—There is a fair demand and the prices are unchanged at 5 to 6c. per lb.

ZINC SHEETS.—There is a good and steady business being done. We quote: Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER.—The situation is unchanged.

ANTIMONY.—This line is quiet. The price is $9 per ton.

PETROLEUM.

The Union Petroleum Company have advanced prices ½c. per gallon for all grades except Pennoline, their figures now being: Lily White, Canadian, 17½c. in bbls.; Silver Light, American, 19½c. in bbls.; Crystal Spray, water white, American, 20½c. in bbls.; Pennoline, best American imported, 22c. in bbls. In bulk, 2c. less. The Queen City Oil Company quote their brands as follows: Sarnia Prime White, 17½c.; Sarnia Water White, 19½c.; Family Safety, 20c. in bbls.; Pratt's Astral, 19½c. in bulk.

HIDES, SKINS AND WOOL.

HIDES.—These are weak without any quotable change, owing to a decline on the Chicago market. The offerings are heavy, of poor quality, and are not in good demand. We quote: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8½ to 9c. per lb.

CALF SKINS.—These are selling freely. Our quotations are as follows: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do, 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each.

WOOL.—There is an active demand for wool, owing to strong Old Country markets, and prices here are up 1c. per lb. We quote: Unwashed, 8 to 8½c.; fleece, 15c.; pulled wools, super, 15 to 16c. and extra, 19 to 20c.

COAL.

There is a more liberal delivery of coal, but prices are still ruling from $8 to $10 for anthracite. The city has ordered a further supply of soft nut coal, to be delivered in Toronto at $5.50 per ton, at the rate of ten cars a week. This meets with the strong disapproval of coal dealers, but as the supply has been insufficient, their objections will carry little weight.

OLD MATERIAL.

There is no change. Business keeps decidedly active. Our quotations are as follows: Heavy copper and wire, 10c. per lb.; light copper, 8 to 8½c.; heavy red brass, 9½c.; heavy yellow brass, 8 to 8½c.; light brass, 5 to 5½c.; lead, 2 to 2¼c.; scrap zinc, 3c.; iron, No. 1 wrought, $13 per net ton; No. 2 wrought, $4.50; machinery cast scrap, $15.50 to $16; stove plate, $10; malleable and steel, $6 to $6.50; old rubbers, 6½c. per lb. and country mixed rags, 50c. per 100 lb.

NOTES.

Low-down closets are $1.50 cheaper.

The prices of wire nails have declined 10c. per keg.

NOVA SCOTIA MARKETS.

Halifax, December 16, 1902.

THE hardware trade, except in a few of the more seasonable lines, has not been very brisk during the last week, and for the next month or so there will be no great activity, or, till the time arrives when spring orders will commence to come in. The time now is fully taken up, however, in stock-taking, both as to the amount of stock on hand, the amount of business done during the year, and the general prospects for the coming year.

* * *

The first of these is a matter of so much work in going through the shop from cellar to attic with a careful recording of quantities and prices. The second is a more intricate piece of work, for many conditions have to be examined and many items considered of which there is no "invoice" to regulate value. This part of the business has been more or less under consideration for the last month or two, but now is the time to come down to solid facts. The results, as far as already figured out, indicate that 1902 has been a very successful business year, and all firms consulted place the volume, as well as the general conditions prevailing, as fully equal to last year, which was an exceptionally good one, and in many lines it is considered well beyond the average. Prices have been generally firm, and though there was considerable fluctuation in some oils, prices in the local market remained fairly steady.

* * *

The third matter to be considered is equally important—what of next year? There is a generally prosperous condition throughout the country. This is the word brought or sent in by the various travellers. The crops have been good, and though the apple crop was smaller than usual, higher prices were realized, and this equalized conditions. Money is fairly plentiful in the country and there are considerable building operations and other works in contemplation, all of which will strengthen trade. During the year, and, in fact, for two years, the dealers have been at considerable inconvenience to have orders filled by the manufacturers, filled promptly, especially in iron and steel goods. The fact that some lines had to be ordered six months ahead has been a hindrance to business, and there is some indication that this will be largely remedied during the coming year. A hopeful feeling prevails in all lines of hardware that 1903 will be equal and possibly exceed either 1901 or 1902.

* * *

The exports for the last week amounted to $145,688, as compared with $147,861 for the corresponding week last year. Shipments were made as follows: West Inhies, $78,081; United States, $28,040; Great Britain, $25,796; Newfoundland, $13,161; France, $650.

R. C. H.

TO THE HARDWARE TRADE OF CANADA.

We beg to draw your attention to a circular letter sent out by The Brown Fence & Wire Co., Cleveland, under date of October 30th, regarding Coiled Spring Wire. As we are the agents for the Brown Fence & Wire Co. in Canada, we feel that this circular letter is an injustice to the other Coiled Wire Manufacturers in Canada, who we believe are trying to confine as far as possible the sale of coiled wire to the hardware trade.

We are sorry this circular letter was sent out, as it is not our intention to antagonize the other manufacturers of coiled wire in Canada.

Yours truly,

THE WESTERN WIRE & NAIL CO., Limited.

TRADE MARK.

We wish all our old and new customers

A Merry Christmas

AND

Happy New Year.

Our trade this year has been the largest since the establishment of our firm. We are prepared to meet all the demands of our increasing business.

Our factory produces full lines for . . .

Agricultural Implements,
Carriage Manufacturers,
Piano and Furniture Manufacturers

with all the requirements of a first-class Hardware and Paint Store, in Ready-Mixed Paints, Enamel Paints, Aluminum Paints, Varnishes, Paris Green, Glass, etc. Before placing orders for the spring inquire from our travellers, or write to

P. D. DODS & CO.,

MONTREAL, TORONTO AND VANCOUVER.

Proprietors of the Island City **Paint and Varnish Works.**

HEATING AND PLUMBING

PLUMBING AND HEATING NOTES.

THE Toronto plumbing inspectors are popular fellows among the craft, not only because of their genialty but because of their readiness to face and overcome obstacles. On Saturday one of them was up against an unusual job, fixing the plumbing in the bathroom of the city smallpox Isolation Hospital. He got over the danger of quarantine by having the room disinfected and climbing in to do the work by a window, and returning by the same route.

The C. P. R. has decided to spend about $100,000 in adding 200 rooms to its hotel an Banff.

J. T. Wilson & Son, architects, Chatham, Ont., are preparing plans for a residence for Mr. Glover.

The Canadian Firestop Manufacturing Company have registered in Montreal to manufacture fireproof articles.

H. W. Anthes, of The Toronto Foundry Company, is around again after several weeks' confinement to his house by illness.

Mr. Law, of Moose Jaw, N.W.T., has prepared plans for a new station, round house and other railway buildings at Elkhorn, Man.

Defective plumbing is blamed for about $5,000 loss to goods in Cole's National Manufacturing Company, Ottawa, on Thursday of last week.

The Buffalo Tool and Machine Company, Bay street, Toronto, have started the erection of an 18 x 30 ft. warehouse on Front street, opposite the Union Station.

The Rota Filters, Limited, Windsor, Ont., have been incorporated with a capital of $25,000, and J. A. Smith, F. S. Evans and J. L. Murphy as provisional directors.

A. A. McMichael, of The James Robertson Company, Toronto and Montreal, reached Halifax by the ss. Pretorian this week. He will spend a few days in St. John, N.B., and will probably reach Toronto on Monday or Tuesday.

Toronto jobbers report much difficulty in getting black iron pipe, particularly in sizes from 1-in. up. There seems to be such a general demand from all buying centres that all the mills are having trouble in filling their orders.

Wm. Hall, of Adam Hall & Company, plumbers, Peterboro', Ont., was in town this week buying fixtures for a new house which he is erecting. Rumor has it that this new house is to be a home for another beside Mr. Hall before long. Our best wishes.

Owen Sound ratepayers have voted 875 for and 24 against a by-law to take over the electric light plant in the town, and 876 for and 24 against one to take over the gas plant. The passing of these by-laws will result in an expenditure of about $75,000.

Edmund E. Cathels, former manager of The Hamilton Gas Light Company, goes to Providence, R.I., where he has been appointed engineer and assistant manager of The Providence Gas Works. He will retain his interest in the Woodstock and several other Ontario gas companies.

PLUMBERS' WEATHER.

"This has been a plumber's season all right," said a Toronto master plumber this week. "The weather continued warm until much later than usual, enabling us to get our contract work well cleaned up. Then we had a good stiff frost last week, and repairs have been the order of the day."

BUILDING PERMITS ISSUED.

TORONTO.

To The Canada Printing Ink Company for a factory on Dunn avenue, to cost $15,000. Gregg & Gregg, architects.

To The Wm. Davies Company for a store on Front street, near Vine street, to cost $1,200, and an ice house covered with galvanized iron, on Front street, to cost $2,000.

PLUMBING AND HEATING CONTRACTS.

Fullerton Bros., Toronto, have contracts for the plumbing and heating of two houses on Walmer Road for Mr. Stewart, and two houses on Victor ave., for W. B. Charlton.

Joseph Harris, Toronto, has contracts for heating houses for H. H. Williams, Walmer Road; F. R. Scott, Rosedale; E. E. Woodley, Avenue Road; George Mackenzie, Deer Park; Wm. Booth, Chicora avenue; J. T. Smith, Sherbourne street, and F. Sanderson, Crescent Road, and in a warehouse for George Beardmore, King street west.

Purdy, Mansell & Co., Toronto, have the contract for heating a greenhouse for H. H. Fudger, Rosedale; for plumbing and hot-water heating a house for G. Wills, Brunswick avenue; for the plumbing and heating of a house for G. A. Dinnick, St. George street; for plumbing and heating a house for Chadwick McTaggart, on Dufferin street, Toronto.

Fiddes & Hogarth, Toronto, have contracts for steam heating premises for The Woltz Manufacturing Company, 130 Richmond street west; for plumbing in the Dovercourt Road Baptist Church; for plumbing and heating Ald. Oliver's house on Sherbourne street; for plumbing in E. W. Malcolm's residence, South Drive, and for the plumbing in a house on Berkeley street, for T. G. Brough.

THAWS FROZEN PIPES BY ELECTRICITY.

WHEN water pipes are frozen at Sault Ste. Marie, Ont., they are thawed out by electricity, writes W. S. Horry, of that town, to The Electrical World and Engineer. Wm. Gorby, electrician, does the work, and has in the past six years thawed out all kinds and conditions of pipes, up to a 4-in. cast-iron pipe frozen 20 feet.

Mr. Gorby uses a 250-k.w. transformer, the smallest at his disposal, which he mounts on a sleigh. On the first appearance of the pipe-thawing apparatus in the winter, the rig is besieged with customers all wanting their house pipes thawed out. These people generally claim that it is the company's mains and not their own pipes that prevent the water from flowing, so a bargain is struck generally at about $3, payable immediately the water flows, provided it is proven that their pipes are frozen and not the mains.

The primary wires (2,200 volts) are bared and the current led through a water rheostat to the transformer. An ammeter indicates the load on the transformer primary. The secondary is connected to the frozen pipe at two places and the current switched on. In the ordinary house service pipes the water begins to flow very quickly, frequently within a minute. It may seem a bit dangerous handling the primary current in the way these men do, but in the very cold weather the snow is an insulator, like glass, and although the rig has been employed very largely, no accidents have occurred and the apparatus has never yet failed in getting a frozen pipe working.

LOW-DOWN CLOSETS CHEAPER

The price of low-down closet combinations have been reduced $1.50 all round. This action was taken by the Plumbers' Supply Association at Toronto this week to meet the competition of a Detroit house which has been cutting prices in Ontario recently. As there has been no reduction in the cost of materials, this reduction comes out of the profits the Toronto supplymen have been getting.

COMFORT

is the name that should appear on your *Bicycle Sundries* if you want lines that you can rely on, that are known to the public, and that will make you money.

Comfort Saddles **Comfort Tires**
Comfort Pedals **Comfort Handlebars**

ASK FOR THEM.

Manufactured and sold by

Canada Cycle and Motor Co., Limited

Toronto Junction, Canada.

THE AUER GAS LAMP

"Turns night-time into day-time"

NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.

No. 25
100 Candle Power.

Do you want the Agency for it?

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

Booth Copper Co., Limited

Cuts Copper and Brass

SHEETS—TUBES—RODS

to any size.

FULL STOCK ALWAYS ON HAND.
PROMPT SHIPMENTS.

The BOOTH COPPER CO., Limited

119-123 Queen St. East,
TORONTO.

TRANSPORTATION ON THE LAKES

THE current issue of The Scientific American, which is devoted to the subject of "Transportation on Land and Sea," contains an article by Mr. Waldon Fawcett, from which the following extracts have been taken :

"The commercial chronicle of the United States records no more remarkable evolution than the development of transportation on the Great Lakes, extending as it does over little more than half a century, yet characterized by a series of radical innovations in the types of craft employed.

Unfortunately, it has never been found possible to accurately measure the entire water-borne commerce of the Great Lakes, but the statistics compiled by the United States Government officials at the Sault Ste. Marie canal—the water gateway connecting Lakes Huron and Superior, through which passes perhaps half of the commerce of the unsalted seas—indicate how rapid has been its growth. In the year 1881 the total amount of freight passing the Sault was 1,567,741 tons ; in 1891 it was 8,888,759 tons ; and in 1901, the last calendar year for which statistics are available, the aggregate was 28,403,065 tons. In other words, the traffic in 1901 was more than three times that a decade before and eighteen times that a score of years since.

"Passenger travel on the Great Lakes has also experienced remarkable growth. There are connecting lines of fast passenger steamers between the principal cities, such as Buffalo and Cleveland, Buffalo and Detroit, Cleveland and Detroit, and Chicago and Milwaukee, and also there are in service exclusively passenger steamers which make regular trips between Buffalo and Chicago. The Sault Ste. Marie statistics, which recorded the passage through the canals during the season of 1901 of upward of 60,000 passengers, chronicle, of course, but a fraction of the whole passenger travel, and it is estimated that the passenger steamers of the vast inland waterway carry annually between a quarter of a million and one-third of a million of people.

"A most interesting phase of the development of transportation and kindred activities on the Great Lakes is found in the increasing degree of attention given by the powerful steel-vessel building interests of the interior to the construction of steamers designed for salt-water traffic or for both lake and ocean service. Vessels of this type are proving particularly profitable to their operators by reason of the fact that they may be transferred to the Atlantic coasting trade during the winter months, when navigation on the lakes is impossible. In order to pass through the Welland and St. Lawrence canals, a vessel must not exceed 270 feet in length, and the carrying capacity of such a craft is approximately 3,000 tons. It may be noted in passing that the season of navigation on the lakes has been lengthened materially of late years. Many vessels are put in service earlier than formerly, and with the gradual disappearance of the old craft has come a disposition to have the carriers brave the elements until late in the autumn."

A SCALE IN USE FIFTY YEARS.

Fifty years is a long time for scales to be in everyday use, yet this is the length of time a merchant in Rushville, Ill., has used a pair he bought fifty years ago. His letter to the Fairbanks Company reciting the circumstances is as follows :

DEAR SIRS,—I will give you a little history that may interest you. On the 1st day of March, 1853, I went into business with my brother and bought a stock of hardware from a general store here. Among other things I bought a Fairbanks scale—your No. 536 grocers' scale. I have used this ever since—more than fifty years. I bought several scoops. The scale has always stood on our nail counter. It has weighed hundreds and thousands of kegs. It breaks to-day with one single nail, and I have shown its excellence as Fairbanks scale by using a little piece of paper which turns it. We have never repaired it or broken it, never used a file on it nor any oil, and it stands on the counter nice and fresh and bright, equal to a new one to-day. If you have a customer that can beat that record we would like to see him.

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, Ottawa, Ont.

Barb Wire,
Hay Wire,
Cut Nails,
Wire Nails,
Cordage,
Glass,
Etc.

The Only Exclusive Wholesale Hardware Firm Between Montreal and Toronto.

Tarred and Dry Sheathing,
Tarred Felt,
Rosin, Pitch,
Chopping Axes,
Broad Axes,
Cross Cut Saws,
Etc.

A complete stock of Lumbermen's and Builders' Hardware always on hand. **A Trial Solicited.**

PRICES RIGHT. ASK FOR PRICES.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.

For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold Street, New York.

Syracuse Smelting Works

ATKINS HIGH-GRADE, CROSS-CUT SAWS

ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS

E. C. ATKINS & Co.,

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND, CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS.

Factories and Home Office: INDIANAPOLIS, IND., U.S.A.

Write for Catalogue and Prices.

American Steel & Wire Co.

New York: Empire Building.
Montreal: New York Life Building.
Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

Wide-Awake Retailers.

Hints and Ideas of Interest.

QUIETNESS IN BUSINESS.

By E. H. O.

BLUSTER and success are business antitheses. As the still streams runs deep, the calm equipoise of a mind well-balanced finds expression in no gurgling bustle. Quietness of demeanor is essential to that perfect grasp of situation which masters great endeavors.

The best machinery runs smoothly. The noiseless revolutions of mighty drive-wheels, not the wheezy old steam-whistles, propel the great manufacturing enterprise. It is the quiet, yet alert, not the gas-escaping, steam-exploding character, who will succeed. That perfect self-possession, not disturbed by chance interruptions, is capital more valuable than dollars and cents.

Quietness is not opposed to enthusiasm. Quietness, in its true business sense, is enthusiasm guided and controlled — a mighty mastery of energy that will not be subdued.

Quietness will succeed because it is universally sympathetic. Never unduly elated, never excessively depressed, cool and collected, every situation that may arise is not a master, but a slave. The quiet man is too strong, and too broad in outlook, to be biased. Prejudices arise through a disturbed perspective. Quietness adjusts the essential relationship of things.

In quietness, in the preservation of that calculative balance lies the greatest advantage of experience. Maturity means self-knowledge, the proper adjustment of self to environment means a quiet, orderly behavior that is invaluable.

The weakness of armies lies in being surprised, in being taken off guard. A business man cannot maintain a close watch on himself and on his business unless he preserves a constancy of guard against surprises. The mental equipoise means conservation of business interests as well as preservation of energy.

The even, orderly, well-filled tire will bear the rider's weight — a sudden expansion of one portion produces the blow-out prejudicial to the whole wheel. The loss of a man's whole business may be produced by an explosion at a critical moment, by the failure to maintain a business reticence, by an undue excitement at a juncture of supreme importance.

Uneasiness, restlessness, nervous excitement do not inspire confidence. I'll trust the quiet man ; he is more apt to be the honest man ; one thing is sure, he is the sane man. A man who is ever the same will not miss the chance to advance my interests, nor will he plunge me into adversity by a feverish recklessness, yes, he will get my patronage.

The quiet man is not the blind man, but the wide-awake, not the offensive, but the courteous. I had occasion the other day to go into two large manufactvring establishments in a large city. I wished to inquire after the state of trade in their branches of business. I repeated what was essentially the same question in each case. Were I to go into business now as a retailer, I know which should have my patronage.

"Yes," said one, "I'm busy, but I can spare five minutes. Do you know I often learn little things from you papermen—thoughts suggested, and then, again, it helps the trade."

The other was quite perturbed at first, even inclined to the irascible, at my presumption in interrupting him—him the general manager. Then, with a sarcasm which might have been effective had it not been so stale, he said :

"Life is so short, you know"—I don't like these short-lived men—"I haven't got time," they say. Well, I'd like to know if they haven't all the time there is. I know business men are pestered. I am not pleading for an open sesame to general managers, but what I do say is "keep cool." Even from unexpected sources you may learn a great deal. You can never tell when you may hear something to your advantage. With a sober judgment, and a cool head you can size up a man in half the time it takes you to recover from that flustering excitement which avails not, but rather weakens.

Quietness is not synonymous with laziness. One doesn't need to make a noise to be busy. An uproar impedes rather than helps progress. The business man should have people's attention directed to his business, not to himself. As much as possible the business should speak for itself, and he, as a factor, should be eliminated. Let him mould the business by his individuality, let him stamp the character of his goods with his own worth and personality, but do not let him put himself forward as a rival attraction to the general public. The more he is noticed, the less are his goods noted, the less is the volume of his business. No public can watch two things at once. Either the manager must show his ability by sinking himself into the business, by making the best that is within him a portion of the business also, or the manager, by noisy business methods, by clumsy and disturbing manners, must divert attention from the business to himself to the detriment of the business and to his own shame.

To the repining it may be sad, but to the active, quiet business man it is time that he who seeks his own advancement must lose his own identity, or better still, express his own identity through the impetus and encouragement given the business.

A GOOD FOLLOW-UP SYSTEM.

The follow-up system of the retail store is wholly dependent upon its attendants, but where these are men or women of intelligence, personality and tact it is possible to give the establishment individuality and link it with the customer in relations more closely than those usually existing between clerk and patron. Rogers, Peet & Co., New York, according to Printers' Ink, provide their salesmen with personal cards bearing their own names and those of the firm, and where possible to do so without giving offence the salesmen give the customers their cards and endeavor to obtain their names and addresses. At certain seasons of the year these customers are followed up with personal letters:

New York, September, 19, 1902.

Mr. Theodore Augustus, 10 Spruce street City.

Dear Sir,—Summer is gone, and you begin to look up your old friends again. Rogers, Peet & Co.'s fall clothing, fall furnishings, fall hats and shoes are worth looking at. Won't you have a look? Yours truly,

A. D. Sander.

These letters are all faultless imitations of typewriter, and are personally addressed and signed by the salesman. They can hardly fail of making an impression upon the man who receives one.

FRANK MILLER'S

HARNESS PREPARATIONS.

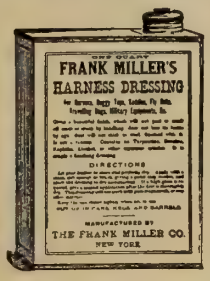
FRANK MILLER'S

HARNESS DRESSING

Recognized as

"THE STANDARD."

Produces a brilliant jett black gloss which will no peel or smut and to which dirt will not stick.



Frank Miller's

Harness Soap

Unrivaled for cleaning and softening Harness

Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S

Harness Oil.

Preserves and softens the leather, hus adding life.

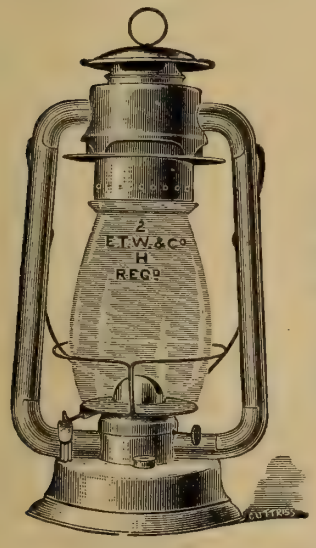
The highest quality of oil on the market.

HORSE BLANKETS

JUTE and DUTCH KERSEY.

Prompt Shipment. Lowest Prices.
Write for samples now.

HENRY F. FALKINER
60 George Street TORONTO



If you want the **BEST**

COLD BLAST LANTERN

in the world, get **WRIGHT'S.**

GET THE ORIGINAL.

We lead, others imitate.

E. T. WRIGHT & CO.,

Manufacturers. HAMILTON, ONT.

LAMB FENCE

Best because made of best wire.

The H. R. LAMB FENCE CO., Limited, London, Ont.

High-Grade Wrapping Papers

are always the cheapest, because there is less waste. Our Brown and Manilla papers are good, because they are strong and durable.

Full Count. Full Weight.

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

Steward & Romaine Mfg. Co.

EXPANSION and TOGGLE BOLTS

For fastening all kinds of material to Brick, Stone or Cement,

124 North Sixth St., Philadelphia, Pa.

GALVANIZING

Our plant is modern, and capacity large. Prices O.K. Other branches:

WINDMILLS, PUMPS, TANKS, FOUNDRY WORK ETC., ETC.

Ontario Wind Engine & Pump Co., Limited, 505 Atlantic Ave., Toronto.

STOVE BRICK

Fire Clay and Asbestos, Furnace Cement.

All kinds of Fire Clay products made to order from patterns. Write for Price List.

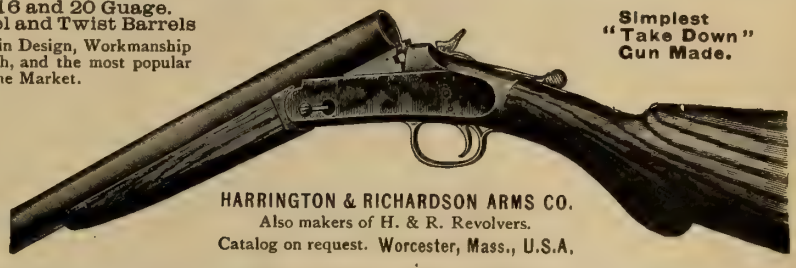
JONES BROS., BRACONDALE, P.O., ONT. (NEAR TORONTO)

H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING.

12, 16 and 20 Guage.
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest "Take Down" Gun Made.



HARRINGTON & RICHARDSON ARMS CO.
Also makers of H. & R. Revolvers.
Catalog on request. Worcester, Mass., U.S.A.

FILES. RASPS.

WE ARE NOT IN THE TRUST.

Quality of our goods guaranteed and our discounts very liberal. A trial order solicited. Write for discounts.

99 Niagara St., TORONTO FILE CO.

CANADIAN GOODS FOR CANADIANS.

GLASS. GLASS.

We have several large consignments of special sizes of 32-oz., 26-oz. and 21-oz. Glass just arrived, and can fill all orders for large and odd-sized windows for dwellings, etc. Heavy stock of all kinds of Window Glass, and can make prompt shipment. Prices are right. It will pay you to send us your specifications.

Hobbs Manufacturing Co., Limited, London, Canada.

Established 1832. Cable Address, "BLISS."

MANUFACTURERS

Wood Turnings, Hand Bench and other Screws Mallets, Handles, Vises Clamps, Tool Chests Croquet, Lithographs Wood Toys, Novelties

and also the celebrated

Wood's Patent Car Gate

For Street and Steam Railroad Cars.

The R. BLISS MFG. CO.

Pawtucket, R.I., U.S.A

Canadian Representative: ALEXANDER GIBB, 13 St. John St., MONTREAL.

75 YEARS. ESTABLISHED 1825. 75 YEARS.

MANITOBA MARKETS.

WINNIPEG, December 15, 1902.

THE trade in holiday goods, staples and building materials has been good throughout the week. The only change of price in the hardware list is $2.85 base for sleigh shoe steel which is a shade different to the last price sent. In paints and oils, trade is quiet, the only change for the week being an advance of ½c. on all lines of refined petroleum.

Quotations are as follows :

Barbed wire, 100 lb	$3 25
Plain twist	3 25
Staples	3 65
Oiled annealed wire 10	3 42
" 11	3 48
" 12	3 56
" 13	3 66
" 14	3 76
" 15	3 91

Annealed wires (unoiled) 10c. less.

Cut Nails—		Wire Nails—	
2d 1 in	$4 10	1 in	$4 20
3d Fin. 1⅛ in	4 10	1⅛ in	4 20
3d 1¼ in	3 75	1¼ "	3 85
4d 1½ in	3 50	1½ "	3 60
5d 1¾ in	3 50	1¾ "	3 60
6d 2 in	3 40	2 "	3 50
8d 2½ in	3 25	2½ "	3 35
10d 3 in	3 20	3 "	3 30
20d 4 in	3 15	3½ "	3 25
30d 4½ in	3 10	4 "	3 20
40d 5 in	3 10	4½ "	3 20
50d 5½ in	3 10	5 "	3 20
60d 6 in	3 10	5½ "	3 20
		6 "	3 20

Horsenails, 40 per cent. discount.

Horseshoes, iron, No. 0 to No 1	4 30
No. 2 and larger	4 15
Snow shoes, No. 0 to No. 1	4 55
No. 2 and larger	4 40
Steel, No. 0 to No. 1	4 40
No. 2 and larger	4 15

Bar iron, $2.60 basis.

Swedish iron, $4.75 basis.

Sleigh shoe steel	2 85
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 guage	3 90
26 guage	4 00
28 gauge	4 10
Galvanized Iron, American, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 50
26 gauge	4 50
28 gauge	4 75
30 gauge	5 00
Extra sheets, 36 in. wide an advance of 25 p.c. per 100 lb.	
Apollo, 10¾ oz.	5 00
28 guage	4 75
26 "	4 50
24 "	4 50
22 gauge	4 50
20 and 18 guage	4 25
16 gauge	4 00
Queen's Head, 24 gauge	4 75
26 guage	5 00
28 "	5 25
Genuine Russian, per lb	11
Imitation " "	07
Tinned, 24 gauge, 100 lb	8 00
26 gauge	8 25
Tinplate, IC charcoal, 20 x 28, box	10 50
" IX "	12 50
" IXX "	14 50
Ingot tin	33
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lb	7 00
Broken lots	7 50
Pig lead, 100 lb	5 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
" Over 2 inch	50 p.c.
Rope, sisal, 7-16 and larger, basis	$13 00
Manila, 7-16 and larger, basis	15 00
Solder	20
Axes, chopping	$7 50 to 12 00
" double bitts	12 00 to 18 00
Screws, flat head, iron, bright	87½
Round " "	82½
Flat " brass	80
Round " "	75
Coach	65 p.c.
Bolts, carriage	50 p.c.
Machine	50 and 5 p.c.
Tire	60 and 5 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Flat head stove	60 and 5 p.c.
Round head	60 and 5 p.c.
Elevator	60 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	32
" No. 12	36
Coil chain, 3-16 inch	10½
" ¼ inch	8¼
" 5-16 inch	5⅜
" ⅜ inch	5¼
" 7-16 inch	5
" ½ to ¾ inch	4¾
Spades and shovels	40 p.c.
Harvest tools	60 and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge black	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
Shot, Ordinary, per 100 lb	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 and 10 p.c.
" Imperial	50 and 10 p.c

PETROLEUM.

Water white American	24½c.
Prime white American	23½c.
Water white Canadian	23c.
Prime white Canadian	21½c.

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	$ 83
Less than barrel lots	88
Linseed oil, raw	71
Boiled	74
Lubricating oils, Eldorado castor	27½
Eldorado engine	26½
Atlantic red	29½
Renown engine	41
Black oil	19½ to 21½
Cylinder oil (according to grade)	55 to 74
Harness oil	56
Neatsfoot oil	1 00
Steam refined oil	85
Sperm oil	2 00
Pure castor oil, first pressure	11
Lubricating	10
Glass, single glass, first break, 16 to 25 united inches	2 25
26 to 40 ....per 50 ft.	2 50
41 to 50 .... " 100 ft.	5 50
51 to 60 .... " " "	6 00
61 to 70 ....per 100-ft. boxes	6 50
Putty, in bladders, barrel lots ....per lb.	2⅜
kegs .... "	2¾
White lead, pure ....per cwt.	6 00
No. 1 .... "	5 75
Prepared paints, pure liquid colors, according to shade and color, per gal.	$1.30 to $1.90

NOTES.

The Geo. D. Wood Hardware Co. are now occupying the addition to their large warehouse. The building is 99 x 240 ft., four storeys and basement, and is one of the largest warehouses in Canada. The arrangements for loading are the most complete that it is possible to imagine, two arched driveways run through the first floor and have access by a lane to two streets.

The news of the death of Mr. W. H. McGuire, western manager of the James A. Smart Manufacturing Co., will come as a shock to many readers of HARDWARE AND METAL, who have known him for the past four years in the West, first as traveller, and, lastly as manager, of the recently-established Western branch. Mr. McGuire died, after a very brief illness, on Saturday last, and the interment took place to Elmwood cemetery, two brothers coming from the east to attend his funeral. He leaves a widow and two children to mourn his loss. Mr. McGuire was highly respected in the business community, and it was due to his zeal and integrity that the business of his company developed so rapidly in the West.

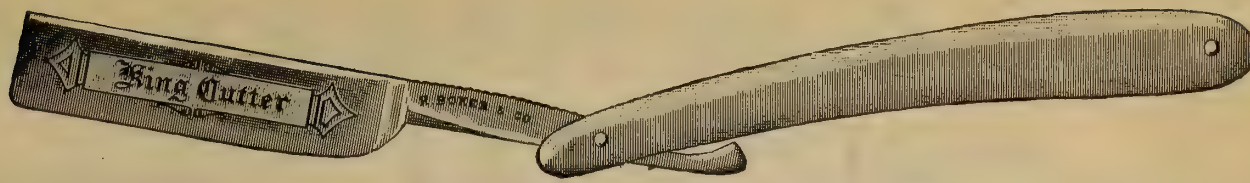
APOLLO BEST BLOOM
GALVANIZED IRON

Whatever advantage belongs to galvanized iron and liberal dealing goes with Apollo.

Costs not a cent, and relieves you of much anxiety.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
53 St. Sulpice Street
Montreal



H. Boker & Co.'s registered brand of "**King Cutter**" Razors is their finest production in quality. Equal to same are :

"KOH-I-NOOR," SOLD BY CAVERHILL, LEARMONT & CO., MONTREAL.
"TRUE BLUE," SOLD BY RICE LEWIS & SON, TORONTO.

"KING CUTTERS" Sold by all leading wholesale houses.

CURRENT MARKET QUOTATIONS.

December 19, 1902.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits – 56 and 28-lb. ingots, 100 lb.	$29 00	$30 00

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley—		Per box.
I C, usual sizes	....	$6 75
I X "	....	8 25
I X X "	....	9 75
Famous, equal to Bradley—		
I C	....	6 75
I X	....	8 25
I X X	....	9 75
Raven and Vulture Grades—		
I C, usual sizes	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00
D C, 12½x17	....	4 50
D X	....	5 25
D X X	....	6 00

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	4 00
I.C., special sizes, base	....	4 50
20x28	....	9 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	8 50
IX., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	....	7 00

Tinned Sheets.

72x30 up to 24 gauge	....	8 00
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	....	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3-in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver's tool steel	0 08	0 15
" "Air Hardening"	0 45	0 60
Drill steel, per lb	0 08	0 10

BOILER TUBES.

		Per foot.
1¼, 1½ and 4 inch	....	0 09
2½ in	....	0 16
3 in	....	0 13
3½ in	....	0 16
4 in	....	0 31

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅜ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	...

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

Black pipe—		Per 100 feet.
⅛ inch	3 00	3 25
¼ "	2 30	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	21 00
3 "	....	25 00
3½ "	....	32 00
4 "	....	38 50
4½ "	....	45 00
5 "	....	48 00
6 "	....	63 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Malleable Fittings—Discount 30 p.c.
Cast Iron Fittings—
On all cast iron fittings, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis.
All others—discount 60 p.c.

GALVANIZED SHEETS.

	G.C.	Comet	Bell.	Queen's Head
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....	....
" ¼ "	7 85	8 10
" 5-16 "	5 25	5 50
" ⅜ "	4 50	4 75
" 7-16 "	4 25	4 50
" ½ "	4 20	4 50
" 9-16 "	4 05	4 50
" ⅝ "	4 00	4 50
" ¾ "	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.		Per 100 lb.
English B.S., ton lots	....	13 00
Lake Superior	....	....
Bars.		
Cut lengths, round, ½ to ⅞ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet.		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00
Braziers' (in sheets).		
4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

BOILER AND T.K. PITTS.

Plain tinned, per lb	....	0 28
Spun, per lb	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 23½

ZINC SPELTER.

Foreign, per 100 lb	5 50	6 00
Domestic " "	....	....

ZINC SHEET.

5-cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD.

Imported Pig, per 100 lb.	....	3 50
Bar, per lb	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 45 per cent.
" " fittings, discount 50 per cent.
Med. and Extra heavy pipe fittings, dis. 50 and 10 per cent.
7 and 8-in. pipe, discount 45 per cent.

SOLDER.

		Per lb.
Bar, half-and-half, guaranteed	....	0 20
Bar, half-and-half, commercial	0 19	0 19½
Refined	....	0 19
Wiping	0 17	0 18½

ANTIMONY.

Cookson's per lb.	9 00

WHITE LEAD.

		Per 100 lb.
Pure	5 00	5 25
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White	....	5 75
Elephant and Decorators' Pure	....	5 25
Brandram's B.B. Genuine	....	7 00
" " No. 1	....	6 00
"Monarch" brand	....	6 12½
Decorator's Pure	....	5 25
Essex Genuine	....	5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 75
Genuine, 100 lb. kegs, "	5 00
No. 1, 560 lb. casks, per cwt	4 25
No. 1, 100 lb. kegs, per cwt	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 50
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 25
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Stewart & Wood's Champion pure	....	1 00
Standard Paint Co.'s "New Era."	....	1 30
The Francis-Frost Co.'s "Ark" brand	....	1 20
The Francis-Frost Co.'s British Navy deck	....	1 50

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.	0 04½	0 06
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "	....	0 06
Marine black	....	0 09
Chrome green	....	0 10
French Imperial green	....	0 12
Signwriters' black	....	0 16
Burnt umber	....	0 11
" sienna	....	0 11
Raw umber	....	0 11
" sienna	....	0 11

COLORS, DRY.

Common ochre, bbls	1 20	1 30
Yellow ochre (J.F.L.S.), bbls.	....	2 00
Yellow ochre (La Belle)	1 15	1 25
Brussels ochre	....	2 00
Venetian red (best), bbl	1 75	2 00
English oxides, per cwt	3 00	3 25
American oxides, bbls	1 25	2 00
Canadian oxides, bbls	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb	....	0 10
" umber, " "	....	0 10
Raw umber	....	0 09
Drop black, pure	....	0 09
Chrome yellow, pure	....	0 18
Chrome greens, pure per lb	0 09	0 10
Golden ochre	0 04	0 05
Ultramarine blue, in 28-lb. boxes, per lb.	0 06	0 18
Fire proof mineral, per 100 lb.	....	1 00
Genunie Eng. Litharge, per lb	....	0 07
Mortar color, per 100 lb	1 25	1 50
Pure Indian red, No. 45, lb.	0 08	0 10
Whiting, bbl	0 55	0 60
English vermilion in 30-lb. bgs.	....	0 95

BLUESTONE.

Casks, for spraying, per lb.	0 07
100-lb. lots, do "	0 08

WADE & BUTCHER'S "SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada.

PUTTY.

Bulk in bbls	1 90
Bulk in less quantity	2 05
Bladders in bbls	2 25
Bladders in kegs, boxes or loose	2 40
Bladders in 25-lb. tins	2 35
Bladders in 12½ lb. tins	2 65
Bladders in bulk or tins less than 100 lb.	2 90

VARNISHES.

	In 5-gal. lots. Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	....	1 25
" No. 1	....	1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine, brown japan	1 25	1 30
" black japan	0 85	1 20
" " No. 1.	0 50	0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75
Maple Leaf coach enamels; size 1, $1.20; size 2, 70c.; size 3, 40c. each.		
Sherwin-Williams' copal varnish, assorted case, from ½ pts. to 1 gal., $2.50.		

CASTOR OIL.

East India, in cases, per lb.	0 09½	0 10
" small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 20
" neatsfoot	....	0 90

GLUE.

Common	0 08	0 09
French medal	0 10	0 14
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads.	per lb.
Best thick white felt wadding, in ¾-lb. bags	$1 00
Best thick brown or grey felt wads, in ½-lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	....

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	5 50	10 00
Double bit, "	11 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 00	10 00

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.

Zinc	6 00
Copper, discount 15 per cent. off revised list.	

BATHS.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
5½ " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A per lb.	0 27
" B "	0 21
" C "	0 11½
Frictionless Metal "	0 23
Hercules "	0 15

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

No. "O" babbit	0 06
No. 1 babbit	0 08
Star "	0 10
Hercules "	0 15
Metallic "	0 20
Imperial "	0 30

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 45 per cent.		

Farm.

American, each	1 25	3 00

House.

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00
Blacksmiths', discount 40 per cent.		

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb	0 07½	0 12

BOLTS AND NUTS. Per cent.

Carriage Bolts, common ($1 list)	55 and 10
" full sq. ($2.40 list)	55 and 10
" " Norway Iron ($3 list)	50 and 10
Machine Bolts, all sizes	50 and 10
Plough Bolts	50 and 10
Blank Bolts	50 and 10
Bolt Ends	50 and 10
Sleigh Shoe Bolts	65 and 10
Coach Screws, cone point	66⅔ and 10
Nuts, square, all sizes, 3½c. per lb. off.	
Nuts, hexagon, all sizes, 4c. per lb. off.	
Stove Rods, per lb., 5½ to 6c.	
Nuts, in 50-lb. lots, ¼c. per lb. extra; in less than 50-lb. lots, ½c. extra.	

BOOT CALKS.

Small and medium, ball	per M.	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8	per doz	6 00
Henis, No. 9	"	7 00
Queen City	"	7 50

BUTCHERS' CLEAVERS.

German	per doz. 6 00	11 00
American	" 12 00	20 00

BUTCHER KNIVES.

Bailey's	per doz. 0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.		1 70
Ready roofing, 2-ply, not under 45 lb., per roll		0 85
Ready roofing, 3-ply, not under 65 lb., per roll		1 10
Carpet Felt	per ton	40 00
Dry Sheathing	per roll, 400 sq. ft.	0 35
Tar "	" 400 "	0 45
Dry Fibre	" 400 "	0 50
Tarred Fibre	" 400 "	0 60
O. K. & I. X. L	" 400 "	0 65
Resin-sized	" 400 "	0 40
Oiled Sheathing	" 600 "	1 10
Oiled "	" 400 "	0 70
Roof Coating, in barrels	per gal.	0 17
Roof " small packages	"	0 25
Refined Tar	per barrel	4 50
Coal Tar	"	4 00
Coal Tar, less than barrels	per gal.	0 15
Roofing Pitch	per 100 lb.	0 85

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent.

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent.
Gen. Bronzed per pair 0 40 0 65

CARPET STRETCHERS.

American	per doz. 1 00	1 50
Bullard's	"	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32	per gross	8 50 9 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt.	0 60 0 65
Red		0 05 0 06
Crayon	per gross	0 14 0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

Revolving Churns, metal frames—No. 0, $8 No. 1, $8.50; No. 2, $9.00; No. 3, $10.00 No. 4, $12.00; No. 5, $16.00 each. Ditto, wood frames, 20c. each less than the above. Discounts: Delivered from factories, 53 per cent.; from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.
Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

CLOSETS.	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. " " "	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
Low " " emb	10 20
Plain Richelieu	3 75
Emb. "	4 00
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " " emb'd.	12 30
Closet connection	1 25
Basins, P.O., 14-in	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.		2 00
Coil	"	0 88 1 60
English	"	2 00 4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters', discount 60 and 10 per cent.

We've Got You Solid

if you commence handling our

Building Papers, Roofing Felts and Wire-Edged Ready Roofing

BECAUSE our goods please your customers, and, after all, the consumer is the man behind the gun in such matters.

The Paterson Mfg. Co., Limited

Toronto and Montreal.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ....per 100 ft. 3 10

ELBOWS (stovepipe.)

5 and 6-inch, common....... per doz. 1 20
7-inch........................ " 1 35
Polished, 15c. per dozen extra.

ESCUTCHEONS.

Discount 40 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western............	70 and 10 per cent.
Arcade....................	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's..................	70 " 10 "
American..................	70 " 10 "
J. Barton Smith..........	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson, 60 and 10 to 60, 10 and	5 "
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to $1.50.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 50 ft.	Star Per 100 ft.	D. Diamond Per 50 ft.	D. Diamond Per 100 ft.
Under 26......	2 20	4 25	....	6 25
26 to 40......	2 40	4 65	....	6 75
41 to 50......	....	5 10	....	7 50
51 to 60......	....	5 35	....	8 50
61 to 70......	....	5 75	....	9 75
71 to 80......	....	6 25	....	11 00
81 to 85......	....	7 00	....	12 55
86 to 90......	....	7 75	....	15 00
91 to 95......	....	....	....	17 50
96 to 100......	....	....	....	20 50

GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

HALTERS.

Rope, ⅜-inch	per gross	....	....
Rope, ½ "	"	....	9 00
Rope, ⅝ to ¾-inch	"	....	14 00
Leather, 1-inch......	per doz.	3 87½	4 00
Leather, 1¼ "	"	5 15	5 20
Web................	"	1 87	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic ....per doz. 1 10 1 20

Sledge.

Canadian..............per lb. 0 07½ 0 08½

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe..............per doz. net 1 50 3 00
Store door.........per doz. 1 00 1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American.............per doz. 1 00 1 25

Plane.

American .... per gross 3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

Cross-Cut Saws.

Canadian............per pair 0 13¾

HANGERS. doz. pairs.

Steel barn door...............	5 85	6 00
Stearns, 4-inch	....	5 00
" 5-inch	....	6 50
Lane's covered—		
No. 11, 5-foot run	....	8 40
No. 11½, 10-foot run	....	10 80
No. 12, 10-foot run..........	....	12 60
No. 14, 15-foot run..........	....	21 00
Lane's O.N.T. track, per foot	....	0 04½

HARVEST TOOLS.

Discount 60 and 10 per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

HINGES.

Blind, Parker's, discount 16⅔ per cent.
Heavy T and strap, 4-in., per lb....... 0 06½
" " 5-in., " 0 06¼
" " 6-in., " 0 06
" " 8-in., " 0 05¾
" " 10-in., " 0 05½
Light T and strap, discount 65 and 5 per cent.
Screw hook and hinge—
6 to 10 in......... per 100 lb. 4 50
12 in. up.......... " 3 25
Spring.........per gro. pairs 10 50

HOES.

Garden, Mortar, etc., discount 60 to 60 and 10 per cent.
Planter.......... ... per doz. 4 00 4 50

HOLLOW WARE.

Discount 45 and 5 per cent.

HOOKS.

Cast Iron.

Bird cage............	per doz.	0 50	1 10
Clothes line..........	"	0 27	0 63
Harness..............	"	0 72	0 88
Hat and coat	per gro.	1 00	3 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples, Canadian discount 47½ per cent.

Wire.

Hat and coat, discount 45 per cent.
Belt ....per 1,000 .... 0 60
Screw, bright, discount 55 per cent.

HORSE NAILS.

"C" brand, 40, 10 and 7½ per cent. off list } Oval
"M" brand, 50, 10 and 5 per cent. } head
Countersunk, 65 per cent.
"Monarch," 66⅔ per cent.

HORSESHOES.

F.O.B. Montreal

Iron Shoes.	No. 2 and larger.	No. 1 and smaller.
Light, medium and heavy....	3 35	3 60
Snow shoes	3 60	3 85
Steel Shoes.		
Light	3 45	3 70
Featherweight (all sizes)......	4 85	4 85

F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.
Toe weight steel shoes........ .... 6 70

JAPANNED WARE.

Discount 45 and 5 per cent. off list, June 1899

ICE PICKS.

Star... ....per doz. 3 00 3 25

KETTLES.

Brass spun, 7½ per cent. discount off new list.
Copper................ per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.
Cabinet, trunk and padlock, American .... per gross 0 60

KNOBS.

Door, japanned and N.P., per doz..................	1 50	2 50
Bronze, Berlin....... per doz.	2 75	3 25
Bronze, Genuine .... "	6 00	9 00
Shutter, porcelain, F. & L. screw .... per gross	1 30	4 00
White door knobs....per doz.	0 95	1 00

HAY KNIVES.

Net prices.

LAMP WICKS.

Discount. 60 per cent.

LANTERNS.

Cold Blast....................per doz. 7 00
No. 3, "Wright's" .... " 8 50
Ordinary, with O burner. ... " 4 00
Dashboard, cold blast........ " 9 00
No. 0 .... " 5 75
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined......	per doz.	2 20	5 60
Galvanized..........	"	1 87	3 85
King, wood..........	"	2 75	2 90
King, glass..........	"	4 00	4 50
All glass	"	0 50	0 90

LINES.

Fish .... per gross 1 05 2 50
Chalk .... " 1 90 7 40

LAWN MOWERS.

Woodyatt, 12-in. wheel 7 50
Star " 5 50
Daisy " 4 90
Philadelphia, 10-in. wheel............ 6 00
Ontario, " 12 75
Discount, 50 per cent.

LOCKS.

Canadian, 40 to 40 and 10 per cent.
Russell & Erwin......per doz. 3 00 3 25

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am..... per doz. 0 50 6 00
Scandinavian........ " 1 00 2 40
Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'............	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae........	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS.

Canadian............ per doz. 5 50 6 50

MEAT CUTTERS.

American, discount 33⅓ per cent.
German, 15 per cent.
Gem ....each 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d and 3d	3 45	3 45
3d	3 10	3 12
4 and 5d......................	2 85	2 95
6 and 7d	2 75	2 80
8 and 9d	2 60	2 60
10 and 12d	2 55	2 55
16 and 20d....................	2 50	2 50
30, 40, 50 and 60d (base)	2 45	2 45

Cut nails in carlots 5c. less.
Wire nails in carlots are $2.40.
Cut nails in carlots are $2.40 base.
Galvanizing 2c. per lb. net extra.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 30 per cent.
Flour barrel nails, discount 25 per cent.

NAIL PULLERS.

German and American 1 85 3 50

NAIL SETS.

Square, round and octagon, per gross.................... 3 38 4 00
Diamond 12 00 15 00

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60, 10 and 5 per cent.
2-in. Mesh, 18 w.g. and heavier, 50 p.c.

OAKUM.

Navy ....per 100 lb. 6 00
U.S. Navy.......... " 7 25

OILERS.

McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Zinc and tin, discount 50, 50 and 10 per cent.
Copper .... per doz. 1 25 3 50
Brass.............. " 1 50 3 50
Malleable, discount 25 per cent.

GALVANIZED PAILS.

Dufferin pattern pails, discount 45 per cent.
Flaring pattern, discount 45 per cent.
Galvanized washtubs, discount 45 per cent.

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails, dis. 40 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen 6 00 9 00

PICTURE NAILS.

Porcelain head ......per gross 1 35 1 50
Brass head.......... " 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins ....per gross 7 80
1 " " .... " 9 60

PLANES.

Wood bench, Canadian discount 40 per cent., American discount 50 per cent.
Wood, fancy Canadian or American, 37½ to 40 per cent.

PLANE IRONS.

English ....per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
German .... " 0 60 2 60

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 per cent.
"J.M.T." Cushion work, discount 50 per cent.
Fuller work, discount 65 per cent.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. With, in lots of 2 dozen and over, an extra discount of 10 per cent.
"J.M.T." Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 65 per cent.
"J.M.T." Radiator Valves, discount 55 per cent.
Standard Radiator Valves, discount 65 per cent.
Patent Quick-Opening Valves, discount 70 per cent.
No. 1 compression bath cock......net 2 00
No. 4 " " " ...... " 2 00
No. 7 Fuller's .... " 2 20
No. 4½, " .... " 2 35
Patent Compression Cushion, basin cock, hot and cold..........per doz. 15 00
Patent Compression Cushion, bath cock, No. 2208 .... 2 25
Square head brass cocks, discount 60 per cent.
" " iron " " 60 "
Competition Globe, Angle and Check Valves, discount 70 per cent.
Competition Quick-Opening Radiator Valves discount 70 per cent.

WINDOW GLASS —TO IMPORT.

Prompt Deliveries

EVERY KIND OF PLATE AND WINDOW GLASS IN STOCK.

BENT GLASS of all kinds, our own manufacture. **Closest Prices.**

TORONTO PLATE GLASS IMPORTING CO.,

Hill & Rutherford

Warerooms and Offices—135 to 143 Victoria St.
Bending Works—209 to 213 Victoria St.

TORONTO

PRESSED SPIKES.

Discount 22½ per cent.

PULLEYS.

Hothouse	per doz.	0 55	1 00.
Axle	"	0 22	0 33
Screw	"	0 27	1 0)
Awning	"	0 35	2 50

PUMPS.

Canadian cistern	1 80	3 60
Canadian pitcher spout	1 40	2 10

PUNCHES.

Saddler's	per doz.	1 00	1 85
Conductor's	"	9 00	15 00
Tinners', solid..........	per set	....	0 72
" hollow......	per inch	....	1 00

RANGE BOILERS.

Dominion, 30 gallon	net	6 00
" 35 "	"	7 00
" 40 "	"	8 00
Ronald's Galvanized, 30 gallon,	"	7 40
" " 35 "	"	8 40
" " 40 "	"	9 60
Copper, 30 gallon................	"	22 00
" 35 "	"	24 00
" 40 "	"	28 00

Discount off copper boilers 10 per cent.

RAKES.

Wood............ per doz. net 1 20 up.

RAZORS. per doz.

Elliot's	4 00	18 00
Geo. Butler's & Co.'s..........	4 00	18 00
Boker's	7 50	11 00
" King Cutter	12 50	15 00
Wade & Butcher's............	3 60	10 00
Theile & Quack's	7 00	12 00
Bailey's	6 00	12 00
Bailey's Brantford	10 00	11 00
Carbo Magnetic..............	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65................	....	13 00
Griffon Safety Razors........	...	13 50
Griffon Stropping Machines..	....	13 50

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, discount 60 and 10 per cent.
Iron Burrs, discount 55 per cent.
Extras on Iron Rivets in 1-lb. cartons, ½c. per lb.
Extras on Iron Rivets in ½-lb cartons, 1c. per lb.
Copper Rivets, with usual proportion burrs, 45 per cent. discount. Cartons, 1c. per lb. extra, net.
Copper Burrs only, discount 30 and 10 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. cartons, 1c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal..................................	0 12
Pure Manilla	0 14
"British" Manilla....................	0 12
Cotton, 3-16 inch and larger	0 16
" 5-32 inch	0 21
" ⅛ inch	0 22
Russia Deep Sea	0 15
Jute..................................	0 08
Lath Yarn, single	0 11
" double	0 11½
Sisal bed cord, 48 feet........per doz.	0 65
" " 60 feet .... "	0 80
" " 72 feet.... ... "	0 95

RULES.

Boxwood, discount 55 and 10 per cent.
Ivory, discount 37½ to 40 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 70
" No. 50, nickle-plated, "	0 80

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent.
Emery, discount 40 per cent.
Garnet (Rurton's), 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 9 50

SAWS.

Hand, Disston's, discount 12½ per cent.
S. & D., discount 40 per cent.

Crosscut, Disston's....	per foot	0 35	0 55

S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete..........	each	0 75	2 75
" frame only		....	0 75

SASH WEIGHTS.

Sectional..........	per 100 lb.	2 50	2 75
Solid	"	1 75	2 00

SASH CORD.

Per lb.....	0 23	0 30

SAW SETS. per doz.

Lincoln and Whiting	4 75
Hand Sets, No. 1 Woodyatt (Morrill)	4 25
X-Cut Sets, No. 3 Woodyatt (Morrill)	9 50

SCALES.

Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 55 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren's new Standard, discount 40 per cent.
" " Champion, discount 55 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's	per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 3-in. style..........per doz.	6 60
Common doors, 2 or 3 panel, yellow and green stained, 3-in. style....per doz.	6 80
Common doors, 2 or 3 panel, in natural colors, oil finish ....per doz.	8 15

4-in. style 20c. per dozen extra.

SCREWS.

Wood, F. H., bright and steel, discount 87½ and 10 per cent.
Wood, R. H., bright, dis. 82½ and 10 per cent.
" F. H., brass, dis. 80 and 10 per cent.
" R. H., " dis. 75 and 10 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ and 10 per cent.

Bench, wood	per doz.	3 25	4 00
" iron	"	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net..................	5 00	8 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Bailey Cutlery Co., full nickeled, discount 60 and 2½ per cent.
Bailey Cutlery, Japan Handles, discount 67½ per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 40 and 5 per cent.

SINKS.

Steel and galvanized, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews'	4 50	11 50

SOLDERING IRONS.

1, 1½-lb................	per lb.	....	0 37
2-lb. or over	"	....	0 34

SQUARES.

Iron, No. 493	per doz.	2 40	2 55
" No. 494	"	3 25	3 40

Steel, discount 60 to 60 and 5 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list.

STAPLES.

Galvanized	3 25	3 50
Plain	2 90	3 15

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador.............	"	....	0 13
" Axe..........	"	....	0 15
Turkey	"	....	0 50
Arkansas..............	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 2-in., 40 to 200 lb.,	per ton	....	25 00
" " under 40 lb.,	"	....	28 00
" under 2 in. thick,	"	....	29 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch........ " "	....	7 50

ENAMELINE STOVE POLISH.

No. 4, 3 doz. in case..net cash	....	4 80
No. 6, 3 doz. in ase.. "	...	8 40

TACKS, BRADS, ETC.

Cheese-box tacks, blued	80 and 12½
Trunk tacks, black and tinned..	85
Carpet tacks, blued	80 and 15
" " tinned............	80 and 20
" " (in kegs)..........	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk........................	80 and 10
In dozens	75
Swedes, upholsterers', bulk ...85, 12½ and 12½	
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned........................	75 and 12½
Zinc tacks	35
Leather carpet tacks............	55
Copper tacks....................	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned..............	65 and 10
Clout nails, blued	65 and 5
Chair nails......................	35
Patent brads....................	40
Fine finishing..................	40
Lining tacks, in papers..........	10
" " in bulk............	15
" " solid heads, in bulk	75
Saddle nails, in papers..........	10
" " in bulk............	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails..........	25
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" " " bulk....	40
Shoe nails	60
Clinch and duck rivets..........	45

TAPE LINES.

English, ass skin	per doz.	2 75	5 00
English, Patent Leather		5 50	9 75
Chesterman's	each	0 90	2 85
" steel........	each	0 80	8 00

TINNERS' SNIPS.

Bailey's, discount 25 per cent.

THERMOMETERS.

Tin case and dairy, discount 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.
Game, H. & N., P. S. & W., 65 per cent.
Game, steel, 72½, 75 per cent.

TROWELS.

Disston's, discount 10 per cent.

German..............	per doz.	4 75	6 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian	per lb.	....	0 27
Wrapping, cotton, 3-ply		....	0 19
" " 4-ply		....	0 23
Mattress	per lb.	0 33	0 45
Staging................	"	0 27	0 35

VISES.

Wright's.	....	0 13½
Brook's......................	....	0 12¾
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2......	....	5 50
Saw Vise	4 50	9 00

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Smooth Steel Wire.

No. 0-9 gauge........................		$2 50
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15 ., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, discount 25 per cent. List of extras: In 100-lb. lots: No. 17, $5 No. 18, $5.50 No. 19, $6 No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8 No. 25, $9 No. 26, $9.50 No. 27, $10 No. 28, $11 No. 29, $12 No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.

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Copper wire, discount 62½ per cent. net cash 30 days, f.o.b factory.

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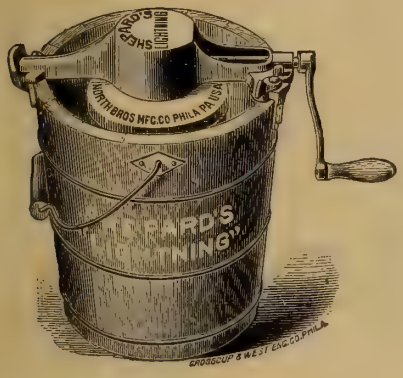

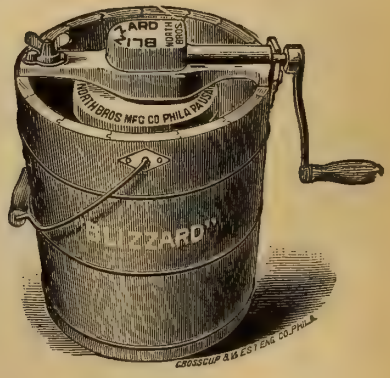

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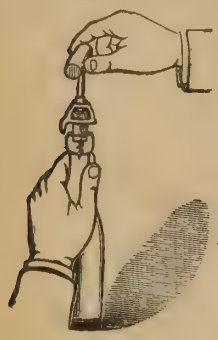

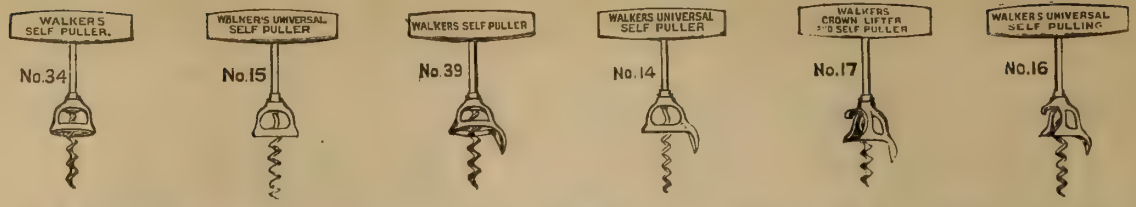

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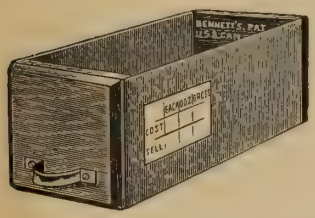

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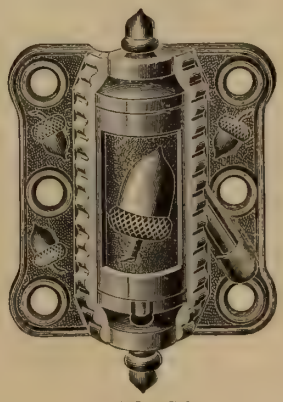

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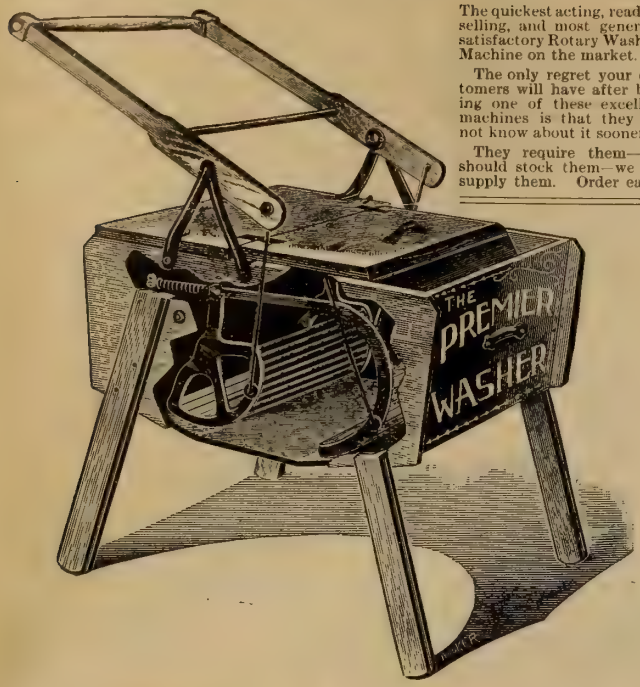

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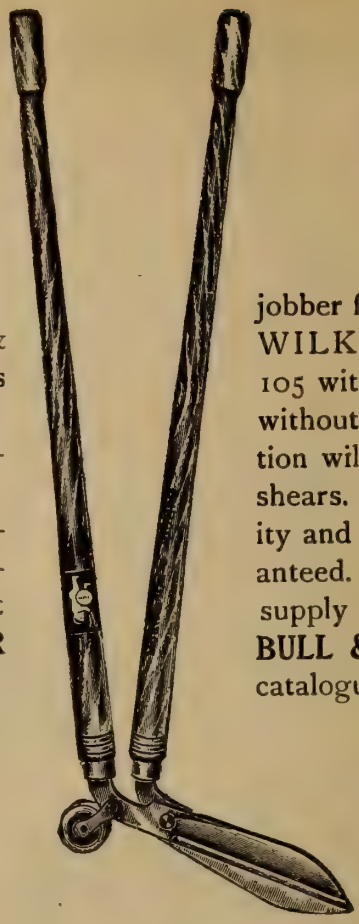

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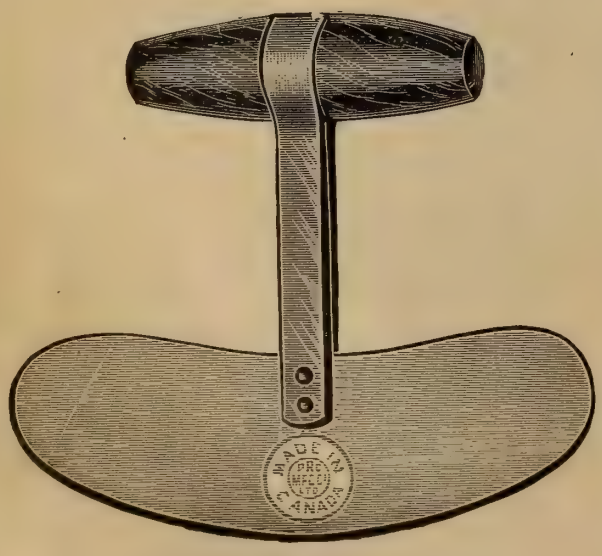

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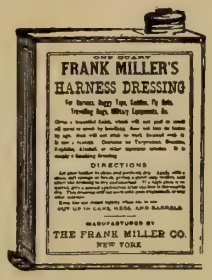

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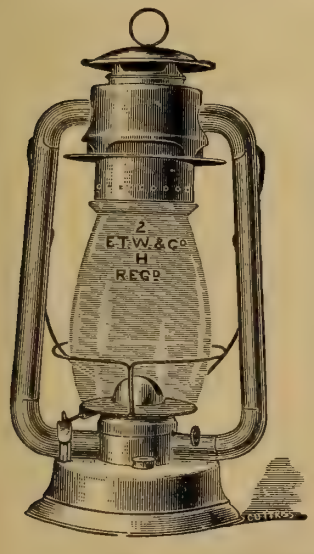

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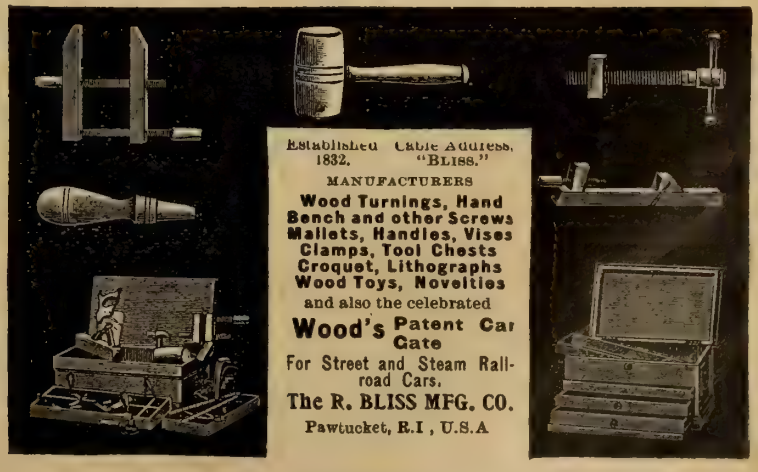

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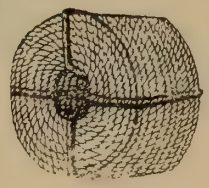

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Bolt Rope	Lobster Marlin
Hide Rope	Paper Cord
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Deep Sealine	Hay Rope
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Plow Lines	Sand Lines

"RED THREAD" Transmission Rope from the finest quality Manila hemp obtainable, laid in tallow.

CONSUMERS CORDAGE COMPANY, Limited

Western Ontario Representative—
WM. B. STEWART,
Tel. 94 27 Front St., West, Toronto.

MONTREAL, QUE.

INDELIBLO.

Read about this and learn of the Famous Cold Water Paint.

Indelibio is a dry powder. It comes in a number of beautiful colors and a pure snow white. It only requires to be mixed with cold water to produce a splendid paint. **Indelibio** is washable, sanitary, fireproof, weather-proof and durable for interior and exterior on all kinds of buildings.

The white is splendid for lighting up dark corners, shafts, alleyways, elevators and everything requiring a pure white. There's money in **Indelibio**. Send for color card and particulars.

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THE MURALO COMPANY, New Brighton, Borough of Richmond, New York.

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BEST SIEMENS STAMPING ENAMELLING BLACK PLATES,

CIRCLES, RECTANGLES, Etc.

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Heavy Machine Tools, and Electric Cranes.
Built for the heaviest requirements of modern practice.

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Inquiries solicited. Send for our Catalogue of Machine Tools.

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MONTREAL *VANCOUVER*

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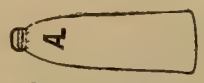
AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST
OUR TRADE A MARK

The Value of Annealing.

Annealing is the most costly step of mantle making—consequently a cheap mantle cannot be properly annealed—That is the reason a cheap mantle caves in like this if you lay it on its side, after burning off the coating—Try one—They injure your trade.

Mantles branded A are thoroughly annealed over pressure gas—They fit the burner—They don't shrink—They stand up this way—They are reliable—They help your trade.



—We are the sole manufacturers of A mantles.
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Lowest prices on Mantles, Shades, Chimneys, Globes and Sundries.

AUER LIGHT CO., MONTREAL.

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PATENTED 1874.

The King of Centre-Adjustment Clippers still remains unsurpassed after a run of nearly

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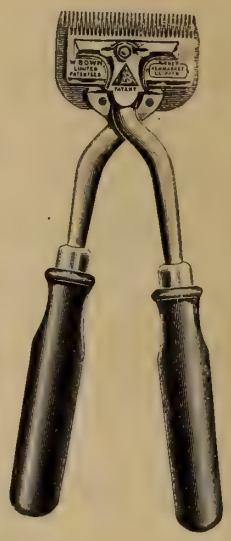

The Improved B. PATTERN "NEWMARKET"

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Detachable Plates.
Improved Cap with Long Bearing.
Rigidity and Easy Running.
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All Parts Interchangeable.

MANUFACTURED SOLELY BY

BURMAN & SONS, LIMITED

BIRMINGHAM, ENGLAND.

Toronto, December 27th, 1902.

We thank our Customers for the very large share of business with which we have been favored during the past year.

We are making preparations to do a larger trade than ever next year, and prompt shipment of orders may be relied upon.

We wish one and all a Happy and Prosperous New Year.

KEMP MANUFACTURING CO.
TORONTO, CANADA.

HARDWARE AND METAL

VOL. XIV. MONTREAL AND TORONTO, DECEMBER 27, 1902. NO. 52.

President:
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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LAPSED PATENTS.

IN the patent law, as at present expounded by the courts, there exist many strange inconsistencies. A recent case in which action was brought by the General Engineering Co. against the Dominion Cotton Mills Co. demonstrates this. The action was brought for infringement for a patent for an automatic stoker.

The facts of the case are as follows: Patents for the automatic stoker were applied for in Canada, Great Britain and Italy on March 1, 1892. The patent for Italy was granted first. Next the patent for Great Britain, and lastly the Canadian patent. The British patent lapsed in 1897 and the Italian patent in 1898, for failure to pay the fees at the patent office. Next year the action for infringement was brought.

The trial judge interpreted the Canadian Patent Act literally, where it provides that "if a foreign patent exists, the Canadian patent shall expire at the earliest date on which any foreign patent for the same invention expires." The British patent had expired in 1897 and consequently the Canadian patent expired contemporaneously. The judge accordingly dismissed the action.

On appeal the Supreme Court of Canada reversed this judgment in favor of the plaintiffs, on the ground that the section of the Act referred to only applied to cases where the patentee had actually secured the foreign patent before making his application in Canada.

The case was thereupon taken before the Judicial Committee of the Privy Council, and the decision of the trial judge sustained. Their Lordships could find no reason for putting on the case the restricted meaning assigned to the words of the Act by the Supreme Court of Canada.

Holders of patents, who also have their inventions patented in other countries, will have to watch their foreign patents very closely. The moment a foreign patent lapses, that same instant the Canadian patent lapses as well. The difficulty may, however, be obviated by retroactive legislation on the part of the Canadian Parliament.

A BUSINESS MAN FOR MAYOR.

Ald. Daniel Lamb has announced himself as a mayoralty candidate in Toronto. It is to be hoped he will be the choice of the citizens.

His success as a business man enabled him to retire some years ago with a substantial fortune, and for many years he has devoted his time and his energies to the public good. He is essentially a public-spirited citizen. Mr. Lamb has had a long municipal, as well as a long business experience, two qualifications rarely found in one man.

The business men of the "Queen City" should certainly think twice before they vote for either of his opponents, both of whom are lawyers. It is to be hopod, therefore, that they will do all in their power to secure his election by a handsome majority.

MARCONI'S SUCCESS.

MARCONI has succeeded in transmitting messages across the Atlantic without wires. The impossible of five years ago has now become an accomplished fact. By the utilization of the most improbable agencies the desired end has been secured. Marconi has veritably discovered a new world just as his countryman, Christopher Columbus, 400 years ago overcame the prejudices of his contemporaries and showed them that land existed far across the western seas.

The perplexing problem which contronts the world, and especially the commercial world, just now is whether or not this new system is going to supersede the old cable system. On the one hand, it is pointed out that the telephone has never superseded the electric telegraph for certain uses. On the other hand, the telephone and the telegraph never came into such direct competition as this new system will undoubtedly enter into with the established system.

It resolves itself mainly into an economic problem. Can the new system effect the work of the old system as well and as cheaply? If so, there can be little doubt but that it will injure the business of the old system and detract from its commercial value.

But there are as yet several inconveniences connected with the wireless system. Principal among these is the danger of interception. So far as we know, there is no means of confining the message solely to its desired destination.

One thing is certain and that is that, if the cable system is to be superseded, the process will be a gradual one. The Marconi system cannot be perfected and will not be adopted in a moment. There will be no commercial crisis when the one is exchanged for the other. In all probability it will be the cable companies themselves who will gradualty supplement their systems with the more approved features of the wireless system.

A POSSIBILITY OF RECIPROCITY IN COAL.

WITHIN the last couple of weeks two resolutions providing for reciprocity with Canada in coal have been introduced in the United States Congress. The first resolution was introduced in the House of Representatives by Hon. Samuel W. McCall, of Massachusetts. The second was introduced in the Senate by Senator Lodge, also of Massachusetts. These resolutions are naturally creating a good deal of interest on both sides of the line, and particularly that of Senator Lodge, one of the most prominent men in the Republican party in the United States. But the fact that reciprocity in coal is within the field of possibility is the chief cause.

Neither of the resolutions appears to be of the "catch-penny" type or framed with the desire to catch votes. Representative McCall's Bill grants authority to the President to enter into negotiations with the British Government for the admission of coal free from the Dominion of Canada whenever "that country shall make a similar concession to us." Senator Lodge's Bill provides for the admission of "coal free of duty from Canada when the President is satisfied that no duty is imposed by that country on coal from the United States."

In a recent interview in The Outlook of New York, Senator McCall said: "The amount of coal bought from Nova Scotia by New England is nearly but not quite so great as the amount bought by Canada (the Province of Ontario principally) from Ohio, Pennsylvania and West Virginia. The removal by Canada of the duty upon our coal in return for the removal by us of the duty on Canadian coal would greatly benefit the people, and, I believe, the people of both countries. Coal thus forms an ideal reciprocal item, or as nearly so as any can be."

During a speech delivered over two months ago at Northampton, Mass., Senator Lodge expressed himself emphatically in favor of reciprocity in coal with Canada, and, among other things, said: "I am ready to vote for a Bill—I would be glad to introduce one—authorizing the President to proclaim the abolition of all duties on Canadian coal when Canada removed her duty on American coal."

The duty on bituminous coal in Canada is 53c. per ton of 2,000 lb. Anthracite coal, it will be remembered, was placed on the free list in 1886. In the United States the duty on coal is 67c. per ton of 2,240 lb.

Coal has been a negotiable quantity in all reciprocal trade movements between Canada and the United States. In the Reciprocity Treaty of 1854, abrogated by the United States in 1865, coal was one of the products of both countries that was put on the free list.

It is altogether likely that it would have again been put on the free list by both countries under the provisions of the Washington Treaty of 1871 were it not for the indiscriminate action of the Dominion Parliament in removing the duty on both coal and salt at the very time the Canadian and British Commissioners were at Washington negotiating the treaty.

Notice To Advertisers.

Thursday next being New Year's Day the forms of HARDWARE AND METAL will go to press one day earlier than usual for the issue of January 3.

Will advertisers please note that all new copy and changes must be in our hands on **TUESDAY, 30th** inst? We cannot guarantee to change advertisements after that date.

THE PUBLISHERS.

The Americans, it will be remembered, wanted access to our fisheries. And during the progress of the negotiations at Washington one of the propositions made by the Commissioners representing the United States was, in return for those privileges, that Canadian coal, salt and fish —and three years later lumber—should be admitted free. Canada was, of course, to reciprocate in kind. This proposition seemed to find general favor in the United States. In fact, one branch of the American Congress had already passed a measure making coal and salt free, and it was believed that the Senate would acquiese. But on April 17, only a few weeks after the final proposition had been made by the American Commissioners, the offer was suddenly withdrawn, opposition having developed against it in the country.

Later, when introducing in the House of Commons his Bill to ratify the Washington Treaty as finally drafted by the Commissioners, Sir John Macdonald, who was one of the Commissioners representing Great Britain and Canada, said that one of the American Commissioners expressed his surprise at the opposition which had developed to the proposal to place coal and salt on the free list. "I know right well what the reason was," continued Sir John. "The monopolists having control of American coal in Pennsylvania and salt in New York, so long as the treaty would open to them the markets of Canada for their products, were willing that it should carry, because they would have the advantage of both markets, but when the duty was taken off in Canada, when you had opened our market to them, when they had the whole control of their own market and free access to ours, whether for coal or salt, the monopolists brought down all their energies upon their friends in Congress, and through them a pressure on the American Government for the prevention of admission of Canadian coal and salt into the American market, and from that, I have no doubt, came the withdrawal by the American Commissioners of their offer. * * * Under the circumstances, Mr. Speaker, I found myself powerless."

In a letter which Sir John Macdonald wrote to Dr. (now Sir Charles) Tupper from Washington, after the American Commissioners had withdrawn their offer, he said: "I am convinced that his (Commissioner Fish) reason is the unfortunate repeal of the coal and salt duties in the Canadian Legislature."

It was unfortunate. And it is still unfortunate that the two countries impose a high duty against the coal products of each. Nature certainly never intended that such a condition of affairs should exist. The coal of Nova Scotia is wanted by the manufacturers of the New England States. Ontario has to depend upon the mines of Pennsylvania, Ohio and Virginia for its supply of coal for heating and manufacturing purposes. With Manitoba it is practically the same. Out on the Pacific Coast and the nearby States the natural source of supply is the coal mines of British Columbia.

But what Nature designed the politicians have thwarted It is to be hoped that the politicians of both countries will set themselves to the task of remedying the present unnatural state of affairs as far as coal is concerned.

THE WORLD'S COPPER MARKETS.

THE copper markets of the world have during the past year, by reason of their weakness, been attracting attention. The Ironmonger recently had the following article on the supplies of copper:

"The remarkable developments in copper mining during the last few years have resulted in a heavy addition to the output of the metal, while a still greater increase is in prospect, notwithstanding the fact that the position of some of the hitherto largest producers is yearly becoming more difficult, owing to the lessening percentage-value of the ore mined on their properties and the increasing depth of the workings. Development work has been especially active in North America, where unusually important discoveries have been made, especially in the Senora district of Mexico and in Arizona.

THE CAUCASUS AND CANADA

also promise well, and rumor has it that extensive copper deposits exist in the territory owned by the British South Africa Co. The last-named supplies, if they exist, are hardly likely to have any serious influence upon the market for years to come, but the contributions coming from some of the other quarters named are already making themselves felt. Mexico, indeed, seems to possess possibilities which it is difficult to over-estimate; and that if that country continues to be moderately well governed it will probably soon take a much higher place upon the list of producers than it has hitherto done. The best-known copper property of Mexico is that of Boleo, which is owned by a French company. The Rothschilds are said to be interested in this company, and also in the Inguaran deposits, which are expected to prove of first importance, and which have already been brought into railway communication with the Pacific. Another

IMPORTANT MEXICAN PROPERTY

is that owned by the Greene Consolidated Co. at La Cananea. This mine is already marketing about 4,000,000 lb. of refined copper a month—an output which is likely to be increased to 6,000,000 lb. monthly before the year closes. The Phelps-Dodge interests own the Nacosari mine—another promising Mexican property—as well as the Moctezuma mine in Sonora, just near the border line separating Mexico from the United States. The last-named mining property is said to produce already at the rate of between 7,000 and 8,000 tons of copper annually. The Candela mine, which yields a sulphide ore of low grade, is another important property. The fiasco of the Panuco mine in Mexico and its £500,000. capital, however, is yet fresh in the memory of those interested in the metal.

THE TERRITORY OF ARIZONA

is rapidly developing into a copper-producing district of the first importance, such mines as the United Verde (temporarily shut down owing to a fire in the workings), the Copper Queen, the Old Dominion and the Arizona Copper Co. being well-known producers, whilst amongst the new-comers, of which great things are expected, are the Shannon and Treadwell. The deposits in the State of Montana are practically in the hands of the Amalgamated Copper Co., but a few of the less important are controlled by the Heinze group. Montana contains the Anaconda mine, a property once of almost fabulous richness, and even now, after years of working, the largest individual producer in the world. Like many other copper mines the Anaconda was started as a silver property—this was in the early eighties—but silver soon ceased to be a payable deposit, and gave place to high-grade copper ore. The mine has been on fire since 1890, and will probably continue for years yet in spite of vigorous effects to extinguish the flames, 100 men being permanently employed in fighting them. In addition to the Anaconda mine, Montana contains the Butte and Boston, the Boston and Montana and the Parrott properties, all controlled by the Amalgamated Copper Co., and all are highly productive. The State of Utah seems to be becoming a more and more important producer, and the mine of that name which works rich self-fluxing copper-gold-silver deposits of ore is credited with being able to lay down refined copper at 5c. per lb. in New York. A good deal of development work has also been done in the Ducktown district of Tennessee, where the ores are mostly low-grade sulphides.

THE LAKE SUPERIOR MINES

number scores of properties, but the Calumet and Hecla, the world's largest mine, towers above them all with an output, in 1901, of 39,000 tons of refined copper. The production of the lake mines during 1901 was about 156,000,000 lb., but during the present year, owing to certain extensions of plant and the fact that a number of new concerns have commenced operations, it will probably reach 176,000,000 lb., while the total United States production for the months of April to August of this year shows an increase over that of the same period of 1901 of more than 18 per cent. The newly-opened mines, being all based as business undertakings on a copper quotation of about 11c. per lb., can well afford to work at the present price of the metal. Canada is rapidly coming to the fore, her output in 1901 having been 18,800 tons, an increase on the year of 10,000 tons, whilst in Chile and Bolivia American operators are very busy.

THE EXPECTED INCREASE.

"The expectations of a material increase in the copper supplies from countries outside North America have not been realized to any great extent. Great hopes were raised that the Etruscan Copper Co., of Italy, would take its place amongst the "big mines" of the world, but at present the very existence of payable copper in its deposits is doubtful. The copper-mining prospects in the Caucasus district are said to be good, and already one company has an extensive plant on order. Copper is known to exist in China, and there are valuable, but as yet not commercially accessible, deposits in German South-Western and Central Africa. Australasia, too, is a promising and increasingly productive field, although developments are hindered in many localities by a variety of causes, amongst which drought is at present the most serious. Lack of water is checking copper mining in Scandinavia, where the metal is widely distributed, though with a few exceptions the properties have proved but third-rate producers. Japan contains rich deposits, but there are no signs of her output being materially increased.

TAKING A SURVEY

of the position there appears no reason to anticipate that the world's demands for the metal in the near future will outstrip the supply, although it is possible that deliberate attempts may be made to make the contrary appear to be the fact. Production is growing steadily all over the world, whilst it is doubtful whether the actual consumption of the metal is anything like as large as it is represented as being in certain optimistic quarters. Consumers need not anticipate any real scarcity of copper, although there are signs that powerful interests are trying to create a fictitious scarcity of supplies in Europe. The same policy was tried with disastrous results to its authors only a few months ago, and another attempt of a similar nature will almost certainly come to grief."

A large New York department store had an advertisement offering three percentages of discount. First they said they would save you from fifteen to fifty per cent. Further on—"We'll save you from twenty to forty per cent." At the end they said: "A third less than elsewhere is a fair average on which to base your calculations."—Chat.

ADVERTISING CHATS.

By A. B. Caswell,

IN my last chat with the retail advertiser I endeavored to impress upon him the importance of securing the confidence of his customers. This, as I said, is to be done by advertising only goods which possess merit. Or, if wishing to sell out something which is of inferior quality, to state the fact in plain language. In general—backing up plain statements with honest goods.

Having once secured the confidence of the public as an advertiser who means business, the hardest part of the work is over, so far as the merchant is concerned. So much newspaper space is used in advertising fakes and frauds, imaginary bargains, and so on, that the public are skeptical, especially of statements which are painted too brightly. Be careful, then, to clothe your remarks in language which contains simple statements of facts. Do not let them be too staid, however. Give them color enough to attract attention and to keep it.

GREAT REFORMS COME SLOWLY.

I have said that having once gained the confidence of the public the hardest part of the work is over. So it is, but do not imagine that this can be done without a great deal of patient and persistent effort. Do not expect to do it by one advertisement, or two, or five, or perhaps even ten. Great reforms come slowly—It is a great reform to win a customer from some store, where he has been dealing for years, perhaps, and where he is fairly well if not entirely satisfied with the treatment he has received. It is a great reform to get people to buy goods which they do not want at all, or, some other article in preference to goods which they do want. But such reforms as these have been made, and many more equally great, if not greater, directly through the medium of good advertising. Do not get discouraged if results do not come at once. The names of the victims of one or two-insertion advertising is legion, while the names of those who have built up splendid businesses from judicious and persistent advertising is spelled with the same letters.

PERSISTENCY THOU ART A JEWEL.

Take it in your own business. The salesman for some manufacturer or wholesaler calls eleven times, and the twelfth time he gets an order. Isn't it so? A good salesman expects to do it. It's tiresome, and it looks like time and money wasted, but he knows it isn't. He is pleasant about it and persistent and patient.

By and by the merchant says: "That fellow must have a good thing, or he wouldn't stick at it so well. I'll try a little anyway."

The eleven calls were advertising. An advertisement may go eleven times to the public before it convinces them, but if it is a good advertisement of a good article or commodity in a good newspaper, it will accomplish the result in time. It 's a certainty — it has been proven. The old saw, "Consistency, thou art a jewel," would read equally as well if the prefix in the first word was spelled PER-

DO NOT CROWD YOUR SPACE

Do not try to put too much matter into your advertising space. If you do you are going to lose your chance of inviting custom. The public, unless they are tremendously interested, are not going to wade through a mass of small type. If you cannot condense your matter so as to look well in your regular space, take a little extra space (the publisher is always glad to supply it pro rata) and give the ad. a chance. Look at this also the same as you would in your own business You would never think of trying to put a peck and a half of apples into a peck measure, or five quarts of coal oil into a gallon can. Yet, many a merchant expects a printer to crowd 400 lines of matter into a 200 or 300-line space, and feels disappointed if the result is not a success.

DECIDED RESULTS.

The Canada Hardware Co., Limited, Montreal, under date of December 17, 1902, write: "We have carefully watched our advertising, and our experience has been that we have decided results from advertising in HARDWARE AND METAL. From a recent ad. we had in your paper we received replies from every part of the Dominion and a few from England. This, we think, proves that your circulation takes up all the hardware dealers in this country of any account."

Make your sentences short and crisp. Imagine you have your prospective customer already on the other side of the counter. Rub it in hard; but be quick about it. They will like you better for it.

THE PREPARATION OF COPY.

If at all possible prepare the copy yourself, or, if not, leave the preparation in the hands of some competent person, always, however, personally supervising the work. Do not leave the preparation of copy to your office boy, who is probably in a hurry to get home and has a variety of other matters to attend to, of which the ad. is to his mind the least important. If your office boy is your ad. expert, and he is no better than the general run of office boys, you may expect to get "office-boy" results, probably $2 or $3 per week. The most successful advertisers to-day are those who devote a part of their own time to their advertising, giving it the same attention they would any other detail of their business. I know one large and successful merchant, who, if he does not get time during the day, sits up half the night, if necessary, to prepare his advertisement. Often our best ideas come to us in the "wee sma' hours," and this reminds me of a gentleman friend of mine of a literary calling, who keeps a pencil and writing-pad by the head of his bed all night, and who, whenever an idea strikes him in a waking moment, immediately feels for the pad and jots it down roughly in the dark. In this way he has received and kept for use many of his brightest inspirations.

TOM PEPPER'S ADVERTISING EXPERIENCE.

By G. H. Tudhope, Woodstock, Ont.

Tom Pepper launched out on the rough sea of trade,
With a nice little stock in a nice little store,
With the saving of years the whole stock was paid,
And Tom had a chance as few men had before.

The days passed by and he did fairly well,
But the trade didn't grow as he thought;
Each one that came he would generally sell,
But the crowd didn't come as they ought.

Bye-and-Bye Tom grew troubled and downhearted got,
His shelves were a playground for flies;
He didn't feel better when a friend said he ought
To "spruce up" and then "advertise."

"Advertising costs money—won't do any good,"
He said, "All the folks know I'm here—
They know I sell groceries—all kinds of food,
And an ad. will not help me, I fear."

At last by much coaxing and talk,
(Even Tom's wife was surprised)
That week he arranged and cleaned up his stock,
And the next, for a change, advertised.

Each week his ad. in The Echo was seen,
And then people came to the store,
Now Tom is brighter than he's ever been,
And his worst business troubles are o'er.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

RAOUL LAPIERRE, a well-known contractor, etc., of the city of Montreal, has consented to assign. A meeting of his creditors will probably be held at an early date.

M. Rousseau, general merchant, of Warwick, Que., has compromised.

J. Talbot & Fils, general merchants, of St. Eulalie, Que., have compromised.

C. W. Anderson & Son, bankers, of Oakville, Ont., have assigned to E. R. C. Clarkson, Toronto.

V. E. Paradis has been appointed curator of W. O. Langevin, general merchant, Grand Mere, Que.

A meeting has been called for December 27 to appoint a curator of N. Laliberte, general merchant, of St. Nicholas, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

Dufresne & Cie, lime burners, Montreal, have dissolved.

Haddad & Checralla, general merchants, Gracefield, Que., have dissolved partnership.

H. & J. R. Green, agricultural implement agents, Moose Jaw, N.W.T., have dissolved.

There has been registered a dissolution of The National Syndicate Match Company, St. Raymond, Que.

George Will, agricultural implement agent, Prince Albert, N.W.T., has admitted —— Mansell as partner.

SALES MADE AND PENDING.

The assets of D. Houle, contractor, of Montreal, have been sold.

The assets of Amable Dalphe, general merchant, Varennes, Que., have been sold.

The assets of J. E. Heon, general merchant, of St. Eulalie, Que., have been sold.

The estate of Thomas Earle, harnessmaker, of Port Hope, Ont., is advertising his business for sale.

A. Brohmann, carriagemaker and blacksmith, Mildmay, Ont., is advertising his blacksmith business for sale.

CHANGES.

T. Rochon & Fils, builders, Montreal, have registered.

Alex. Ross, blacksmith, Melita, Man., is succeeded by W. Turner.

The Century Agency, manufacturers' agents, Montreal, have registered.

Wm. Walkey, blacksmith, of Newdale, Man., has sold out to Crossley Bros.

H. D. Ferris, agricultural implement agent, Wetaskiwin, N.W.T., is succeeded by S. C. Switzer.

Dell. Tremblay, agricultural implement agent, Sarnia, Ont., has sold out to Tanner & McConnell.

W. J. Gilliland, agricultural implement agent, Carievale, N.W.T., will be succeeded by Gilliland & McGregor.

BUILD ON A SOLID FOUNDATION.

THE SHERWIN-WILLIAMS CO. has reached the top in paint manufacturing through strict adherence to high principles.

From the beginning of our business, over thirty years ago, the principle underlying the making of each one of our products has been HIGHEST QUALITY.

Our facilities are the most complete and approved yet employed. We control the main accessories of our business.

We make, treat, and refine our linseed oil; manufacture our dry colors; make all our varnishes, japans, dryers; make all our tin cans; operate our own box factory; have our own printing plant; make our mills and machinery after our exclusive designs; and own a screw steamer for carrying flaxseed and lumber down the Great Lakes.

Our products are right from the foundation up.

The "B-13" Booklet tells what our products are and how they are sold. Write for it.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CHICAGO, NEW YORK, NEWARK, MONTREAL, CLEVELAND, BOSTON, TORONTO, SAN FRANCISCO, KANSAS CITY.

Joseph Shaw, general merchant and implement agent, Beausejour, Man., is succeeded by Joseph Shaw & Co.

The stock of A. A. Dugas, general merchant, Ste. Anne des Monts, Que., has been sold at 66¼c. on the dollar to D. Bouchard.

An item appeared in this department in a recent issue of "Hardware and Metal," to the effect that McIlroy & Sons, general merchants, of Richmond, Ont., had sold out to Lewis Bros. We have since heard that this was not correct.

FIRES.

H. T. Kirk, hardware merchant, New Westminster, B.C., has sustained loss by fire.

R. T. Anderson & Co., wholesale hardware merchants, New Westminster, B.C., have been burned out.

Loisselle Bros., harnessmakers and boot and shoe dealers, St. Jean Baptiste, Man., have sustained loss by fire to the extent of $2,700; insurance, $1,000.

DEATHS.

W. E. Dawson, hardware merchant, of Charlottetown, P.E.I. is dead.

HAS GONE TO CHICAGO.

R. A. Edington, who for the past 17 years has been with Sanderson Pearcy & Co., Toronto, latterly as manager of the retail departmnet, has left for Chicago to take a similar position. Mr. Edington will be much missed by the trade as well as by his firm and fellow-employes. His departure was made an occasion by his fellow-employes to express their good-will towards him, which they did in the warmest terms, at the same time presenting him with a "well-lined" purse.

40 PER CENT. DISCOUNT ON BRASS GOODS.

The Waterbury Brass Co., of 122 to 130 Centre street, New York, report an increased demand for their goods. This Company have issued a little folder announcing to the trade a 40 per cent. discount on lots of 100 lb. and over of their brass sheets, rolls, wire and rods.

CATALOGUES, BOOKLETS, ETC.

A NEAT DESK CALENDAR.

A style of calendar that is always in request is a small one of sufficient beauty to be worthy of a place at one's private desk. Such a calendar has been issued by The Marlin Fire Arms Co., New Haven, Conn. This calendar is 6 x 3½ in., but has a good, plain date-pad, and a picturesque hunting scene, the beauty of which is not destroyed by too pronounced advertising. These calendars will find a place at many hardware dealers' desks. They can be had by HARDWARE AND METAL readers on application.

ACQUIRED NEW PREMISES.

THE Belleville Hardware Company, of Belleville, Ont., have recently acquired new premises aad are branching out into an important industry. The company has an excellent directorate and is under experienced management. The Hon. Mackenzie Bowell is president, and among the directors are Harry Corby, ex-M.P. and Mr. Sill, M.P.P. The manager is W. C. Springer, formerly with the Peterboro' Lock Co., and H. C. Hurst is secretary-treasurer.

The Belleville Hardware Co. are engaged in the manufacture of door and sash locks and high-grade trimmings. At present they are employing 38 hands, and this number will be increased as soon as the business warrants it, the present works being able to accommodate 150 hands.

Electros for a catalogue are nearly completed, and a large supply of these will shortly be ready for the trade. At present they are supplying lines to several wholesale houses. The excellent quality of their goods may be gathered from the fact that the door and sash locks and the trimmings for the King Edward Hotel in Toronto were supplied by them in competition with the best United States goods.

BRANCHING OUT.

The Centrifugal Windmill Manufacturing Co. are going to locate their head offices and factory in Guelph, Ont. This company has recently been organized with a capital stock of $20,000, which it is intended shortly to increase to $50,000. A charter has been applied for and a site is being secured for the factory. Besides windmills, the company will make combination anvils, hammock chairs and small novelties in steel, iron and wood.

PERSONAL MENTION

Mr. C. R. Peckover, of Baines & Peckover, wholesale hardware merchants, Toronto, is spending his Christmas holidays at Salisbury, Ont.

Mr. John Irving, of the Nova Scotia Steel and Coal Co., New Glasgow, is spending the Christmas holiday in Toronto. He reports business good and the prospects for next year exceedingly bright.

IN THE CORK BUSINESS.

E. J. Murphy, Toronto manager for S. H. Ewing & Sons, Montreal, is severing his connection with that firm and is about to start up in Toronto in business for himself in the cork importing and manufacturing line.

NINETEEN HUNDRED AND THREE

finds us better prepared than ever before to give our patrons prompt service, and products of superior merit and quality. Enlarged facilities, additional automatic machinery, perfected systems and methods have become a necessity during the past year, through the ever-increasing demand for

IVER JOHNSON

Revolvers, Guns and Bicycles.

Availing ourselves of a seasonable privilege, we desire not only to thank our friends in the trade for past favors, but to extend to them greetings for a most

Prosperous New Year.

IVER JOHNSON'S ARMS & CYCLE WORKS,

New York Salesroom: 99 Chambers St. FITCHBURG, MASS.

THE JAPANESE EXHIBITION.

THE Canadian Commissioner to the Japanese Exhibition, to be held shortly at Osaka, Japan, is William Hutchinson. The Canadian building will be finished at Osaka about January 15. In regard to the Dominion being represented at this Exhibition, Mr. Nosse, Japanese Consul-General at Montreal, expressed himself to a reporter as believing that this country will derive great benefit therefrom. The Dominion will be enabled to make herself known not only in Japan, but throughout the Orient, thus creating a future market there for the surplus products of the soil, the forest, the sea and the mines of British Columbia and the Northwest Territories. There was made from Canadian flour a bread superior to all others, but at the present time a big business in flour, amounting to $3,000,000 a year, was transacted by United States firms with the Japanese army and navy. This business might be made come to this country.

TO PREVENT THE FREEZING OF GAS PIPES.

A simple but effective device for preventing the freezing of gas pipes is described in The Illustrirte Zeitung fur Blechindustrie. It consists merely in the insertion of a wider piece of pipe just where the conduit issues from the ground or wall. For a conduit of a diameter from $\frac{3}{8}$ to $\frac{1}{2}$ of an inch a length of from 20 centimeters to 30 centimeters of a pipe 1 inch in diameter suffices. The deposition of the water particles contained in the gas, which on leaving the works have a temperature of about 50 degrees Fahrenheit, naturally takes place just where the gas is subjected to the most abrupt change of temperature, i.e., on its issue from the ground. If the external temperature is sufficiently low, the deposited water immediately congeals and clogs the conduit. As soon as the gas has acquired the temperature of the conduit the deposition of water and congealing cease, and this is said to be the case a short distance beyond the cooling point. Therefore, there should be no congealing beyond the inserted wider piece, and this piece is wide enough to accommodate a thick ice crust and to still leave a free passage for the gas. As a matter of fact, the principle of this new method is already employed in street lamps, and with success.

A NEW COMPANY.

On January 6 Owen Sound property owners will vote on a by-law to grant tax exemption and free water to The Canadian Heating and Ventilating Company who propose to manufacture all kinds of heating apparatus, hot-air furnaces, steam-heating boilers, radiators, registers, blowers, etc. Local men are interested in the company and they agree to spend over $100,000 on works and to employ over 80 men if they get what they ask for.

WESTERN AGENTS.

The Canadian Rubber Co., of Winnipeg, have been appointed sole agents for the "Beaver" brand mackintoshes in Manitoba, the Northwest Territories and British Columbia. This will be found a great convenience to Western buyers with whom the "Beaver" brand of goods have long been favorites.

H. S. HOWLAND, SONS & CO., LIMITED.

WHOLESALE ONLY

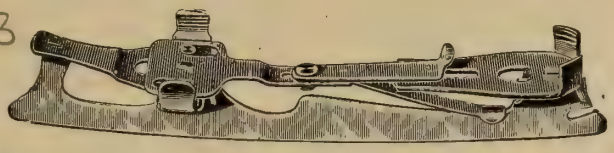
37-39 West Front Street, **Toronto.**

ONLY WHOLESALE

all RETURNED JAN 12 1903

MAIL OR TELEGRAM ORDERS FILLED PROMPTLY

BOKER'S SKATES.

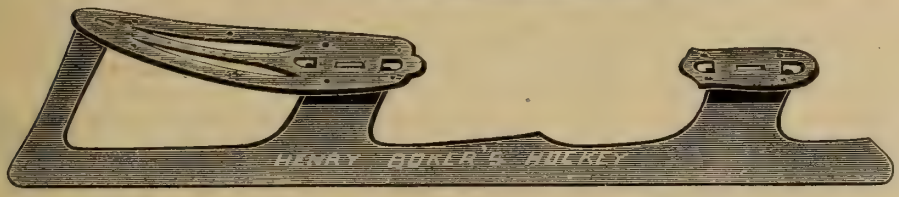


BOKER'S SPRING SKATES

No.
5. Ordinary Finish, sizes, 7½ to 12½ in.

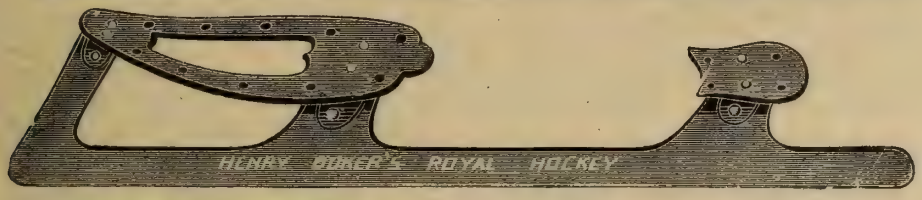
BOKER'S LADIES' SKATES

Nos.
415. **"Crescent,"** Plated, sizes, 8½ to 10½ in.
1422. **"Charm,"** " " 8½ to 10½ "
1424. **"Daisy,"** " " 8 to 11½ "



BOKER'S HOCKEY SKATES

Nos.
530¼. **"Hockey,"** Ordinary Quality, sizes, 7 to 12 in.
515. " Full Plated, " 8 to 12 "

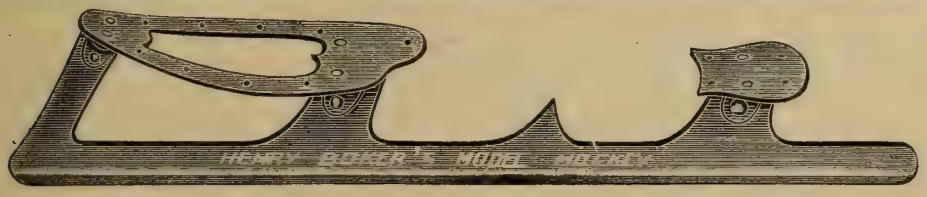


BOKER'S HOCKEY SKATES

Nos.
531. **"Royal Hockey,"** Blued Tops, sizes, 9 to 10½ in.
532. " Full Plated, " 9 to 11 "

BOKER'S HOCKEY SKATES

Nos.
631. **"Perfect,"** Blued Tops, sizes, 10 to 12 in.
632. " Full Plated, " 10, 11, 11½ "

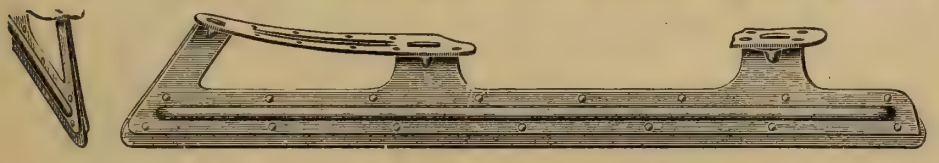


BOKER'S HOCKEY SKATES

No.
634. **"Model,"** Full Plated, sizes, 9 to 11½ in.

BOKER'S HOCKEY SKATES

No. Mic-Mac Pattern.
692. **"Dominion,"** Full Plated, sizes, 10½, 11, 11½ in.



BOKER'S HOCKEY SKATES

No.
9537. **"Lightning,"** Full Plated, sizes, 9½ to 12 in.

FOR FULLER PARTICULARS OF BOKER'S SKATES, SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO. LIMITED, Toronto.

WE SHIP PROMPTLY.

Graham Nails are the Best.

OUR PRICES ARE RIGHT.

Factory: Dufferin Street, Toront

MACHINERY AND ELECTRICAL SUPPLY DEPARTMENT

MACHINERY AND ELECTRICAL NOTES.

EDWARD PASSMORE, an employe at Lemon's sawmill near Schomberg, Ont., fell on a circular saw a few days ago and was instantly killed, his body being cut in two.

Smith & Baker, glass manufacturers, Hamilton, Ont., are moving into larger premises.

The Globe Wemicke Company, Stratford, Ont., are installing the Webster system of heating.

Machinery men in Montreal are very busy and a shortage of competent mechanics is feared.

Crown Lands Agent Henderson, of Sudbury, Ont., has reported the discovery of a new iron ore bed in Creelman township, near that place.

Mayor McIntosh, of St. Catharines, Ont., says that a large Buffalo manufacturing plant proposes to locate a branch in St. Catharines.

Darling Bros., Montreal, have installed the Webster system of heating in a factory for Thomas Bros., brush manufacturers, of St. Thomas, Ont.

Thomas Keilty, of Brockville, Ont., has been appointed factory inspector for the Eastern Midland District of Ontario, with headquarters in Toronto.

Mackenzie & Mann, of the Canadian Northern, have just placed an order for 19 new locomotives with The Canadian Locomotive Works, Kingston.

R. Dawson, Toronto, representative of Darling Bros., Montreal, has returned from a visit to London, St. Thomas, and other western Ontario points.

The Lamb Wire Fence Company, of London, Ont., has decided not to remove its works to St. Catharines, Ont., the inducements not being attractive enough.

The work on the new C.P.R shops in the east end of Montreal is progressing rapidly, but Mr. Goldmark, the C.P.R. engineer, says he would like to put 100 men more to work on the building.

The Electric Construction Company, of London, Ont., have the contract for the engine, boiler and dynamos for the additions to the departmental store of J. Mickleborough, Limited, of St. Thomas, Ont.

The two largest electrical companies in Germany, with a united capital of $45,125,000, have reached an agreement which is virtually a consolidation, the object of which is to face more successfully the crisis in the German electrical industry.

The Montreal Light, Heat and Power Company have had considerable trouble of late with their waterpower, their dam having been washed away. They are erecting a temporary structure for the winter, and next summer will build a permanent dam.

The agreement between the Toronto City Council and The Toronto Steel Co., who propose to establish rolling mills there, is practically void, as Toronto's solicitor, Mr. Fullerton, states that the inducements held out by Toronto are illegal and will need the consent of the Ontario Legislature before they can be put into effect.

The Duplessis Company, of St. Hyacinthe, Que., have decided to remove their plant for the manufacture of pegging machinery, for shoes, to Lynn or Haverhill, Mass. The reason ascribed is that a large demand for their machines comes from the United States, and they have to pay duty and bring the raw material into Canada, and on the re-entry of the finished product into the United States.

The Dominion Iron and Steel Company, Limited, Sydney, C.B., have decided not to continue the construction of its steel rail mill at that place for the present, but will devote the structure to the manufacture of structural steel, for which there is a much larger demand throughout Canada and which class of material yields better profits. The machinery for the new mill is being brought from Germany and will be ready for operation about May 1.

At a representative meeting of silver-lead miners of British Columbia, a resolution was passed recommending that the Canadian Government impose a duty equal to that levied in the United States, viz.: "On lead ores 1½c. per lb., on lead in bullion, pigs, bars, and old lead, 2½c. per lb. On all other products of lead as provided in the Dingley Tariff Act of July 24, 1897." They suggest a provision, however, to prevent smelters from effecting a combine as making exhorbitant charges.

CLEAN RUN OF "RAMBLER."

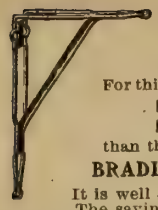
In the commemoration run of 100 miles held by the Automobile Club of Great Britain on November 8 last, from London to Maidenhead, the "Rambler" was the only American gasoline car which competed and earned a first-class certificate for a faultless, non-stop record. Of the 193 British, French and German cars which took part, only 34 finished, many leaving the run on account of the rainy weather. The "Rambler" was driven by Walter C. Allen, of the firm of Davis, Allen & Company, British representatives of Thomas B. Jeffery & Company, of Kenosha, Wis., the makers, and it was the first appearance of this machine in English competition.—Automobile and Motor Review, December 13.

ENGLISH VS. AMERICAN MACHINERY IN CHINA.

IN the early part of the year an announcement under the above heading went the rounds of the English and colonial newspaper press bearing upon the unjustifiable practice of a section of the English press of constantly belauding, at every opportunity, the American manufacturer, and his methods, to the detriment of the British manufacturer, and an instance was then given to illustrate the ability of the Britisher, in one branch of industry at least, to hold his own and to beat his American rivals. The instance was that of a large flour mill contract secured in China by an old firm of English milling engineers in competition with American makers, in which case the English firm was better both in price and time for delivery. We now learn that the whole plant was delivered within the time specified, ten weeks; and the proprietors were so pleased with the results obtained in working the mill, that they have placed the contract for another similar mill, also for North China, with the same English firm, viz.: E. R. & F. Turner, Limited, of Ipswich.

In the meantime the same firm has scored again in the same market over their American rivals, having recently secured a complete flour mill contract for another firm of Chinese millers—in the competition for which the American was beaten on all counts.

In the face of examples such as the above perhaps some of our friends of the English press, who have shown such readiness to advertise the excellence of their competitors, and to decry their own manufacturers, will begin to realize that there may be a reverse to their picture.



Will Hold Up a Shelf!

That's what a shelf bracket is for.
For this purpose there can be
NOTHING BETTER
NOTHING CHEAPER
than the . . . .
BRADLEY STEEL SHELF BRACKET
It is well **Japanned, Strong** and **Light.**
The saving in freight is a good profit, aside from the **lower price** at which the goods are sold.

☞ Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

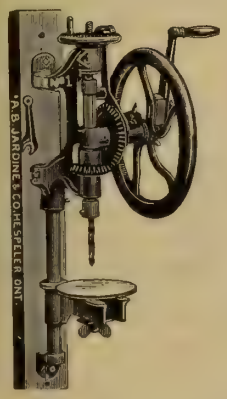
To My Friends and Patrons:

GREETING

Appreciating the very liberal patronage of my friends in the past, I desire to convey to each one of them the Compliments of the Season, and trust that the new year may be a happy and prosperous one.

H. W. PETRIE

131-3-5-7-9-141-43-45 Front St. West and
8-10-12-14-16-18-20-22 Station St. TORONTO.

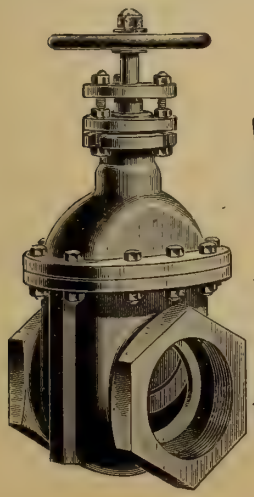


TRADE MARK J REGISTERED

Blacksmiths' Hand Drills.

The very best.

A. B. JARDINE & CO.
HESPELER, ONT.



We Make Good

VALVES

Write for Catalogue. It tells all about them.

The Kerr Engine Co.
LIMITED
Walkerville, Ont.

DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to Diamond Stove Back.

Diamond Adjustable Cook Stove Damper

Patented March 14th, 1893.

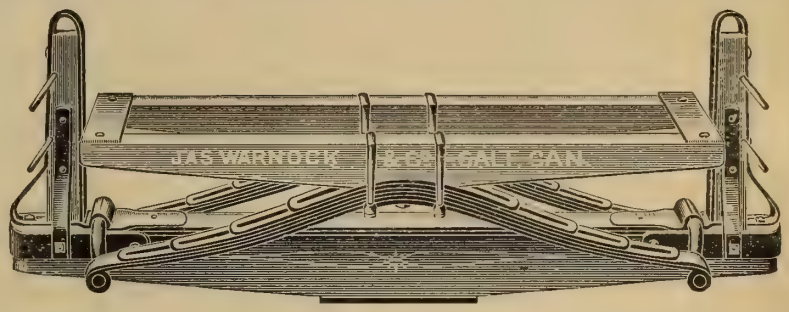
Patented December 22nd, 1896.
EXTENDED.
4 x 11 to 6 x 21.

For Sale by Jobbers of Hardware.

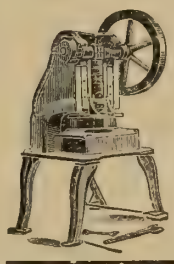
Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
" TAYLOR-FORBES CO., Limited. Guelph, Ontario.

"THE PEERLESS"

is the best Bolster Spring ever produced. A fine line for the hardware trade. **Write Us for Prices**



JAMES WARNOCK & CO., - GALT, ONT.



G. A. Crosby & Co. of Ontario, LIMITED

SARNIA, ONT.

Manufacturers of

Patent Automatic Can Making Machinery, Presses, Dies and Special Machinery for Working Sheet Metal.

H. W. Petrie 141-145 Front Street West, **TORONTO—Selling Agent.**

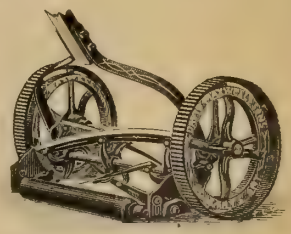
Steel Frame Churn.

DAVID MAXWELL & SONS,

ST. MARYS, ONT., CANADA.

"Maxwell Favorite Churn"

Patented Features: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1903. Steel or Wood Frame as desired.



LAWN MOWERS.

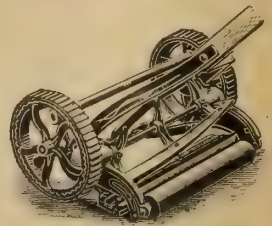
High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

SEND DIRECT TO US.

"THE MAXWELL" Lawn Mower.
High Wheel 10 inches.

Wheelbarrows. In four different sizes.



MAXWELL MOWER.
8-inch Low Wheel.

FIRE HAZARDS IN THE FACTORY.

IN the matter of hazards nitric acid causes much trouble. Lately such acid has been packed in cork, but when packed in the carboy with hay, leaks or breakages result in fire. The storage of acids and ammonia in large quantities in factories is discouraged, not because the latter is dangerous as a fire hazard, but because of the stifling nature of the liquids, thus preventing the entrance to buildings by firemen in case of fire, says a fire inspector of a large American city.

Benzine, the most dangerous of the liquids in common use and largely used in various processes, has been the cause of many fires. A given volume in liquid form is capable of conversion into sufficient vapor 8,500 times the volume of atmospheric air, and this inflammable atmosphere coming in contact with an open light will convey flame a long distance from its source. In all places where this liquid is used care should be taken that no flame for lighting is used, and if electric lighted, no lamp to be fused or cut out should be allowed in the room.

Naphtha and other products of petroleum, evaporating at a low temperature, are exceedingly dangerous to have inside of a factory. The gas mixed with air forms a heavy vapor, which in a cold room will lie undetected near the floor, and coming in contact with a flame cause an explosion. Lacquers used in metal-working establishments having a low flash point have been the cause of many fires. The lower the flash point the more likely is the atmosphere to be impregnated with the inflammable vapor liberated by the heat of the room. These are found under the names of enameloid, zapor, branoline, krystaline, obelisk, lastina, pyramid, adamantine, albaline, colophite, having a flash point varying from 18 to 116 degrees F.

Damp lampblack will ignite from the sun's rays. The same can be said of cotton waste moist with lard or other animal oil. Lampblack and a little oil or water will under certain conditions ignite spontaneously. Nitric acid and charcoal create spontaneous combustion. New printers' ink on paper when in contact with a hot steampipe will ignite quickly. Boiled linseed oil and turpentine in equal parts on cotton or linen rags or cotton waste will ignite in a few hours under a mild heat, and will in time create enough heat to ignite spontaneously. Bituminous coal should not be stored where it will come in contact with wooden partitions or columns or against warm boiler settings or steam pipes. This coal should not be very deep if it is to be kept in storage for a long period. If piled in the basement of a building it should be shallow and free from moisture, and under good ventilation. That liable to absorb moisture should be burned first. If on fire a small quantity of water showered on this kind of coal cokes it upon the top and retards any great quantity of water reaching the fire, thus necessitating the overhauling of the pile.

Iron chips, filings or turnings should not be stored in a shop in wooden boxes. The oily waste which is not infrequently thrown among them adds to the danger of fire from this source. The sweepings from the machine shop, if kept on hand, should never be placed over iron shavings. This mass of disintegrated iron is enough to incite heat and combustion. Iron and steel filings and turnings when mixed with oil will ignite spontaneously after becoming damp. A steam pipe against wood will cause the latter to ignite spontaneously after being carbonized, particularly if superheated steam enters the pipe, thus increasing the heat temperature. Steam heat apart from its contact with water forms a gas.

UNDERGROUND WIRES.

There is a movement on foot among the aldermen of Montreal to ask power at the next session of the Provincial Legislature to borrow $1,000,000 for the purpose of constructing a system of underground conduits to carry every electric wire in the city. They are a source of great hindrance to the fire brigade in fighting a fire, and are anything but an ornament to the city. They intend to tax the electric companies and in this way be paid the amount disbursed.

STEEL CORPORATION BUYS UP RIVAL.

The United States Steel Corporation has purchased the premises and plants near Pittsburg, and at Sharon, Pa., of The Union Steel Company, recently formed by the consolidation of The Union and Sharon steel plants, two of the most formidable competitors of the Trust. The absorption of the two concerns by The Steel Corporation means the elimination of this competition. The annual capacity of The Union Steel Company is 200,000 tons gross of wire rods, 200,000 tons of wire and 1,000,000 kegs of wire nails. The total annual capacity of The Sharon Steel Company is 300,000 tons of steel ingots, 125,000 gross tons of rods and 1,000,000 kegs of wire nails. The Sharon Tin Plate Company, controlled by The Sharon Steel Company, have a weekly capacity of 18,000 boxes of tinplate and 2,400 boxes of terne plate.

FACTORY EXTENSION.

The Canada Cycle and Motor Company are erecting a large addition to their factory at Toronto Junction. The addition consists of a two-storey brick building, built like the rest of the factory, on mill construction principles. The new building is principally to accommodate the growing trade of the parts and accessories, and will enable the firm to carry a fuller line in this branch than ever it has been able to do before.

The company cordially invite any of its patrons to visit them at their works at Toronto Junction any time they are in Toronto.

A NEW TYPE OF AUTOMOBILE.

One of the largest German automobile concerns has taken up the manufacture of both light and heavy vehicles in which the transmission of power is obtained by means of so-called friction wheels. The drive wheel, which also acts as a fly-wheel, is connected directly to the friction wheel, the latter (to secure forward and reverse motions) working upon a shaft controlled by a forked clutch. The speeds obtained depend, of course, upon the position of the friction wheel on the face of the driving wheel. It is claimed that by this arrangement the motor is used to its fullest extent, whether running on level or ascending ground, no matter how frequent the change in elevation. As a result, a 4 horse-power machine of the new type is said to have a travelling capacity equivalent to that of other motors of 6 and 8 horse-power. We have a few other particulars which may be inspected at our offices by any reader interested in the matter.—Commercial Intelligence.

W. J. Lindsay, of St. Thomas, who is promoting the Nail Company at Collingwood, states that his company proposes to start a thoroughly modern nail and wire-fence factory, to turn out twenty-five tons of nails and twenty-five tons of wire fencing daily. It is proposed to spend about $500,000 on the plant and to employ 300 hands.

IN THE MATTER OF THE GEE ELECTRICAL CO., LIMITED.

IN LIQUIDATION.

By order of the Master-in-Ordinary there will be sold in detail by Public Auction by Messrs. C. J. Townsend & Company, on Tuesday, December 30th, 1902, commencing at 11 o'clock a.m. on the premises, 11 Colborne Street, Toronto, the following assets of The Gee Electrical Engineering Co., Limited, consisting of:

Planes and attachments.
Lathes and attachments.
Drills.
Mills.
Machine Tools.
Belting and pulleys.
Motors.
Switches.
Dynamos.
Electric fixtures.
Arc and other lights and lamps.
Sundry supplies
Vises, benches and fixtures.
Furniture.
Amounting in all to the sum of $17,681.32.

Terms: Purchases under $500.00 cash. Over $500.00 25 per cent. to be paid as deposit at time of sale, 25 per cent. when goods checked off and balance in one month with interest at 6 per cent. secured to satisfaction of Liquidator.

The other conditions of sale as far as applicable are the standing conditions of Court.

Detailed inventory may be seen on our premises or on application to E. R. C. Clarkson, Toronto, Liquidator.

Dated at Toronto this 16th day of December, 1902.

NEIL McLEAN, Chief Clerk, M.O.
E. R. C. CLARKSON, Liquidator.

W. M. Douglas, Solicitor for Liquidator, 70 Home Life Building.

COMFORT

is the name that should appear on your *Bicycle Sundries* if you want lines that you can rely on, that are known to the public, and that will make you money.

Comfort Saddles **Comfort Tires**
Comfort Pedals **Comfort Handlebars**

ASK FOR THEM.

Manufactured and sold by

Canada Cycle and Motor Co., Limited

Toronto Junction, Canada.

The Auer Gas Lamp.

"TURNS NIGHT-TIME INTO DAY-TIME."

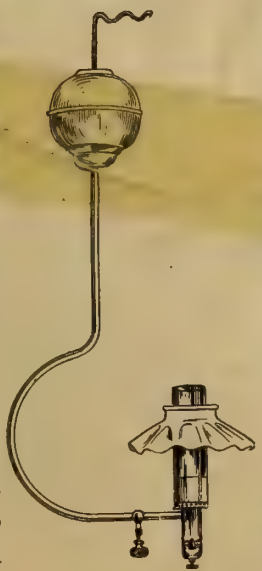
New Styles. Lower Prices.

Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?



No. 28
100 Candle Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

Ask and Receive.

Advertise and Acquire.

If you want to sell a business or a delivery wagon, if you want a partner or a clerk—**advertise.** If you have what you don't want, or haven't what you do want—**advertise.**

Our condensed advertisements cost little, but are worth a good deal. You can reach most of the grocers in Canada at the expense of a few cents. Our rate is 2c. per word each insertion, and *remittance must accompany order in every case.*

HARDWARE AND METAL
MONTREAL and TORONTO

THOS. BIRKETT & SON CO., Limited, Wholesale Hardware Merchants, Ottawa, Ont.

Barb Wire,
Hay Wire,
Cut Nails,
Wire Nails,
Cordage,
Glass,
Etc.

The Only Exclusive Wholesale Hardware Firm Between Montreal and Toronto.

Tarred and Dry Sheathing,
Tarred Felt,
Rosin, Pitch,
Chopping Axes,
Broad Axes,
Cross Cut Saws,
Etc.

A complete stock of Lumbermen's and Builders' Hardware always on hand. **A Trial Solicited.**

PRICES RIGHT. ASK FOR PRICES.

Use Syracuse Babbitt Metal

IT IS THE BEST MADE.

For Paper and Pulp Mills, Saw and Wood Working Machinery, Cotton and Silk Mills, Dynamos, Marine Engines, and all kinds of Machinery Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Canadian Works, Montreal, P.Q.
American Works, Syracuse, N.Y.
Head Office American Works, 94 Gold Street, New York.

Syracuse Smelting Works

ATKINS

HIGH-GRADE, SILVER STEEL SAWS

Are the FINEST that Money, Experience and Skill can Produce.

No dealer's Stock is complete without them. They are easy to sell. Every saw warranted.

Write for Catalogue and Prices.

E. C. ATKINS & CO.

Factories and Home Office: INDIANAPOLIS, IND.

American Steel & Wire Co.

New York: Empire Building.
Montreal: New York Life Building.
Chicago: The Rookery.

BARB WIRE. GALVANIZED PLAIN WIRE.
PLAIN TWIST CABLE FENCING.

Telegraph and Telephone Wire, Mattress, Broom, Weaving Wires of every description, Rail Bonds, Bale Ties, Special Wires for all purposes. Springs, Horse Shoes, Wire Rope, Cold Drawn Steel Shafting.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATION VACANT.

WANTED—AN EXPERIENCED HARDware man who understands manufacturing. Address in strict confidence "Norwood," 296 Broadway, New York City. (51)

FOR SALE.

THE ONLY HARDWARE STORE INCLUDing plumbing and tin shop and tools in largest smelting town in B. C. Population about 2,000. Pay roll about $40,000.00 per month. M. A. Nigle, Trail, B.C. (51-2)

HARDWARE—GOOD PAYING BUSINESS, excellent location, sales mostly cash, stock $4,000, all first-class. Owner going into manufacturing. Will sell quick at price on dollar, Address care London Fence Machine Co., London, Canada. (tf)

AN OPENING. BEST AND MOST SUCCESSful hardware business in first-class Western Ontario town, 2,500 population. Agricultural district equal to any in Canada. Good live stock, value over $4,000. Proprietor going into manufacturing. Splendid opportunity, must sell quick. Address "Hardware," care London Fence Machine Company, London, Ontario. (tf)

Strathy Wire Fence

IS THE PERFECT WIRE FENCE.

Under pressure, its stays have a Hinge Movement, and spring back to place when pressure is removed. Factory-woven with coiled wire, or Hand-made with plain or coiled wire.

WRITE FOR QUOTATIONS. Agents Wanted.

Strathy Wire Fence Co., - Owen Sound.

STEVENS

OUR NEW CATALOGUE IS READY FOR DISTRIBUTION AND IT IS FULL OF INFORMATION VALUABLE FOR THE DEALER. SHALL WE NOT MAIL YOU A COPY?

YOU CANNOT AFFORD TO BE WITHOUT OUR **ARMS.** YOUR JOBBER HAS THEM.

J. Stevens Arms & Tool Co., P.O. Box 217 Chicopee Falls, Mass., U.S.A.

CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.

ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

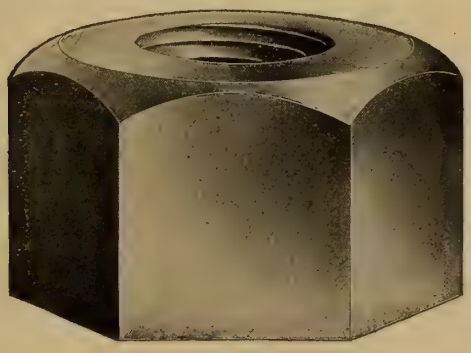
NEW YORK OFFICE, 90 Chambers St.
NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

A REMINDER

THAT WE ARE THE ONLY CANADIAN MAKERS OF

Cold Pressed Nuts.



Square and Hexagon. **Finished and Semi-Finished.**

CANADA FOUNDRY COMPANY,
LIMITED,
Head Office: TORONTO, ONT.

DISTRICT OFFICES:
MONTREAL. WINNIPEG. HALIFAX. OTTAWA.
VANCOUVER. VICTORIA. ROSSLAND.

Wire

Copper Wire
— FOR —
Telegraph, Telephone, Trolley and Transmission Lines.

Round, Square and Rectangular for Electrical Machines.

Brass Wire
of all kinds and for all purposes.

Plain Wire
Annealed,
Annealed and Oiled,
Tinned, Coppered,
Wire Nails, Bright Goods,
Wood Screws, Jack Chain,
"Crescent" Hat and Coat Hooks, Poultry Netting,
Barrel, Blind and Bed Staples.

Galvanized Wire
Barb Wire, Plain Twist,
Galv'd Fence Staples.

Manufactured by
The Dominion Wire Manufacturing Co., Limited
MONTREAL AND TORONTO.
HEAD OFFICE New Coristine Building, St. Nicholas Street, MONTREAL.
Long Distance Phones to all Departments.

PAINT, OIL AND BRUSH TRADES

JOHN LUCAS & CO.'S SALESMEN.

IN paint circles an interesting event of the past month was the annual convention of salesmen and officials of John Lucas & Company, the well-known paint, varnish and color manufacturers, whose headquarters are at Philadelphia. The convention occupied a whole week, from December 15 to 20, and was one of the largest and most successful ever held by the company.

John Lucas & Company, established some 50 years ago by the late John Lucas, is now one of the leading paint manufacturing establishments in the United States. There has been nothing phenomenal in its growth, but under conservative, but nevertheless wise and capable management, each year has witnessed an increase in the company's business, so that to-day the position occupied by the house is an enviable one. To-day its products are known and sold in almost every State in the Union, while its export trade is large and yearly growing in importance.

The convention held for the purpose of reviewing the past season's work and the preparation of plans for the future, accomplished much good, and incidentally brought out a number of interesting facts. Some of these facts were that the year about to close was one of the most successful in the history of the company, and that to meet the rapidly growing demand for Lucas products manufacturing facilities were to be increased by substantial additions to the company's factories, which are located at Gibbsboro', N.J.

With these improved and increased facilities the company are confident that they will be in a better position than ever before to intelligently and successfully meet the requirements of its trade in all lines of the best in paints, varnishes and colors.

The present operations of the company consist as follows: Factories at Gibbsboro', N.J.; head office and depot at Philadelphia; branch offices and depots at New York and Chicago. From all these points corps of representatives are sent out and all of the United States, as well as Canada, Cuba and the West Indies is covered throughout the year.

THE FLAXSEED CROP PROFITABLE.

Evidently the growing of flaxseed has taken a firm hold on the farmers of Manitoba, as it is proving a success in many districts. It will not be long till Canada produces as much flaxseed as the country needs. The Elkhorn, Man., Advocate says: "F. W. Benson shipped a carload of flax to Winnipeg last week. This is the first carload of flax shipped from Elkhorn. Mr. Benson finds the raising of flax profitable and will continue raising this cereal, stating that he believes it more profitable than wheat. The price realized was $1 per bushel on track at Elkhorn."

THE ADVANCE IN PETROLEUM.

For some time petroleum has steadily advanced in price, owing to the rise in value of crude oil. The latter has been advancing, it now appears, owing to the fact that the current demand far exceeds the production. The Standard Oil Company, which is said to have a surplus of 20,000,000 barrels, is reported by The Paint, Oil and Drug Review, to be drawing on this surplus at the rate of 800,000 barrels per month, which rate would absorb the total in about two years. The reasons for this increased consumption are the new uses to which oil is being put. New by-products have been discovered, the shortage in the coal supply has brought about a large consumption of oil for fuel, it is just now coming into demand largely for illuminating purposes, and the export trade has largely increased. To add to this the production has fallen off materially and there is consequently every reason for further advances in the price.

NEW LINSEED OIL MILLS.

Clark & Carman, whose flax mill at St. Marys, Ont., was burned down a few weeks ago, will rebuild in the spring, says The St. Marys Argus. The new mill will be even larger than the one it replaces.

At the same time, if Owen Sound, Ont., ratepayers vote favorably to a proposal to bonus them, The Ontario Linseed Oil Company, Limited, of which St. Marys citizens are the principal members, and the interests of which are being looked after by Mr. Sanderson, of St. Marys, will erect in Owen Sound, says The Owen Sound Times, a mill 150 x 40 feet, and three storeys high.

It is evident from the rapid development of the linseed oil industry that there is profit for the crushers in this in Canada, notwithstanding the admission of from 600,000 to 1,000,000 gallons of British linseed oil under the preference tariff. Canadians will be glad to see such satisfactory conditions continue.

PAINT AND OIL NOTES.

The employes of the London branch of The Queen City Oil Company, Limited, were last Friday evening entertained by the manager, J. A. Carrick.

A fourth gusher of oil has been struck in Raleigh township, near Chatham, Ont. This well is about half a mile from any of the other three, and oil was reached at 370 feet.

A charter has been granted to The Dominion Oil Company, Limited, of Chatham, Ont. The share capital is placed at $850,000, the provisional directors being G. M. Fennel, Martin J. Woodward and Christopher Smith.

A Petrolea, Ont., despatch says that while treating a batch of benzine at The Canadian Oil Refining Company's plant recently, the liquid exploded and seriously burned four men, Wm. Nichols, Edward Rawly, Jas. Glass and John Reardon. They discovered a fire an the top of the building, and went up to investigate. When they opened the door the explosion occurred. All got down safely except Nichols, who slid down a hose line and fell, striking on a steam pipe, which broke under the contact, badly scalding him as well as inflicting internal injuries.

SCRUB BRUSHES IN CARTONS.

Boeckh's scrub brushes in cartons, put up separately for the trade in the better grades, retailing at from 25 to 50c. each, is the latest idea of The United Factories, Limited, Toronto. This arrangement will enable the retailer to have one of the principal lines of brushes always ready for the customer, who can select the kind wanted from the sample board, which is numbered to correspond with numbers on each of the cartons. The cartons are, moreover, quite attractive, and will add to window or interior display, without incurring the liability of goods becoming shop-worn. The firm's travellers are off the road at present, but will introduce this new line in a few weeks.

PAINT AND OIL MARKETS.

MONTREAL

There is practically no change in the situation in regard to paints and oils. Paris green is being booked freely, but the general business this week is assuming a holiday character, and there is no particular rush on in any branch of the trade. There is rather a brisk inquiry for varnishes, the furniture establishments appearing to be well employed. Coach

1903

For

Happiness, Prosperity,

Business

and good health

to all

1903

A RAMSAY & SON MONTREAL EST'D 1842 PAINT MAKERS

Thanking Our Customers

for their very generous support during the past year—which has been one of great expansion in

"Ark Brand" Paint

sales—and wishing all

A Happy New Year.

Manufactured by

THE FRANCIS-FROST C°. Limited

TORONTO.

Canadian Distributing Agents for Grippin's Crack Filler.

WHAT IS THE REASON

that those dealers who bought a trial order of

HOLLYWOOD PAINT

this year have placed large orders for 1903, and in many cases will carry Hollywood Paint exclusively?

BECAUSE

When quality counts, Hollywood ranks highest.

THE HOLLYWOOD PAINT CO., Limited

HAMILTON, CAN.

and carriage colors are also going very briskly and some good round orders for liquid paint have been booked for early spring delivery. There is practically no change in prices. We quote :

GROUND WHITE LEAD.—Best brands, Government standard, $5.00 to $5.25 ; No. 1, $4.77½ to $4.87½ ; No. 2, $4.40 to $4.50 ; No. 3, $4.02½ to $4.12½ ; No. 4, $3.65 to $3.75, all f.o.b. Montreal. Terms, 4 months, or 3 per cent. off for cash in 30 days.

DRY WHITE LEAD.—$5.25 in casks ; kegs, $5.50.

DRY WHITE ZINC.—Pure dry, in casks, 6¼c.; in 100-lb. kegs, 6¾c. No. 1 zinc, in casks, 5¼c.; in 100-lb. kegs, 5¾c.

WHITE ZINC (ground in oil)—Pure, 25-lb. irons, 8c.; No. 1, 7c.; No.2, 6c.

PUTTY.—We quote : Bulk, in bbls., $1.90 per 100 lb.; bulk, in less quantity, $2.05 ; bladders, in bbls., $2.25 ; bladders, in 100 or 200-lb. kegs or boxes, $2.40 ; in tins, $2.55 to $2.65 ; in less than 100-lb. lots, $3 f.o.b. Montreal, Ottawa, Toronto, Hamilton, London and Guelph. Maritime Provinces, 10c. higher, f.o.b. St. John and Halifax.

ORANGE MINERAL.—Casks, 7c.; 100-lb. kegs, 7¼c.; smaller quantities, 8¼c.

RED LEAD.—Genuine red lead, in casks, $4.50 ; in 100-lb. kegs, $4.75 ; in less quantities, $5.75 per 100 lb. No. 1 red lead, casks, $4.25 ; kegs, $4.50, and smaller quantities, $5.50.

LITHARGE.—Ground, casks, 5c. ; less quantities, 5½c.; flake litharge, casks, $5.25 ; smalls, $5.75 per 100 lb.

LINSEED OIL.—Raw, 60 to 63c. in 1 to 4 bbls.; 59 to 62c. in 5 to 9 bbls. Terms, net cash in 30 days. Delivered in Ontario, between Montreal and Oshawa, at 2c. per gallon advance.

TURPENTINE.—Single barrels, 75c.; 2 to 4 barrels, 74c. Terms, net cash in 30 days.

SHELLAC VARNISH.—Pure white, $2.35 to $2.45 ; orange, $2.25 to $2.35.

MIXED PAINTS.—$1.20 to $1.45 per gallon.

CASTOR OIL.—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL.—48 to 50c.

COD OIL.—35 to 37½c.

PARIS GREEN.—Petroleum barrels, 13¾c. per lb.; arsenic kegs, 13½c.; 50 and 100-lb. drums, 14c.; 25-lb. drums, 14½c. ; 1-lb. packages, 15c.; ½-lb. packages, 17c.; 1-lb. tins, 16c.; ½-lb. tins, 18c.

TORONTO

There is practically nothing doing, and the prices are unchanged. We quote :

WHITE LEAD.—Ex-Toronto, pure white lead, $5 to $5.25 ; No. 1, $4.62½ to $4.87½ ; No. 2, $4.25 to $4.50 ; No. 3, $3.87½ to $4.12½.; No. 4, $3.50 to $3.75 in packages of 25-lb. and upwards ; ½c. per lb. extra will be charged for 12½-lb. pkgs.; genuine dry white lead in casks, $5.02½.

RED LEAD.—Genuine, in casks of 560 lb., $4.50 to $4.75; ditto, in kegs of 100 lb., $5; No. 1, in casks of 560 lb., $3.75 to $4; ditto, kegs of 100 lb., $4.25.

LITHARGE.—Genuine, 6 to 6½c.

WHITE ZINC.—Genuine, French V.M., in casks, $6.25; Lehigh, in casks, $6 to $6.25.

SHINGLE STAIN.—In 5-gallon lots, 60 to 75c. per gallon.

PARIS WHITE.—90c. to $1 per 100 lb.

WHITING.—65c. per 100 lb. ; Gilders' whiting, 80c.

GUM SHELLAC.—In cases, 35c. ; in less than cases, 40c. per lb.

LIQUID SHELLAC.—Pure orange, in bbls., $2.25 to $2.35 ; white, $2.35 to $2.45 per gal. ; in less quantities, 10c. extra.

GLUES.—Broken sheet, in 200-lb. bbls., 8½c. per lb.; cabinet glue, in bbls., 12c.; emery glue, in bbls., 17½c.; bookbinders', ground, 10½c.; finest American, white, 19c.; No. 1 American white, 15c. per lb.

PUTTY.—Bladders, in barrels, $2.25 ; bladders, in 100-lb. kegs, $2.40 ; bulk in bbls., $1.90 ; bulk, less than bbls. and up to 100 lb., $2.05 ; bladders, bulk or tins, less than 100 lb., $2.90.

PARIS GREEN.—Petroleum bbls., 14c. per lb.; arsenic kegs, 14½c.; 50 and 100-lb. drums, 15c.; 25-lb. drums, 15½c.; 1-lb. packages, 16c.; ½-lb. packages, 18c.; 1-lb. tins, 16c.; ½-lb. 18c.

PLASTER PARIS.—New Brunswick, $2 per barrel.

PUMICE STONE.—Powdered, $2.50 per cwt. in bbls. and 4 to 5c. per lb. in less quantity ; lump, 10c. in small lots and 8c. in bbls.

LIQUID PAINTS.—Pure, $1.20 to $1.40 per gallon ; No. 1, $1.10 per gallon.

BARN PAINTS.—65 to 70c. per gallon.

CASTOR OIL.—English, in cases, 9 to 9½c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL.—Raw, 1 to 2 bbls., 65c.; boiled, 68c.; 3 to 5 barrels, raw, 64c. ; boiled, 67c.; 6 to 9 barrels, raw, 62c. ; boiled, 65c. delivered. To Toronto, Hamilton and London, 2c. less. All quantities of 10 bbls. and over of linseed oil sold only f.o.b. Toronto, Hamilton, London and Guelph.

TURPENTINE.—Single bbls., 77c.; 2 to 3 bbls., 76c. delivered. Toronto, Hamilton and London, 1c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c. and 10-gallon packages, 80c. will be charged.

GASOLINE AND BENZINE.—We quote: Benzine, 19¼c. and gasoline, ordinary, 21¼c. and engine, 22¼c. f.o.b. Toronto.

WINDOW GLASS.

MONTREAL.

Window glass has been very quiet for the past few days, the mild weather and holiday season being largely responsible. The prices are firm and there are no present indications of a change. We now quote : First break, 50 feet, $2 ; second, $2.10 for 50 feet; first break, 100 feet, $3.80; second break, $4 ; third break, $4.50; fourth break, $4.75.

TORONTO.

Prices keep steady, but there is nothing doing, and our quotations are still as follows : Under 26 inch, $4.25 ; 26 to 40 in., $4.65 ; 41 to 50 in., $5.10 ; 51 to 60 in., $5.35 ; 61 to 70 in., $5.75 ; 71 to 80 in., $6.25 ; 81 to 85 in., $7 ; 86 to 90 in., $7.75. Toronto, Hamilton and London. Terms, 4 months, or 3 per cent. 30 days. Discount, 15 per cent.

We heartily wish our patrons
one and all

A
Happy and Prosperous
New Year.

HENDERSON & POTTS,

HALIFAX AND MONTREAL.

Communications to be addressed to
HEAD OFFICE, MONTREAL.

S. F. McKINNON, President.
ROB. MUNRO, Man. Director.

Cable Address "ELEPHANT," Montreal.
A.B.C. CODE USED.

THE CANADA PAINT COMPANY,

LIMITED

MONTREAL AND TORONTO.

MONTREAL, NEW YEAR'S DAY, 1903.

572 WILLIAM STREET.

DEAR SIR,—Permit us to inscribe on the opening page of your new year our sincere good wishes for 1903.

In common with all Canadians, we look forward to 1903, from a commercial standpoint, as a year that promises to eclipse all its precursors in the history of the Dominion.

This outlook is based not only on the remarkable development that is taking place in our country, but also on the strong Canadian sentiment that prevails in favor of purely Canadian goods.

It has been most interesting to us to notice how many of our clients, both manufacturers and distributors, have added to their business facilities during the past year.

The year has been to ourselves by far our largest and best, yet we open 1903 with provision for a still greater increase, and a confidence that it is coming to us.

Our 1903 Catalogue issues from the printing department to-day, and will be found as interesting as ever, leading you up to date in the various departments of our trade. It contains several new features, the most important being that of the New Fast Reds, not heretofore made in Canada, but now included in the list of goods made from the first stages within our works.

Manufacturing is our business; we do not act either as importers, agents, or distributors. The secret of value with us is that you have our goods at first hands. That this is understood and appreciated we have had abundant evidence in the past.

We have great pleasure in expressing our thanks for your bounteous treatment of us in 1902.

May we ask all our friends to begin 1903 well, by beginning early, letting us have Spring specifications at the earliest convenient dates, so that goods may be packed and thereafter stored, if need be, to wait shipping instructions.

Always at your service, and wishing you a Happy New Year,

We are,

Yours truly,

THE CANADA PAINT CO., LIMITED

ROB. MUNRO, MANAGING DIRECTOR.

STOVES AND TINWARE

AND ALLIED TRADES

HOW COKE IS MADE.

IN a paper recently read to the Pittsburg Foundrymen's Association, the author, N. P. Hyndman, remarked that "It is surprising the number of people interested in the consumption of coke, living remote from the coking coal fields, who are ignorant of its mode of manufacture. The style of oven principally used in this country is the beehive type. The by-product type is being introduced, but the preference in America to date seems to be for the beehive oven. These remarks, therefore, refer only to the latter. They are built in solid rows of any number consistent with the character of the surface of the ground. They may be 'bank ovens' (single row built against a hill) or block ovens' (double row on open ground). The coal is carried to them in 'lorries' holding enough coal to charge the oven, and running on a track built on top of the row of ovens. The coal is charged from the lorry into the ovens through a hole in the top. The process of applying the heat is where we find many people mystified, or laboring under a wrong impression. When the oven is new the heat is applied by burning wood until the bricks get thoroughly hot. The oven is then charged with coal and ignites. The burning is from the top of the oven to the base. When the coke is ready to draw, the door in front of the oven is opened and the cooling process started. This is done by quenching with water through a hose pipe, manipulated by the drawer. When cool enough to handle the drawer pulls the coke out on the yard with a large iron fork, finishing the quenching outside, as too much water permitted in the oven would tend to reduce the heat. As soon as possible after the oven is emptied it is recharged from the lorry with the same quantity of coal as before, and the burning process commences instantly from the heat of the oven. This continues during the entire period the oven is in operation.

"Coke is burned 48 to 72 hours — 48 hours because a certain quantity of coal will burn in a certain sized oven that length of time with best results to produce the highest quality of coke for blast-furnace use. The 72-hour coke, being burned longer, is harder and consequently of better quality, and is specially adapted to foundry practice."

COMFORT AND ECONOMY.

One of the best catalogues of the year, entitled "A Combination of Comfort and Economy," is the production of The J. F. Pease Company, Limited, Toronto. In addition to full descriptions of the "Economy" hot-water or steam and warm-air combination heaters, it includes many attractive cuts of public buildings and of private dwellings, large and small, into which the "Economy" heaters have been installed; also letters from the owners referring to the economy effected, the comfort secured and the general satisfaction given by the "Economy." As these booklets are being liberally distributed by The J. F. Pease Company, Limited, they are bound to materially assist in the sales of their furnaces and heaters.

THE SUCCESSFUL STOVE SALESMAN.

The following from an address made by F. Sabin at a stove salesmen's banquet recently, is not only brief and pithy, but contains a truth which all salesmen should recognize:

"In my humble judgment, if they desire to become successful in their calling as stove salesmen the best way is to be sincere and truthful to their customers. I mean by that not to misrepresent anything in order to make a sale. As the good-will of those they visit is their stock in trade and is an asset of no small amount, the salesman that has the confidence of his customers is, in my judgment, the best salesman and worth more to his employer in dollars and cents than a salesman that is indifferent to the success and interests of his customers."

TO MEASURE COAL.

An exchange gives the following comparatively simple method:

A solid cubic foot of anthracite coal weighs about 93 lb. When broken for use it weighs about 54 lb. Bituminous coal, when broken up for use, weighs about 50 lb. The consequent rule for the approximate measurement of coal in a bin or box is to multiply the length in feet by the height in feet, and again by the breadth in feet, and this result by 54 for anthracite coal, or by 60 for bituminous coal. The result will equal the number of lb., and to find the number of tons divide by 2,000.

AMONG THE TRADE.

David Boyer, stove and tinware dealer, Listowel, Ont., has sold out to Adolph & Bonnett.

Delahey's foundry at Pembroke, Ont, is being enlarged. When a large addition now under construction is completed the firm will employ nearly 200 men.

The C.P.R. and G.T.R. officials predict that there will not be as great a scarcity of fuel in Toronto and district from now out as there has been in the past few weeks, as the deliveries of coal can now be much more easily made than heretofore.

ANOTHER WAY TO DISPOSE OF SOOT.

Owing to the trouble caused by soft coal clogging pipes and chimney flues, the following suggestion, from a Detroit daily, is worthy of noting: "Zinc is a peculiar metal in many respects. It volatizes easily, and the oxide thus produced has a strong affinity for carbon. If one's furnace chimney is clogged up with soot and the owner desires to get rid of it, all that is necessary is to throw a little zinc scrap into the fire. Any old zinc will do, and very little will suffice to keep the chimney clean if used about once a week. The vapor of zinc oxide seizes upon the carbon of the soot and forms a new chemical compound, part of which goes up the flue and part falls to the bottom to be shovelled out as ash."

Hector Quesnel, 5, 10 and 15c. Store, Ottawa, is succeeded by C. Lamontremonville.

MANTELS, GRATES and TILE.

Are any of your customers building a new house? If so, why not try and sell them a mantel as well as hardware? They will want one, and it will pay you. Write us for catalogue and price.

THE BATTY STOVE & HARDWARE CO.

76 York St., TORONTO.

The Selling Qualities

Or our splendid range

The Imperial Oxford

make them the most desirable stock you can handle.

THEIR DIFFUSIVE FLUE CONSTRUCTION
FRONT DRAW-OUT GRATE
OVEN THERMOMETER
DRAW-OUT OVEN RACK

and other improved features, give them a quickly appreciated precedence over other ranges.

Housewives everywhere praise them enthusiastically.

Customers realize their superiority on sight—sales are easy.

They're the popular range of Canada.

Send us your address at once.

THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

Montreal, 1st Jan'y, 1903.

To our many patrons:

In extending the SEASON'S GREETINGS we take the opportunity to thank them for their generous business, which we are sure has been of mutual benefit. With the universal prosperity and wondrous growth which Canada is now enjoying, we look forward to greater results for 1903, and an extension of the existing pleasant relations

Yours very truly,

The THOS. DAVIDSON MFG CO., Limited.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

HARDWARE.

Montreal, December 26, 1902.

THE market for general hardware has been particularly active this week, but close up to Christmas Day there was a good demand for such lines as skates, sleigh bells, etc. Among the quotable changes of the week must be mentioned shovels. To meet the competition of English goods the home manufacturers reduced the discount to 15 per cent. off instead of 40 and 5 per cent. off. English shovels have been arriving on this market in large quantities, and it is hoped that this change will have some good effect. Tarred felt has advanced 5c. per 100 lb. for Quebec Province. The city trade in Christmas goods has kept up well, but with outside points trade was slow. Most of the travellers have come in from the road and will not go out again until the first of the year.

BARB WIRE.—There is no change to report. The price is $2.90 per 100-lb. keg f.o.b. Montreal, and $2.55 f.o.b. Cleveland.

GALVANIZED WIRE.—There is not much doing in this line, and our quotations are still as follows: Nos. 6, 7 and 8 gauge, $3.20; No. 9, $2.55; No. 10, $3.30; No. 11, $3.40; No. 12, $2.70; No. 13, $2.80; No. 14, $3.80; No. 15, $4.30; No. 16, $4.55; No. 17, $4.95; No. 18, $5.20. In carlots, f. o. b. Cleveland, the prices are: No. 9, $2.15; No. 12, $2.30; No. 13, $2.40, not dutiable. No. 10, $2.20; No. 11, $2.25; No. 14, $2.50; No. 15, $2.95; No. 16, $3.05, dutiable. In less than carlots, 12½c. per 100 lb. extra is charged.

SMOOTH STEEL WIRE.—The market is quiet and shows no new feature. We now quote: Bright and annealed, $2.50 per 100 lb. f. o. b. Montreal, Toronto, Halifax, London, Hamilton and St. John. Net extras per 100 lb. are now as follows: Coppered wire, 60c.; tinned wire, $2; oiling, 10c.; spring wire, $1.25; best steel wire, 75c.; bright soft drawn, 15c.; special hay-baling wire, 30c.

FINE WIRE.—Trade in this wire continues very quiet. The discount is 25 per cent. with the following net extras. 1 and 2-lb. hanks, 25c. per 100 lb.; ½-lb. hanks, 37½c. and ¼ lb. hanks, 50c.

BRASS AND COPPER WIRE.—The movement in both these wires is still light and the market has developed no new phase. The discount is 62½ per cent.

FENCE STAPLES.—Trade is quiet. We quote: Galvanized, $3 per 100-lb. keg; bright, $2.80. 25 and 50-lb. packages, 25c. extra.

WIRE NAILS.—There has been no further change in these nails, and prices remain at $2.40 in carlots and $2.45 per keg in small lots f.o.b. Montreal, London, Hamilton, Toronto, Brantford, Windsor, Ont., and St. John.

CUT NAILS.—The price of cut nails remains unchanged. The market is quiet. We quote: In carlots, $2.40 per keg and in smaller quantities, $2.45 per keg.

HORSE NAILS.—The market is steady nails is fair and prices remain firm. The discounts are still quoted as follows: "C" brand, 40, 10 and 7½ per cent. off; on "M" brand, "Oval," 57½ per cent.; "New City," 57½ per cent.; "New Countersunk," 65 per cent.; "Monarch," 65 per cent.; "Peerless," 50 and 7½ per cent.

HORSESHOES.—The market is steady and the demand moderate. Prices are as follows: Iron shoes, light and medium, pattern, No. 2 and larger, $3.35; No. 1 and smaller, $3.60; snow pattern, No. 2 and larger, $3.60; No. 1 and smaller, $3.85; X L steel shoes, new light pattern, sizes 1 to 5, No. 2 and larger, $3.45; No. 1 and smaller, $3.70; featherweight, all sizes, 0 to 4, $5; toe weight, all sizes, 1 to 4, $6.25. Shoes, more than one size in a keg, 10c. per keg extra. F.o.b. Montreal only.

RIVETS AND BURRS.—There is no business of any account doing at present. The discounts are quoted as follows: Best iron rivets, section carriage, and wagon box, black rivets, tinned do., coopers'

"Famous" Air-Tight Heater--Series 21.

All sheet iron body, heavy sheet-steel linings, and cast-iron pipe collar.

Perfect screw-closing damper renders draft through stove impossible, unless desired.

No nickel except urn. New inner linings can be put in by removing top.

We can make prompt shipment in all sizes of this series.

The McClary Mfg. Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B.

ENGLISH
GERMAN
BELGIAN
CANADIAN
AMERICAN
} PORTLAND CEMENTS.

FIRE
BUILDING
ENAMELLED
SILICA
MAGNESIA
} BRICKS.

DRAIN
CULVERT
} PIPES.

F. HYDE & CO.
31 WELLINGTON ST., MONTREAL

. . FULL STOCK . .
Salt Glazed Vitrified
SEWER PIPE
Double Strength Culvert Pipe a Specialty.
THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.
LIMITED
DESERONTO, ONT.
Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."
Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"
BRAND
Foundry Pig Iron.
Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.
Write for Price to Sales Agents
Drummond McCall & Co.
MONTREAL, QUE
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, with the usual proportion of burrs, 45 per cent. off and coppered iron rivets and burrs, in 5-lb. carton boxes are quoted at 60 and 10 per cent. off list.

BOLTS.—Trade remains quiet with no changes to note. Quotations follow: Norway carriage bolts, 55 per cent.; common, 50 per cent; full square carriage bolts, 55 per cent.; machine bolts, 50 and 5 per cent.; coach screws, 66 2-3 per cent.; sleighshoe bolts, 65 and 5 per cent.; blank bolts, 50 and 5 per cent.; bolt ends, 50 and 5 per cent.; plough bolts, 50 and 5 per cent. To any retailer an extra discount of 10 per cent. is allowed. Tire bolts, 67½ per cent.; stove bolts, 67½ per cent. Nuts, square, 3½c. per lb. off list; hexagon nuts, 3¾c. per lb. off list. To all retailers an extra discount of ½c. per lb. is allowed.

SCREWS.—Very little business is being transacted, and prices remain unchanged. Quotations are: Round head bright, 82½ and 10 per cent.; flat head bright, 87½ and 10 per cent.; brass, round heads, 75 and 10 per cent.; brass, flat heads, 80 and 10 per cent.

CORDAGE.—Business is fair and several orders have been placed during the past week for manila rope. We quote as follows: Manila, 14c.; British manila, 12c.; sisal, 11½c. and lathyarn, 11c.

BUILDING PAPER.—There has been an advance of 5c. in the price of tarred felt. We quote as follows: Tarred felt, $1.75 per 100 lb.; 2-ply, ready-roofing, 85c. per roll; 3-ply, $1.10 per roll; carpet felt, $2.25 per 100 lb.; dry sheathing, 35c. per roll; tar sheathing, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll; O K and I X L, 65c. per roll; heavy straw and sheathing, $30 per ton; slaters' felt, 60c. per roll.

SCREEN WIRE CLOTH.—No business has been transacted in this market. The nominal price is $1.40 per 100 square feet.

FIREBRICKS.—Trade is very slow in this line. We quote as follows: English firebricks, $16 to $22 and Scotch, $17 to $22 per 1,000.

CEMENT.—Dealers are looking for more trade after the new year, but at present it is quiet, and our quotations are as follows: Canadian cement, $1.90 to $2.25; German, $2.20 to $2.30; English, $2.15 to $2.25; Belgian, $1.70 to $1.95 per bbl., ex-wharf, and American, $2.10 to $2.20 ex-cars.

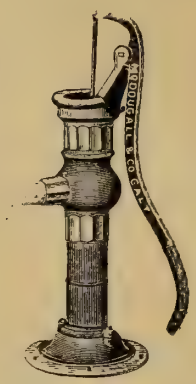
SKATES.—The trade is still good in skates and some good orders are still going out. Quotations are as follows: Halifax pattern, 36c. per pair; nickel-plated, 65c. per pair; ladies nickel-plated, 60c.; ladies' concave nickel-plated, $1.35 plain hockey, 27c. to $1.35; nickel-plated hockey, 60c. to $2.50; double-end hockey, $1.50 to $3. Skate straps, 35c. to $1.35.

HOCKEY STICKS.—A good trade is doing in hockey sticks. Prices are as follows: Best second growth, goal keepers', $4.20 per doz.; ash, $2.90; elm, $2.25; boys' elm, $1.10; common, 90c. Regulation pucks, $1.50 per doz.

SNOW SHOVELS.—There has been a falling off in orders during the past week. We quote: "Habitant," $2.25 to $2.40; "Victor," 30 per cent. off; steel railroad shovels, 48 and 5 per cent. off.

FIRE SHOVELS.—Trade continues good and prices steady. We quote: No. 70, 38½ to 40c. per dozen; No. 55, 55 to 60c.; No. 57, 82½ to 90c.; No. 60, 82½ to 90c.; No. 65, $1.37½ to $1.45; No. 80, 50 to

Wire Rope.
Whitecross Company's make.
BEST QUALITY AT LOWEST PRICES FOR IMPORT.
A. C. LESLIE & CO.
509-512 Merchants Bank Building,
MONTREAL.


HOTEL PUMPS are generally used roughly, and it might pay handsomely to go to the local hotel and see if they need a new Pump.
If they do, sell them one of our
Standard Anti-Freezing Pumps.
This will be a good ad. for you, because when the farmers use it and find out its easy working qualities, they are sure to inquire where such a Pump can be bought, and the sale of a good Pump like the McDougall will lead to sales of other things.
THE R. McDOUGALL CO., Limited,
GALT, ONT.
QUALITY BEST. PRICES RIGHT.

Pig Tin.
"Boustead & Co's" Penang
"Straits"
"Lamb and Flag"
Copper —"Lake" —"MA"
Galvanized Sheets.
ADAM HOPE & CO.
Hamilton, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
OPEN HEARTH STEEL.

55c.; "Duplex," No. 7, $1.21; No. 9, $1.52; No. 11, $1.82.

COAL HODS.—There has been a fair business in coal hods up to the present, but not up to former years. We quote as follows: Japanned, 16-in., $4.50 per doz.; 17-in., $4.80; 18-in., $5.10; with gold band, 17-in., $5.10; 18-in., $5.40. Galvanized, 16-in., $6.20; 17-in., $6.50; 18-in., $6.80 per doz. The discount is 45 per cent.

LANTERNS.—There is nothing of special interest to report in this market this week, and our quotations are as follows: Tilt, lift, or hinge, No. 0, $4 per dozen; Cold Blast, $7 per dozen; dashboard, No. 0, $5.75 per dozen; cold-blast dashboard, $9 per dozen. Extras are as follows: Japanning, 50c. per dozen; copper-plating cold blast, $2 per dozen. The prices quoted are f.o.b. London, Hamilton, Toronto, Belleville, Kingston and Montreal.

METALS.

The movement in metals has continued fairly satisfactory and no shading of prices is reported from any quarter. Pig iron is quoted at a lower figure this week, but the market is still firm under a strong demand. Copper is easy at unchanged prices. In ingot tin, quotations to arrive are $27.25 to $28.50. There is not much doing, however, in that line.

BAR IRON.—Considerable business has been doing during the past week and the prices remain unchanged. We quote as follows: Merchants' bar, $2; horseshoe iron, $2.25, and forged iron, $2.20

BLACK SHEETS.—There is no change in prices since our last report. We now quote: 28 gauge, $2.65; 26 gauge, $2.60; 20 to 24 gauge, $2.50 and 8 to 20 gauge, $2.50.

GALVANIZED IRON.—The market is very quiet, and our quotations are as follows: No. 28, Queen's Head, $4.40; Apollo, 10$\frac{3}{4}$-oz., $4.40; Fleur de Lis, $4.15; Comet, $4.10; "Bell" brand, $4.05. For less than case lots 25c. extra is charged.

SOIL PIPE AND FITTINGS.—There is no change to note in prices and business is slow. Discounts are as follows: Light soil pipe, 3 to 6 inch, 50 per cent.; medium and extra heavy soil pipe, 2 to 6-inch, 60 per cent.; extra heavy soil pipe, 8-inch, 45 per cent.; light fittings, 2 to 6-inch, 50 and 10 per cent.; medium and extra heavy fittings, 2 to 6-inch, 60 per cent.; extra heavy fittings, 8-inch, 45 per cent.

PIG IRON.—Business is quiet, and the price is very firm at $23.50 to $24.50, ex-store, Montreal.

INGOT COPPER.—The market is steady at $12.50 to $13.50 per 100 lb.

INGOT TIN.—There seems to be an uncertainty as regards this market. We quote $27.50 to $28.50 per 100 lb.

PIG LEAD.—Business is about done for the remainder of the year. We quote: $2.90 in carlots and $3.25 in small lots.

LEAD PIPE.—Composition and waste sell at 8c. and ordinary at 7c. The discount is 37$\frac{1}{2}$ per cent.

IRON PIPE.—Trade is good and prices remain unchanged. Quotations are as follows: Standard pipe, per 100 feet, in lengths under 19 feet: Black, $\frac{1}{4}$, $2.40; $\frac{3}{8}$, $2.65; $\frac{1}{2}$, $2.85; $\frac{3}{4}$, $3.65; 1-in., $5.20; 1$\frac{1}{4}$, $7.35; 1$\frac{1}{2}$, $8.95; 2-in., $12.55. Galvanized, $\frac{1}{4}$, $3.20; $\frac{3}{8}$, $3.45; $\frac{1}{2}$, $3.85; $\frac{3}{4}$, $5.; 1-in., $7.20; 1$\frac{1}{4}$, $10.05; 1$\frac{1}{2}$, $12.20; 2-inch, $16.85. Extra heavy pipe, plain ends, are quoted per 100 feet as follows: Black, $\frac{1}{2}$, $4.20; $\frac{3}{4}$, $5.25; 1-in., $7.55; 1$\frac{1}{4}$, $10.55; 1$\frac{1}{2}$, $12.75; 2-in., $17.60. Galvanized, $\frac{1}{2}$, $5.20; $\frac{3}{4}$, $6.65; 1-in., $9.55; 1$\frac{1}{4}$, $13.25; 1$\frac{1}{2}$, $16; 2-in., $21.90. For threads and couplings 5 per cent. is added.

TINPLATES.—The market remains unchanged. We quote: Cokes, $4.25 and charcoals, $4.75 to $5.25.

STEEL.—There is a fair movement in steel. Prices remain the same as last quoted: Sleighshoe, $2.10; tire, $2.20; bar, $2.05; spring, $2.85; reeled machinery,

"ARCADE" brand

Files and Rasps

Manufactured from the highest grade of Crucible Steel, and noted for their keen-cutting and wearing qualities.

Files of all shapes, sizes and cuts, for all purposes—every File and Rasp carefully **tested** and **warranted.**

For sale by the following pominent Hardware Merchants:

Canada Hardware Co., Limited, Montreal.
Miller, Morse & Co., Winnipeg.
W. B. Arthur & Co., Halifax.
Kerr & Robertson, St. John, N.B.
Cunningham Hardware Co., New Westminster
Fennell & Chandler, Charlottetown.

RETURNED APR -5 1901

KEARNEY & FOOT CO.

Manufacturers of

"K. & F. brand CAST STEEL

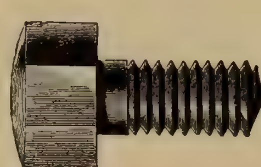
Files and Rasps

WARRANTED.

Have received Highest Awards for superior quality Mill Saw Files; also for their celebrated Elastic-Tooth Horse Rasps.

For sale by the following prominent Hardware Merchants:

H. S. Howland, Sons & Co. Toronto.
The Seybold & Sons Co., Montreal.
Howden, Starke & Co., Montreal.
N. Lemieux & Fils, Quebec.
The Jas. Robertson Co., Limited, Winnipeg.
Dodd & Rogers, Charlottetown.
Boyd, Burns & Co., Vancouver.
Crowell Bros., Halifax.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

BABBIT with Canadian Metal

"IMPERIAL GENUINE," "METALLIC," "HERCULES," "STAR."

The best BABBITS on earth.

THE CANADA METAL CO., TORONTO

PAINTS

We manufacture these brands:—"LION," "PEERLESS," "OWL," "RAVEN," also Ready-mixed House and Floor Paints, Roof, Barn, Bridge and Brick Paints, Coach Colors, Varnishes, Japans, etc. Our prices will interest you. Write us.

The Ottawa Paint Works, Ottawa, Ont.

Clerks wanting to buy

a business should watch the want colums of HARDWARE AND METAL. Better still, insert an ad stating your requirements. Cost is two cents a word each insertion, PAYABLE IN ADVANCE. When replies come in our care, five cents additional must be added for use of box and remailing.

HARDWARE AND METAL
MONTREAL. TORONTO.

$2.75; toecalk, $2.60; machinery (iron finish), $2.10; mild steel, $2.05; square harrow, $2.15.

TOOL STEEL. A little business is being done, but trade generally is very dull. Prices follow: Black Diamond, 8c.; Sanderson's, 8 to 12c., according to the grade; Jessop's, 13c.; Leonard's, 7½c.; Jonas & Colver's, 10 to 20c.; "Air Hardening," 65c. per lb.

CANADA PLATES.—Galvanized plates are in good demand and the market is very firm this week. Our quotations are as follows: 52s, $2.70 to $2.80; 60s, $2.85 to $2.90; 75s, $2.80 to $2.85; full polished, $3.75 and galvanized, $4.25 to $4.35; galvanized, 60s, $4.45 to $4.55.

TERNE PLATES.—These are slow at unchanged prices. The price is $7.50.

COIL CHAIN.—Importers report a few orders and expect a fair trade in a week or so. Our quotations are as follows: No. 6, 12½c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼-in., 7¼c. per lb.; 5-16, $5; 5-16 exact, $5.25; ⅜, $4.25; 7-16, $4.05; ½, $3.95; 9-16, $3.85; ⅝, $3.55; ¾, $3.50; ⅞, $3.45; 1-inch, $3.45. In carload lots an allowance of 10c. is made.

SHEET ZINC.—The market is very quiet. We quote $5.85 to $6.15.

ANTIMONY.—The price is 10c.

ZINC SPELTER.—There is a very light movement and the price is still 5c.

SOLDER.—A good demand is reported for solder. We quote: Bar solder, 20c. and wire solder, 18c.

SCRAP METALS.

The only quotable change this week occurrs in machinery scrap, which has advanced 5c. Prices follow: Heavy copper and wire, 9c. per lb.; light copper, 8c.; heavy red brass, 10c.; heavy yellow, 8½c.; light brass, 5c.; lead, 2 to 2¼c.; zinc, 2½ to 2¾c.; iron, No. 1 wrought, $15 to $16; No. 2, $7 per ton; machinery scrap, $16.50 to $17; stove plate, $13; malleable and steel, $6; mixed country rags, 60 to 70c. per 100 lb.; old rubbers, 6½ to 6¾c. per pound.

RAW FURS.

No further change in prices is reported this week. There is still a good market for foxes, and prices here quoted are readily obtained. We quote:

	Large	Medi'm	Small	Kitts				
BEAVER—Labrador and choice Eastern	$6.00	$5.00	$2.75	$1-1.50	Fall Beaver $2.00 to $2.50 per pound.		Spring Beav $3.00 to $3.25 per pound.	
" Territory Rocky Mountains and Western								
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75				
Partly Prime, or, No. 2	4.00	3.00	2.00	.50				
Unprime, or, No. 3	3.00	2.00	.75	.40				
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25				
	Large	Medi'm	Small	2	3	4	Cubs.	Yearl's
BEAR—Black—Choice only	15.00	10.00	7.50	6.00	3.00	.50	$2.00 to $8.00	
" Brown "	12.00	7.00	5.00	......	......	......	1.00 to 5.00	
	1	2	3	4				
BADGER—Of all sections	.50	.25	.10	.05				
	Dark	Brown	Pale	2	3	4		
FISHER—Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50		
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50		
	Large	Small	2	3	4			
FOX—Red—North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20			
" Territory and Western	4.00	2.75	1.40	.50	.20			
	Dark	Fair	Pale	2	3	4		
" Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50		
" Silver—Eastern and far Northern	75.00	50 00	25.00	20.00	9.00	4.50		
" Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50		
	Large	Medi'm	Small	2	3			
LYNX—Far North-Eastern	4.00-5.00	2 to 3.50	2.25	2.00	.75	.25		
" Territory and Western	4.00-5.00	2 to 3.50	2.25	2.00	.60	.20		
	Dark	Brown	Pale	2	3	4		
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	.25		
" Territory and Western	3.50	2.25	1.50	1.00	.60	.20		
" Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25		
	Large	Medi'm	Small	2 Large	2 Small	3		
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25	
" Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25	
	Spring	Winter	Fall	Kitts				
MUSKRAT—Eastern, best large		.10 to .13	8 to 10	2 to 5				
" Territory and Western		5 to .10	.07	2 to 4				
	Large	Small	2	3	4		Cubs	
OTTER—Labrador and far North-Eastern	$10-$14	7.00-10	5.00	2.50	2.00		$1.00 to $2.00	
" Territory and Western	6.00	4.50	3.50	2.25	.50		.25 to .50	
	Large	Small	2	3	4			
RACOON—	.75-1.25	.60-75	.33-50	.25	.15			
" Black—Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25			
	Black	Sh'rt St	Long St	White				
SKUNK	.75-1.25	.75	.40-.50	.05-15				
	Dark	Brown	Pale	2	3	4		
WOLVERINE—Value according to darkness, s z nd beauty	5.00	4.00	2.50	1.50	.75	.25		
CASTOREUM—	$5.00 to $6.00 per pound.							

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Metallic Roofing Co., Limited

TORONTO. MONTREAL. WINNIPEG.

HIDES.

There is no change in the hide market since last week, but the dealers are looking for a decline in sympathy with the rapid decline of late in the United States. We quote: No. 1 hides, 8c.; No. 2, 7c.; No. 3, 6c.; calf skins, 8 to 10c.; lambskins, 65c.

MONTREAL NOTES.

Tarred felt has advanced 5c. per 100 lb. for the Province of Quebec.

The discount on shovels has been reduced from [illegible] per cent. to 45 per cent.

Most of the travellers are in off the road for the holidays and will not go out till after the first of the year.

ONTARIO MARKETS.

Toronto, December 26, 1902.

HARDWARE.

FOR the holiday week business in wholesale hardware circles has been active. There has been quite a sorting up business in cutlery, skates, and plated goods, and a few transactions have been made also in the other lines. The travellers are in for their holidays and the orders coming forward have been mostly by mail. A number of visitors are in town calling on the trade and are placing some orders for immediate and future delivery. There has been no change in prices during the week and the figures at the present ruling will likely prevail till the end of the year.

BARB WIRE.—Trade is quiet and the base price is quoted as follows: $2.67½ from Cleveland and 12½c. less in carlots. From stock, Toronto, $3.

GALVANIZED WIRE.—There has been little business doing in galvanized wire. The prices are unchanged and our quotations are as follows: Nos. 6, 7 and 8, $3.15 to $3.35 per 100 lb.; No. 9, $2.65 to $2.85; No. 10, $3.20 to $3.40; No. 11, $3.25 to $3.45; No. 12, $2.80 to $3; No. 13, $2.90 to $3.10; No. 14, $3.75 to $3.95; No. 15, $4.30; No. 16, $4.55. Nos. 6 to 9 base from Cleveland are quoted at $2.27½ in less than carlots.

SMOOTH STEEL WIRE.—There has been no business of any account transacted in this line during the week. Base price follows: $2.50 per 100 lb. Oiling, 10c.; coppering, 60c. and tinning, $2 per 100 lb. extra. Shipping points, Toronto, Hamilton, London and Montreal, with freights equalized on those points.

FINE STEEL WIRE.—The demand for this wire is light. The discount is 25 per cent.

WIRE NAILS.—Prices are steady at the decline of last week. A fair number of orders for the season have come forward. Prices are as follows: $2.45 per keg and 5c. less for carlots. The shipping points are Toronto, Hamilton, London, Gananoque and Montreal.

CUT NAILS.—These are quiet and unchanged. The base price is $2.50 per keg.

HORSE NAILS.—There is a satisfactory demand for the season. The discounts are as follows: "C" brand, oval head, 40 and 10 and 7½ per cent.; on "M" brand, 50, 10 and 5 per cent.; on "Monarch," 65 per cent., and "Countersunk" head, 65 per cent.; "Peerless," 50 and 7½ per cent.

HORSESHOES.—Quite a number of orders keep coming forward at unchanged prices, and our quotations are still as follows: Iron shoes, No. 2 and larger, light medium and heavy, $3.45; snow shoes, $3.70; light steel shoes, $3.55; featherweight (all sizes), $4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), $3.70; snow shoes, $4; light steel shoes, $3.80; featherweight (all sizes), $4.95.

SCREWS.—The demand for these has dropped off with the holiday season. The discounts are unchanged. We quote as follows: Flat head bright, 87½ and 10 per cent. discount; round head bright, 82½ and 10 per cent.; flat head brass, 80 and 10 per cent.; round head brass, 75 and 10 per cent.; round head bronze, 65 per cent. and flat head bronze, 70 per cent.

RIVETS AND BURRS.—There is little doing in these. The discounts are quoted as follows: Iron rivets, 60 and 10 per cent. discount; iron burrs, 55 per cent.; copper rivets, with usual proportion of burrs, 45 per cent.; copper burrs alone, 30 and 10 per cent.

BOLTS AND NUTS.—There is a light demand reported this week. We quote: Carriage bolts, common ($1 list), 50 per cent.; carriage bolts, full square ($2.40 list), 55 and 10 per cent.; carriage bolts, Norway iron ($3.00 list), 55 and 10 per cent.; machine bolts, all sizes, 50 and 10 per cent.; coach screws, cone points, 66 2-3 and 10 per cent.; elevator shaft and whiffletree bolts, 50 per cent.

SPADES AND SHOVELS.—A fair number of orders are still coming in for both spades and shovels. The discounts are unchanged at 40 and 5 per cent.

ROPE.—Trade has quieted down somewhat in this line, and quotations are as follows: Pure manila, 14c.; British manila, 12c.; sisal, 12c.; lathyarn, single, 11c. and double, 11½c.; sisal bed cord, 3-cord, 48 feet, 65c.; 60 feet, 80c.; 72 feet, 95c. per doz.

HARVEST TOOLS.—There is a dull feeling in the market for these. The discounts are quoted at 60 and 10 per cent.

LAWN MOWERS.—The tone of the market is quiet. The prices are unchanged. Prices follow: Woodyatt, 12-inch wheels, $7.50; Star, 12-inch wheels, $5.50; Daisy, 12-inch wheels, $4.90; Philadelphia, 10-inch wheels, $6; Ontario, 10-inch wheels, $12.75. The other sizes are in proportion. The discount is 50 per cent.

GREEN WIRE CLOTH.—There has been little buying in this line. We quote $1.40 per 100 square feet.

EAVETROUGHING, ETC.—Business in eavetroughing and conductor pipe is now at a standstill. The prices rule as follows: Eavetroughing, 10-in., per 100 ft., $3.10; conductor pipe, 2-inch, per 100 ft., $3; 3-inch, $4; 4-inch, $5.25; 5-inch, $6.75 and 6-inch, $9.

CUTLERY.—Quite a little sorting-up demand was experienced for the fancy lines of cutlery this week for the holiday trade.

BUILDING PAPER.—The orders coming forward are not so numerous this week as before. We quote as follows: Dry sheathing, grey or straw, 35c. per roll; tar sheathing, grey or straw, 45c. per roll; dry fibre, 50c. per roll; tarred fibre, 60c. per roll.

TINWARE AND ENAMELLED WARE.—There is nothing doing. The holidays have caused business to drop off rapidly and jobbers are now busy stock taking.

STOVES, RANGES, ETC.—A falling off in the demand for these is reported and the manufacturers are commencing to take stock. So great has been the volume of business in these that there are now no surplus supplies on hand and so the trade is satisfied.

SCREEN DOORS, ETC.—Business in these is flat at present and will not likely pick up till the end of the year. Quotations follow: Screen doors, common, two or three panel, walnut stained, 3-in. style, $6.60; stained, yellow or green, $6.80; in natural colors, oil finish, $8.15; 4-in. style, 20c. per dozen extra.

CEMENT.—There is now nothing doing in cement. The cold weather has finished all outside work and stock-taking is the order of the day. The manufacturers are now enlarging their works and making preparations to increase their outputs for the coming vear. During the summer and early fall about 800,000 tons of foreign cement were imported into Canada. Quotations are: Canadian Portland, $2.80 to $3.20; hydraulic, $1.35 per barrel. At the works the prices are $2.50 to $2.70 per barrel.

METALS.

Consequent upon the holiday season being on the buying movement in metals has ceased temporarily. What business there is being done is for shipment from stock, but at the turn of the year it is expected that there will be a good deal of inquiry for metals. A turn in the speculative tide caused the London tin market to advance £2 per long ton last Monday and active buying was reported at that figure. The New York market responded to the appreciation, but there was no accompanying activity. The other metals outside are featureless.

PIG IRON.—The market is about the same as last week. We quote as follows: $23 for No. 1 and $22.50 for No. 2 at the Canadian furnaces. No. 2 Summerlee is quoted at $23 on track, Toronto.

STEEL BOILER PLATES.—There is a fair number of inquiries coming forward for these, but the mills are sold out for some time ahead. The quotations are steady at $1.80 per 100 lb. on track, Toronto, in carlots.

STEEL RAILS.—There is nothing new to report. We quote at the works $36 per ton for steel railway rails.

TOOL STEEL.—There is still a good demand for tool steel. Our quotations are: "B C" and "Black Diamond," 10 to 11c.; Jessop's, Morton's and Firth's, 14c.; Jonas & Colver's, 10 to 20c.; ditto, "Air Hardening," 70c. per lb.; Chas. Leonards', 8 to 9c.; Park's "Silver," 12 to 14c.; Park's Special, 15 to 20c.

MILD STEEL.—The market is steady and unchanged. We quote $2.50 to $3 per 100 lb. f.o.b., Toronto.

BOILER TUBES.—The market is in about the same condition as last week.

SPRING STEEL.—The demand is still good. The prices are $3 to $3.50 per 100 lb., on track, Toronto.

BAR IRON.—There is a strong market for this article without any change in

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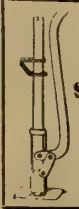
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and thank them for their esteemed favors.

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prices this week. We quote: The base price is $2.05. Extras cut to length while rolling: 2 ft. and over, 10c. per 100 lb., 1 ft. and under 2 ft., 15c.; under 1 ft., 20c.; over 20 ft. by special agreement, according to length and size.

BLACK SHEETS.—This line has shown some activity during the past week. We quote: Common, $3.15 for 28 gauge and dead flat, $2.50 for 26 gauge.

CANADA PLATES.—There is still a fair demand for this line, and a number of orders have been received for fairly large quantities. We quote as follows: All dull, $2.90 to $3; half-polished, $2.85 to $3.10 and all-bright, $3.75 to $3.85.

GALVANIZED SHEETS.—These are unchanged. Our quotations are as follows: Queen's Head, $4.50 for 28 gauge; American, $4.40 for 24 gauge; Bell brand, $4.30 for 28 gauge; Gordon Crown, $4.50 for 28 gauge.

TIN.—This metal has been more active. The prices are advancing on the outside markets, but the market, locally, is still strong at $29 to $30 per 100 lb.

TINPLATES.—These are unchanged. The base price is as follows: Charcoals, $4.75 to $5 and cokes, $4.25 to $4.50 per box.

COPPER.—More inquiries are reported for ingot copper this week. We quote as follows: Ingot copper, $13 and sheet copper, $22 to $23 per 100 lb.

BRASS.—There is no change in the market to report. The discount is 15 per cent.

LEAD.—The market is quiet. We quote $3.50 per 100 lb. for pig lead and $3.75 for bar lead.

IRON PIPE.—The demand is still good and prices are firm. We quote as follows: 100 feet, black pipe, ⅛-in., $3; ¼-in., $2.30 to $2.40; ⅜-in., $2.65; ½-in., $2.85; ¾-in., $3.65; 1-in., $5.20; 1¼-in., $7.35; 1½-in., $8.95; 2-in., $12.55; 2½-in., $20 to $21; 3-in., $24 to $25; 3½-in., $30 to $32; 4-in., $37.50 to $38.

ZINC SPELTER.—There has been a fair demand for small quantities of spelter. We quote 5 to 6c. per lb.

ZINC SHEETS.—These continue active and unchanged. The base price is quoted as follows: Cask lots, $6 to $6.25 and part casks, $6.25 to $6.50.

SOLDER.—This metal is quiet.

ANTIMONY.—There is nothing doing in antimony. We quote $9 per ton.

PETROLEUM.

The Union Petroleum Company's prices are unchanged this week. Prices follow: Lily White, Canadian, 17½c. in bbls.; Silver Light, American, 19½c. in bbls.; Crystal Spray, water white, American, 20½c. in bbls.; Pennoline, best American imported, 22c. in bbls. In bulk, 2c. less. The Queen City Oil Company quote an advance of ½c., their quotations now being as follows: Sarnia Prime White, 18c.; Sarnia Water White, 17½c.; Family Safety, 20½c. in bbls.; Pratt's Astral, 19½c. in bulk.

HIDES, SKINS AND WOOL.

HIDES.—The offering of hides continue large and are of poor quality. The market is weak both here and abroad, but prices rule nominally at previous quotations. Prices are as follows: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8½ to 9c. per lb.

CALF SKINS.—These are in good demand and the prices are firm this week. Our quotations are as follows: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do, 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each.

SHEEPSKINS.—These are unchanged at 75c. each.

WOOL.—The market for wool is strong with no quotable changes in prices. We quote: Unwashed, 8 to 8½c.; fleece, 15c.; pulled wools, super, 15 to 16c. and extra, 19 to 20c.

TALLOW.—A good deal of tallow is still coming on the market. Prices are weak at 6 to 6¼c. per lb. f.o.b. Toronto, and from store, 6½ to 6¾c. per lb.

SEEDS.

There is no business of any extent being transacted in seeds at the present time. The prices of red clover are nominal at $6.25 to $6.75 at outside points, and alsike is worth $5.75 to $6.75 per bushel, with the usual premium for samples of extra fine quality. Timothy is nominal at $1.50 to $1.85 per bushel.

OLD MATERIAL.

Prices are steady and trade is good for this time of the year We quote as follows: Heavy copper and wire, 10c. per lb.; light copper, 8 to 8½c.; heavy red brass, 9½c.; heavy yellow brass, 8 to 8½c.; light brass, 5 to 5½c.; lead, 2 to 2¼c.; scrap zinc, 3c.; iron, No. 1 wrought, $13 per net ton; No. 2 wrought, $4.50; machinery cast scrap, $15.50 to $16; stove plate, $10; malleable and steel, $6 to $6.50; old rubbers, 6½c. per lb. and country mixed rags, 50c. per 100 lb.

Gem Cutlery Co. have a large demand for their display cases containing the "Gem Safety Razor." The trade never had a better chance to secure a display case with absolutely no risk attached to the sale of the goods.

THE UTILITY OF WEALTH.

By BARNET MOTT, in Baltimore Herald.

THIS old idea of the richest man in the world, an individual who has always had an abiding charm for every other man, woman and child, came to mind the other day when I was reading Mr. Charles M. Schwab's statement of the values of the properties of The United States Steel Corporation. Our boyish idea of the wealth of the Chinese idol was always expressed in the words "millions." In Mr. Schwab's testimony before some board, the total value of the corporation's property was given as a little over $1,400,000,000. One fourteenth-hundred of this sum, or much less than 1 per cent. of the income—$1,000,000—is Mr. Schwab's annual salary. There may be such an accumulation of wealth in China. I have never been there and know nothing about the finances of either corporations or individuals. But I do not believe there is any such mass of concentrated wealth in any country of the Orient.

The sum of $1,100,000,000 represents an enormous amount of riches. When the "billion-dollar steel trust" was organized the public of all countries held up their hands in amazement at the stupendous capital. And now the company's president announces that in the short time since incorporation, the value of the property has increased 40 per cent. As was suggested at the time of the publication of Mr. Schwab's testimony, Croesus' fabled wealth was a small, street-corner tradesman's capital in comparison.

The majority of men will be honest with themselves and frankly admit that they would like to possess a tiny fraction of this sum, and would offer not the slightest hindrance if there were a possibility of the whole amount becoming theirs. He is an extraordinary and not altogether commendable man who is absolutely content with his present condition in life and who would not take advantage of an opportunity honestly to add to his comforts and his pleasures if the needed money were available. All except him who would be stationary have sighed throughout their lives—long and short—for just a few more things that they could not afford, wished that they had the money, and would gladly accept that in any honest form compatible with pride. The few who would refuse are few indeed, and somewhat unnatural.

These show a spirit when such great wealth in the hands of a few is mentioned not dissimilar to that of our boyhood dreams of China. They know nothing of the circumstances of the growth of the property, find it beyond the comprehension of inexperience and straightway conclude that there must be something evil in the acquirement of that enormous sum. The extremely rich man whom everybody is ready to believe earned his wealth honestly is so rare that I never heard of him. Jones says: "I could not gather such riches with years of toil with strict adherence to honesty, and I do not believe that any man could do so." One may doubt that a fairly intelligent man could hold so narrow, bigoted a view. As a matter of fact, it is the basis of at least a half of the common criticism of men of wealth. The number of men of good education and unquestionable intelligence who cling to that error would be surprising if it could be had. It is only ignorance's distrust of knowledge.

Everybody has been benefited by this increase in the world's wealth. The poor are not so wretched by any means as they were a couple of centuries ago, and the man of average wealth, the small tradesman and the skilled laboring man is far, far better off than he ever has been. We are just living on a scale that is comparatively huge, and we must sooner or later become used to the use of terms and figures that are the products of our mode of life.

The danger to our social constitution is not in the possession of vast wealth by any corporation or private person, or in the expenditure by the Government. We know that a corporation formed for honest business—the other kind collapses too quickly to be noticed—will be judicious in expending its wealth, and we may trust the Government to be so. Congress may be foolishly extravagant just a little once in a while, but in the long run will be generally wise in this action. What we really have grounds to fear is the expenditure of large wealth by the individual.

Mr. Schwab, for instance, who enjoys an income of a million dollars and probably more, cannot possibly use that sum for the ordinary wants of a man; that is to say, the necessities of one in the highest social station—the gentleman may not have been admitted to that standing yet, but, of course, may have all the external fittings of it—and undoubtedly spends a good deal in luxuries of one kind or another, on articles that anybody would class as luxuries for a single person. In the choice of those luxuries is the danger.

Some who think that life should be conducted by sentiment and not by reason and scientific law, hold that Mr. Schwab should give of his wealth to his employes in the form of higher wages. To do so would be to take a step back from the industrial economies that have made life so much easier, more comfortable and more beautiful than it was in Europe a century ago. The beginning made, who could tell where the retrogression would stop? The cost of production is ultimately the cost of labor. Then, if Mr. Schwab would be wise in such generosity to his employes, every employer in the land would logically have to follow his example and there would be a long leap toward the abolition of the economies that have been so beneficial. Again, who is to fix the limit of Mr. Schwab's gifts to the workmen? These will demand more and more as each effort is successful, for a man wishes to live as well as he can and to receive as large a remuneration as he can for his labor.

Much better is it for the great millionaires to do what they can to beautify their surroundings and their fellows', and add to the higher intellectual enjoyments of life. Mr. Carnegie has made this choice. Mr. Schwab would do so to a certain extent by erecting a mansion that would be truly a thing of beauty. While the others of us could not live in that house, we would improve ourselves to make the contrast less glaring. The surest way to better a poor man's lot is to surround him with such improved circumstances that he will be aroused to fit himself to enjoy them and be in some measure of harmony with them. The sentimentalists' policy of making the man dependent upon external help, paternalism, has invariably brought destruction with it.

The riches must, however, be spent in intellectual pursuits that will improve one's self, one's home and one's neighbors. Indulgence in physical enjoyment and elementary mental pleasures will be the source of national decay and extinction. Rome made this second choice and perished as a great power.

COOKING BY ELECTRICITY.

M. Moissau, of Paris, has invented an electric oven, in which electricity both turns the spit and roasts the joint, says Chambers' Journal. The fireplace has been turned into a small electric furnace, from which the heat radiates just the same as if it were a coal fire. Vessels have also been made for cooking purposes, with an outer and an inner skin, the interval between the two skins being filled with a white metal, which is heated by a current of electricity. In this way water can be boiled and food cooked. There are three degrees of heat, according to the will of the attendant. The vessels are provided with binding screws that connect them with the current in a moment.

The plant, stock, etc., of The Zanzibar Paint Co., Toronto, which recently assigned, has been sold to The Canada Paint Co., of Montreal and Toronto.

LIGHT WEIGHTS AND FALSE MEASURES.

By H. J. Holmes.

AN enormous number of London shopkeepers apparently yearn to accumulate wealth quickly by swindling their customers.

This statement receives ample substantiation from last year's report of the Public Control Department of the London County Council. From it we learn that the total number of unjust weight and measure appliances seized during the 12 months reached the imposing figures of 63,950 !

The amount of hard cash of which the public was robbed by such means can only be conjectured, but must have been a small fortune.

The L. C. C. employs a staff of officials whose duty it is to run to earth the perpetrators of this cruel system of fraud—cruel because its victims are mostly of the poorer class, who must feel acutely the loss of even the smallest sum.

As is well known, all weights, measures, and weighing instruments should, before being used in trade, bear the official stamp which records their honesty. Nearly 3,000,000 appliances of the sort were duly marked in the London district last year. But it is one thing that they are correct when they leave the L.C.C. official residence; quite another matter whether they will be allowed to remain so !

It requires the persistent efforts of 91 inspectors to limit the possibilities of the various appliances being tampered with, as the large number of seizures testify. And it must not be concluded that all the shop-keeping rogues are brought to book; some succeed in evading Nemesis for years. If eventually caught, their only punishment for the first two offences is being mulcted in a comparatively small fine—which, considering all things, they can well afford.

The dodges of the dishonest shopkeepers to evade detection are seemingly without limit. Swindling is a paying game, and those who practise such a lucrative profession can afford to devote much time to the study of the art of not being found out.

There is an instructive collection of swindling relics in the possession of Mr. Webb, the chief of the Newington Weights and Measures district office.

The collection of seized appliances includes a specimen of one of the most barefaced devices ever discovered, even in daring London. It is a machine once used for weighing tea. To the customers' side of the scales a string was attached, running down a hollow socket and through a hole in the counter, a weight being fastened to the end of the string. The weight could be supplemented by a pull of the shopman's fingers when considered necessary! A big point about this contrivance was that the string could be detached at a moment's notice on the advent of the L.C.C. inspector.

Mr. Webb's collection also includes several pairs of scales possessing very valuable idiosyncrasies—for the trader. Some have the happy knack of insuring that a purchaser only receives thirteen or fourteen ounces for every pound-weight paid for! The weights used may be genuine enough, but the scales are so constructed that when, say, a one-pound weight is placed in a certain position near the side of the pan, the scale containing the goods descends several ounces short.

A customer could thus be swindled of from one ounce to four ounces in every pound, according to the distance from the centre of the pan that the shopman's conscience allowed him to place his weight.

How regretful must have been the parting between a certain marine-storekeeper and the useful dial-scale which favored him either in buying or in selling. The registering hand was so fitted as to move backward or forward by a touch of the finger. In buying goods, the ingenious proprietor naturally kept the dial register low; in selling he merely, with a casual and unobserved touch of his forefingers upon the back of the dial, pushed the hand on a few points.

As for fraudulent weights, Mr. Webb's collection forms an admirable object lesson of the lengths to which a thoroughly enterprising shopkeeper will go.

There are scores of weights, for the most part bearing the official stamp of honesty, but each one in itself yielding ample proof that it has done its part in the art of swindling the public. From the quarter of a pound right up to the half hundredweight we are able to see how fraudulent even an officially stamped weight may become in the hands of unscrupulous traders.

Holes are drilled or cut in the metal, and filled with cork, wood, paper, or other light material. Sometimes a thin coating of lead hides the "faker's" work, but in other cases the cork or wood filling was undisguised when the weights were seized.

As for measures, there are many examples of how these are tampered with in order to defraud the public. False bottoms, dinged sides, drooping spouts, and worn-down tops are constantly used as the means of giving short measure. Costers are habitual offenders in this connection. The economical housewife who makes her purchases from itinerant hawkers does not always save money by the transaction.

The L.C.C. detective is often to be found hot on the trail of the dishonest coal-hawker, at whose hands the poor people who buy fuel in small quantities suffer much. It is a good thing to find this class of offence growing less. Not that the average coal-hawker is becoming more honest, but he has learnt to dread the sudden appearance of the little black van which bears a relentless inspector with his undeniable standard scales, empowered to test the weight of every bag of coal on the hawker's cart.

It is generally conceded that, so far as its powers go, the L.C.C. leaves no stone unturned in this branch of its multitudinous duties to save the public from the shopkeeping and hawking swindler; and that the Council's efforts in this direction are ably backed up by one of the most carefully organized bodies of men in the United Kingdom.—Royal Magazine.

TEST OF PAINT ON IRON BRIDGE.

IN September, 1897, the viaduct carrying 155th St. over the station tracks of the Manhattan Elevated Railroad in New York City, was painted with a number of paints of different composition and manufacture, with a view of determining their comparative protective qualities and durability when applied to metal subjected to the action of locomotive gases. The portion of the viaduct which was painted crosses three tracks and two station platforms, and consists of 17 lattice girders spaced nine to ten feet apart and having a clear height of about 13 feet above the rails. The lattice girders carry floor beams, to which were rivetted trough floor sections carrying the roadway. Previous to applying the paint the metal work was thoroughly cleaned by a sand-blast, and the priming coating was put on immediately after cleaning. After an extended examination of the paints and the results, H. B. Seaman, C.E., summarized his report as follows :

" The carbon and graphite paints have lasted altogether better than any of the other kinds that were applied on the viaduct, the carbon paints being rather better than the graphite. In my opinion, carbon paint is the best material to withstand the sulphurous fumes of locomotive gases. Red lead did not really have a fair test. It was used on several of the girders, but it was not applied by a manufacturer of red lead, but by the makers of other paints, who wished to use red lead in connection with their own. It might have given better results if it had been tried on its own merits. It forms a sort of cement which makes it effective for resisting moisture, as on ship bottoms, but it does not withstand the gases from coal so well. Asphalt and the compounds of rubber have lasted very poorly."

HEATING AND PLUMBING

PLUMBING AND HEATING NOTES.

NELSON, B. C., property-owners have approved by a vote of 271 to 89 of a loan by-law for $150,000, the money to be used in putting in a power plant and extending the city's electric light system.

M. F. O'Connell has been appointed plumbing inspectator of Ottawa.

The L. W. Webb Manufacturing Co., Montreal, expect to have their 1903 catalogue ready for the trade before the close of January.

Members of The Toronto Master Plumbers' Association say that W. G. D. Adams "has his hands full with the committee on prices entrusted to his care."

Two workmen, engaged in digging a sewer at Toronto Junction, Ont., were killed by a cave-in which was due to the sides of the sewer not being properly timbered.

E. J. Knowdell and R. C. Hodgson, plumbers, of Vancouver, have dissolved partnership. The business in future will be carried on by R. C. Hodgson and Wm. Stearman.

The Haggas Gas Engine Co., Toronto, have been incorporated, with H. W. Petrie, W. S. Haggas, T. A. Kilgour, M. M. and B. D. Petrie as provisional directors, and with a share capital of $40,000.

W. J. Wilson, of The John Ritchie Co., and H. Hogarth, of Fiddes & Hogarth, Toronto, are laid up by illness. W. H. Meredith, of R. H. Lear & Co., Toronto, has just got back to work after a confinement by a similar cause.

The Canadian Heating and Ventilating Co., Owen Sound, have been incorporated with a capital of $200,000, and the following as provisional directors: V. A. Harshaw, J. A. Ellis, W. S. Middlebro, J. H. McLauchlan and W. J. Christie.

A Building Trades Council will probably be formed at Winnipeg. A conference to consider the matter was held a few days ago, attended by plumbers, steamfitters, electrical workers, painters and other building trade representatives, who heartily endorsed the proposal.

CANADA METAL CO. GROWING.

Canada Metal Co., Toronto, have enlarged their working facilities so as to meet the increasing demand for their goods, the success being due to the satisfaction met in using their babbitt, solder, lead pipe, block tin pipe, battery zinc, etc. These people are also importers of pig lead, antimony, tin, zinc, etc.

TORONTO PLUMBERS MEET.

The regular monthly meeting of the Toronto Master Plumbers' Association was held on Monday evening in their new rooms, Employers' Hall, 18 Victoria street. The new headquarters are just what the Association officers have been wanting, being bright, attractive and cheery, and should help to draw out the members to the meeting.

The chair was occupied by the president, Robert Ross, and the following members were present: Messrs. McVicar, McKittrick, Mansell, Wallace, Cooper, Mason, Robertson, Harrison, Allison, Clapperton, Adams, Dean, Warwick and Secretary Le Grow.

The report of the committee dealing with charges was received and adopted, as follows: Steam-fitting plumbers and gasfitters, 65c. per hour, the day being from 8 a.m. till 5 p.m.; overtime and Saturday afternoons, time and a half; Sundays and holdays, double time.

The expenditures in connection with the Association having increased materially lately, it was decided to advance the dues to $1 per month.

PLUMBING AND HEATING CONTRACTS.

The London Engine Supply Co. have the contract for heating a large addition to the premises of the McCormick Manufacturing Co., London, Ont., and of the new premises of The London Advertiser.

BATHS FOR WORKMEN.

An innovation which other firms may find it to their interest to adopt has been made at the Newport Ironworks of Samuelson & Co., on Teesside. This is the provision of a suite of baths for the workmen, which are available to all and sundry at the nominal charge of ½d. per bath. The installation comprises slipper, shower and needle baths, supplied with hot and cold water, and there is also a plunge-bath with sloping bottom, giving a variation of 4ft. to 7ft. There can be no question that such aids to cleanliness and health are of the first importance, and if only the Newport men can be induced to take full advantage of the boon now offered them, the proprietors of the works will be amply repaid for their expenditure and enterprise in the increased energy and healthfulness of their employes. — Ironmonger.

BUILDING PERMITS ISSUED.

TORONTO.

To R. Barber & Son, for a $2,800 dwelling on Delaware avenue, near Bloor street.

To Dr. D. W. McPherson, for a $4,500 dwelling on Bathurst street, near College street.

To W. H. Wilson, for a dwelling at 114 Walmer Road, to cost $4,200; W. Hall & Son, builders.

To York County Council, for $3,000 alterations to 57 Adelaide street east; E. R. Babington, architect.

To Dr. Porter, for a $7,000 dwelling on Huron street, near Barnard avenue; Langley & Langley, architects.

BUILDING NOTES.

New cement works, 300 x 80 ft., are to be erected at Toronto Junction, Ont.

Delaney, Pettit & Co., Toronto, intend erecting a large addition to their premises.

It is believed that the C.P.R. is having plans prepared for a new station at Winnipeg.

D. F. Burke, of Port Arthur, Ont., has announced that he will spend $100,000 in the erection of new dwellings in Port Arthur.

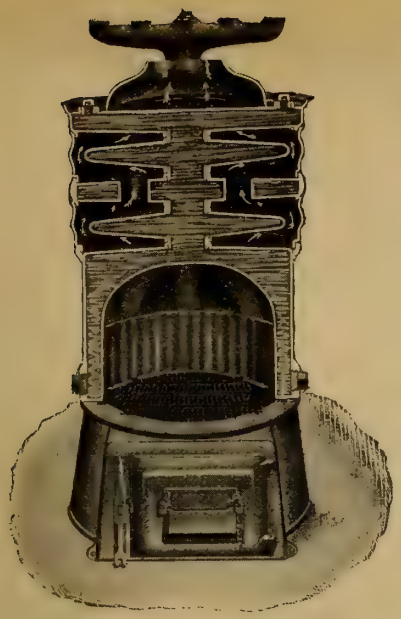
Mr. Resther, of Quebec, will rebuild a modern hotel on the site of the burned Victoria Hotel, work to be commenced in the spring.

The Goldie & McCulloch Co., Galt, Ont., have secured new premises, 23 acres in extent, and will erect new works on a large scale.

Building operations at Port Arthur, Ont., continue unusually brisk. The C.P.R. and the C.N.R. have not yet completed the important extensions they are making there and at Fort William.

MASTER PLUMBERS' GOOD WISHES

The master plumbers of Montreal wish to thank the manufacturers, through HARDWARE AND METAL, for the way they have filled every order during the past year, and also take this opportunity of wishing one and all a Happy and Prosperous New Year.



Successful Heating

Our efforts to warm Canadian buildings economically have been crowned with success. The introduction of our

"ECONOMY"

Hot Water Boiler and its ultimate perfecting have contributed largely to our fame as Heating Experts.

The **"ECONOMY"** Hot Water Boiler is made along sensible lines—constructed absolutely without bolts or packing—easy to put together—means satisfaction to the tenant, because it works steadily and burns little fuel.

Write for a new and attractive booklet on this system.

J. F. Pease Furnace Co., Limited,

Head Office, 189-193 Queen St. East, - **TORONTO.**

Standard Paint & Varnish Works.
Limited
Makers of High Grade Varnishes, Japans, Paints, Colors & Enamels.
Windsor, Ont.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Hardware and Metal Merchant.

THE CELEBRATED
NATIONAL CUTLERY CO. SHEARS

Acknowledged the best and fully warranted.
Not connected with any Shear Combination.

Tailors' Shears,
Trimmers,
Ladies' Scissors,
Barbers' Shears,
Tinners' Snips.

DECATUR, BULL & CO., Sales Agents, MONTREAL.

THE LONDON SCALE WORKS

GEORGE M. FOX
(Successor to John Fox.)
Manufacturer of Railroad, Hay and Platform Scales.
91 York Street, ——— LONDON, ONT.

WILLIAM ABBOTT

Representing Jonas & Colver's Celebrated "Novo" Air Hardening Steel. Especially adapted for high speed. Easily annealed, and shaped into Milling Cutters, Dies and other tools. Oil and Water Hardening Steel for all classes of tools and work. Stock on hand for immediate orders.

SAMPLE ROOM, 13 ST. JOHN STREET,
MONTREAL.

"Pullman" Lawn Sprinkler
IS YOUR ORDER IN?
Send for Folder No. 14.
Pullman Sash Bal. Co.
Rochester, N.Y., U.S.A.

FREE INSURANCE AGAINST FIRE

PLASBESTER

AGENTS WANTED IN EVERY TOWN.

the BEST ASBESTOS WALL PLASTER

Fire Proof
Frost "
Sound "
Will not crack.

TRADE MARK
J.M.T
REGISTERED

Two Signs of Prosperity.

These are two signs of prosperity, because the hardware dealer who carries the **J.M.T.** lines is certain to get the dollars in profits.

In gas and electric fixtures our line is of the superior sort at prices which are on the lowest level.

We make a line of bathroom accessories and equipment that is so attractive and honest that it brings patronage to any store where it is displayed.

In steam engineering and fitting specialties our line embraces everything that commands the most desirable trade.

Over 1,000,000 **J.M.T.** valves giving satisfaction throughout the Dominion should be ample reason for commending the **J.M.T.** lines to your further attention.

The James Morrison Brass Mfg. Co., Limited,
TORONTO.

RETURNED to expire Jan 20/05

The Distribution of Selling and Commercial Expenses.

By . . .
Kenneth Falconer,
Montreal.

THE pro-rating of manufacturing expenses on the cost of product is a question which in these days of high shop organization is attracting universal attention amongst manufacturers. With the possible exception of the various methods of compensating labor, whether based on day or piece work, and including all forms of bonus or premium plans, no management problem is being more generally considered nor widely discussed. From the simple plan of providing for all expenses, including both selling and commercial, by a percentage on the cost of labor and material entering into the product, to the separation of the manufacturing expenses and providing for them by the scientific distribution on the cost of each article of only such items of expense as are directly related thereto, the manufacturer of to-day has unlimited opportunity to select that plan which is best suited to existing conditions and surrounding circumstances.

Where a line of distinction is drawn, separating manufacturing expenses, all others are usually classed together and little, or no attempt, is made to distinguish between the selling and the commercial, or administrative, expenses of the business. The manufactured cost of an article being composed of labor, material and manufacturing expenses, one of the following plans is usually adopted as regards what may be termed the selling cost: that is the cost of the article up to the time it is sold and becomes the property of the customer. In one case it is charged to Sales Account at its manufactured cost, and the difference between that value and the price at which it is billed to customer represents the gross profit; for this difference Profit and Loss Account receives credit, and being debited with such expenses of the business as are not included in the manufactured cost sufficient to cover all selling expenses, leaving the commercial or administrative expenses to be wiped out by Profit and Loss; or else to advance the cost at which goods are charged to Sales Account a sufficient percentage to cover all expenses not provided for in the manufactured cost; that is, the cost at which the article is charged and credited to stock. The objection to the two first plans is that they do not allow each individual sale to show the net profit or loss, as the case may be, and thus to stand on its own merits, while the weakness of the last plan is that, no distinction being drawn between the selling and other commercial expenses, it is impossible to hold the selling department responsible for the ultimate result, or to judge whether the efforts of the salesmen are producing from time to time more or less satisfactory results in the shape of profits on sales. Just as where all the expenses of a concern are included in the cost of manufacture it is impossible for an extravagant commercial, or incompetent selling, organization to neutralize the effects of the best of management, so where no distinction is made between selling and administrative expenses it is possible for an

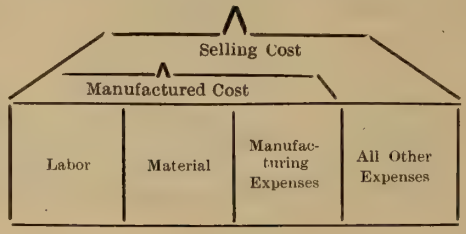


FIG I.

extravagant accounting, or commercial, organization to more than offset the efforts of the most efficient selling staff or the most economical administration of the stock room and shipping department.

The point I want to make may be seen more clearly by an examination of Figures I and II. If the selling cost, that is the cost up to the time the sale is made, is taken to include all expenses, as shown on Form I, then an extravagant administrative department or executive may more than offset the results attained by the selling staff, and the cause of a gradual lessening of the percentage of profit on sales remaining undiscovered; whereas, if the selling cost is taken to be as shown in Figure II, the cause of the trouble would be at once indicated. More especially will this be the case if the division between selling and other commercial expenses is so arranged that while the latter are equally borne by all sales the former are distributed in their correct proportion on the cost of goods sold in the various territories or districts of the Company's trade. To obtain this result and, at the same time, have each sale show on its face the net profit or loss is the object for which this plan was designed.

For purposes of illustration we will assume the case of a manufacturing company doing business in three defined districts, known as east, west and city. All manufacturing expenses being provided for by an advance on the price at which goods are charged to stock, a careful analysis of the remaining expenses shows an annual outlay of say $72,000, amounting to 12 per cent. on the cost of the probable sales as based on past records, this sum having to be provided for before any profit is made. Of this amount $42,000 is for such expenditures as may fairly be called selling expenses, such as travellers' salaries and expenses, commissions, advertising, etc., etc., the remaining $30,000 being made up of the general administrative expenses of the concern. The sales are estimated at $800,000, divided equally among the three districts named. The gross profits averaging 33⅓ per cent. on cost, this would mean a cost of goods sold of $600,000. The general administrative expenses bearing no direct relation to the amount of sales in each district, but only to the total of such sales, are to be provided for by a charge of 5 per cent. on the value of the goods sold, without regard to the location of customer.

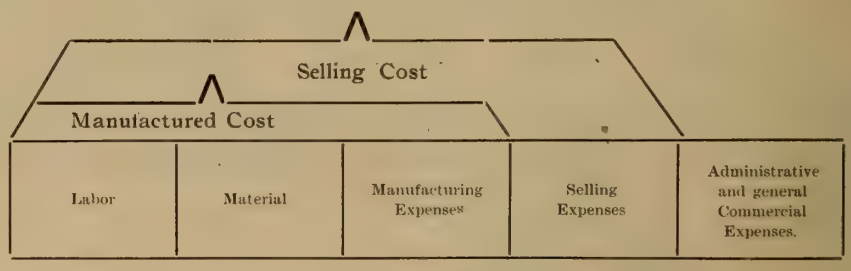


FIG II.

It is very desirable, however, that the charge against Sales Account, made to provide for the selling expenses, should be distributed on the sales in the various districts in exactly the same proportion the selling expenses of each district are expected to bear one to another. The various sums required will be seen by reference to Note A, and are based on past records of sales and expenses and present knowledge of salaries,

NOTE A. Data upon which provision for expenses for coming year is based :

	East.	West.	City.	Total.
Sales—				
Cost...	$200,000.00	$200,000.00	$200,000.00	$600,000.00
Sold	266,666.67	266,666.66	266,666.66	800,000.00
Expenses—				
Selling	$14,000.00	$22,000.00	$ 6,000.00	$42,000.00
Administrative	20,000.00	10,000.00	10,000.00	30,000.00
Total	$24,000.00	$32,000.00	$16,000.00	$72,000.00
Percentage of selling expenses on cost of sales	7 p.c.	11 p.c.	3 p.c.	
Percentage of commercial & administrative expenses	5 p.c.	5 p.c.	5 p.c.	
Total advance on cost of sales to cover all expenses except manufacturing	12 p.c.	16 p.c.	8 p.c.	

FORM 1—SHIPPING SLIP—EAST.

This space contains name of customer, date, terms and all particulars.

	Article.	Price.		Shop A.		Shop B.		Total.	
		Cost.	Sold.	Cost.	Sold.	Cost.	Sold.	Cost.	Sold.
	4	$1 50	$2 00	$6 00	$8 00				
		1 50	2 00			$6 00	$8 00	$12 00	$16 00
				Add	12 per	cent.		1 44	
								13 44	

The ultimate disposition of the above amounts is as follows :

Sales Account, Dr.	$13 44	
To Stock		$12 00
Sales Revenue	7 p.c.	84
Com. "	5 p.c.	60
	12 p.c.	
Customer, Dr.	16 00	
To Sales Account		16 00

commissions paid, and of current advertising contracts. For each district shipping slips (Form 1) of a different color are provided ; these are either made out by the shipper, or are the original shipping orders, as may be found best, and are the official advice to the office of shipment having been made, and notification to charge customer. When the charge has been made in the day book, the invoice number is noted in the space provided and the shipping slip returned to the cost department ; there the costs are filled in, value extended and the total percentage required to cover selling and commercial expenses (in this instance 12 per cent. for goods sold in the east, 16 per cent. in the west and 8 per cent. in the city), added to the cost. At the close of the month the various amounts thus added are listed under their correct headings and the totals ascertained. These totals are then divided in the proportions, as shown on Note A, and the amounts credited to Sales Revenue and Commercial Revenue, respectively, stock being credited at net cost. Sales Revenue Account thus gets credit for 7 per cent. on the cost of sales in the east, 11 per cent. in the west and 3 per cent. in the city, while 5 per cent. on all sales goes to the credit of Commercial Revenue to provide for the general expenses other than the selling. Sales Account having been debited with the net cost of goods sold, plus the percentage as shown in Note A, the difference in each instance between the amount so charged and the selling price will represent the net profit and show on each individual sale ; a most important point in the eyes of most managements.

All accounts properly coming under the head of selling expenses are each month closed out to Sales Revenue, and the other commercial expenses to Commercial Revenue. The manufacturing expenses having been charged out to the account provided for that purpose, it will thus be seen from month to month if the amounts provided for all the expenses of the business are too small, or are in excess of the requirements, and in either case whether it is the provision for the manufacturing, the selling or the administrative expenses that require readjusting. Should any of these expenses reach an abnormal figure, instant attention will thus be called to it.

In connection with the general ledger a sub-ledger is kept, showing the distribution

NOTE B. Sub-Ledger Account.

SALES ACCOUNT.

DR.

	East.	West.	City.	Total.
1901				
Manufactured Cost .	$200,000.00	$200,000.00	$200,000.00	$600,000.00
Per cent. added	24,000.00	32,000.00	16,000.00	72,000.00
	$224,000.00	$232,000.00	$216,000.00	$672,000.00
1902				
Manufactured Cost .	$200,000.00	$100,000.00	$300,000.00	$600,000.00
Per cent added.....	24,000.00	16,000.00	24,000.00	64,000.00
	$224,000.00	$116,000.00	$324,000.00	$664,000.00

CR.

	East.	West.	City.	Total
Sold for	$266,666.67	$266,666.66	$266,666.67	$800,000.00
	$266,666.67	$266,666.66	$266,666.67	$800,000.00
Sold for.....	$266,666.67	$133,333.33	$400,000.00	$800,000.00
	$266,666.67	$133,333.33	$400,000.00	$800,000.00

SALES REVENUE ACCOUNT.

	East.	West.	City.	Total.
1901				
Selling Expenses...	$13,900.00	$21,850.00	$6,100.00	$41,850.00
1902				
Selling Expenses....	13,900.00	19,000.00	6,700.00	39,600.00

	East.	West.	City.	Total.
Per cent. on cost	$14,000.00	$22,000.00	$6,000.00	$42,000.00
Per cent. on cost	14,000.00	11,000.00	9,000.00	34,000.00

COMMERCIAL REVENUE ACCOUNT.

It is assumed that the percentage added to manufactured cost and credited to this account exactly provides for all administrative expenses.

of the selling expenses as well as the provision for same amongst the various districts, east, west and city.

Assuming annual sales, for two different years, at $600,000, with a gross profit of 33⅓ per cent., Note B. shows the total of the Sales Account and the Sales Revenue as taken from this sub-ledger, B1 being a summary of the result. Note C. contains exactly the same information as far as totals are concerned, and is based upon the plan of crediting profit and loss with the gross profit on sales, and charging the selling and commercial expenses to that account, the ultimate result in the shape of net profit shows an increase over 1902 and a decrease in the expenses of the business for that year—a most satisfactory showing, on the face of it, until the details are examined. These details, as shown on Note B., however, indicate a very serious condition of affairs in the west, where the selling expenses, though legitimately high, have reached an altogether unreasonable figure as compared with the previous year. In 1901 the sales in that district amounted to $200,000, the cost and expenses of selling to $21,850; in the following year the sales fell to $100,000, a decrease of 50 per cent., while the selling expenses only show a decrease of $2,850, or, roughly speaking, 13 per cent. The fact that this disproportion between the falling off of sales and the lessening of expenses did not cause a serious shrinkage in the profits is owing to the city trade having

NOTE B1.

Being a summary of the results for two years, as shown in Note B.

1901.	
Sales	$800,000.00
Selling cost as charged sales acct.	672,000.00
Profit on sales	$128,000.00
Add excess provided for selling expenses, being profit made by selling department	150.00
Net profit	$128,150.00

1902.	
Sales	$800,000.00
Selling cost as charged sales acct.	664,000.00
Profit on sales	$136,000.00
Less deficiency in amount provided for selling expenses, being a loss caused by the selling department	5,600.00
Net profit	$130,400.00

increased 50 per cent., with a very slight increase of the selling expenses for that district. The total sales expenses and profits for each year being practically the same the management might easily fail to see that their hold in one of the districts covered by their salesmen was fast being lost; but the expenses in that district being kept up to a high figure, possibly on account of injudicious advertising contracts. If the sales in the west had been equal in 1902 to what they were in 1901 the net result would have been a very substantial increase in the business done and profits realized. It must be understood that the figures used are purposely such as to show extremes. The results, however, are improbable in degree only, and not in their nature, and under these circumstances the trend of affairs would, of course, have been seen long before the results were so serious or the amounts

NOTE C.

Memo. of sales and profit without any distribution of selling expenses.

	1901	1902
Sales	$800,000.00	$800,000.00
Manufactured cost	600,000.00	600,000.00
Gross profit	$200,000.00	$200,000.00
Less all expenses not included in cost of manufacture	71,850.00	69,600.00
	$128,150.00	$130,400.00

involved so large. It is a truism to state that accurate knowledge of details is essential to the best success of the productive departments of industrial concerns. Equally full knowledge of details, if not so essential, may yet well be a strong factor towards the success of the selling department, and the admitted necessity of careful distribution of all manufacturing expenses is a strong plea for equal care in the distribution of the selling and commercial.

POOR FINANCING.

I READ an article not long ago, writes J. H. Bolton, the purport of which was that the reason a great number of merchants fail to make any money was not so much the lack of a volume of business as it was small profits.

There is a great deal of truth in this. So many merchants do not seem to realize what goods cost; they figure if they buy a yard of cloth for five cents and sell it at six cents they are making one cent. That they are not making anything, more likely losing, would be nearer the truth. There are so many articles that must be sold close that it is very necessary to put a profit on anything that will stand it. There is no sense in making leaders of everything.

So many merchants mark their goods according to the price they pay and not what they are really worth or will bring. I have frequently run across articles marked 20 per cent. above their real value, simply because the buyer gave too much for them at the time of purchase, or the market has dropped materially since that time; but the selling price is not changed.

On the other hand, I find next to the high-priced article, one which is marked at an equally ridiculous low figure, simply because it cost a certain price and a certain amount of profit was figured on that cost.

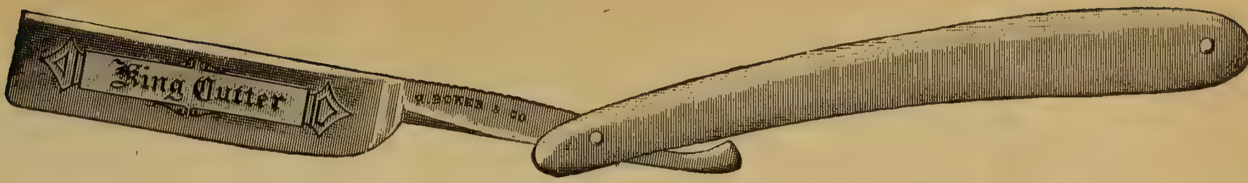
A man can't always hit everything right, but he'll pound his thumb a good deal if he doesn't try to find out, all the time, just how and where he is travelling. Men have made money when they went blindly into buying and selling goods, but we don't hear much about the fellows who flunk doing the same thing.

Making money by selling goods has to be done after just as intelligent methods as running a locomotive or an automobile successfully—chance may do it, but actual knowledge is the only sure way.

American Sheet Steel Company
Battery Park Building
New York
Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
Plain and Painted
Flat, Corrugated and
"V" Crimped

Apollo Best Bloom Galvanized Sheets
W. Dewees Wood Company's
Planished Iron
W. Dewees Wood Company's
Refined Iron
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
58 St. Sulpice Street
Montreal



H. Boker & Co.'s registered brand of "**King Cutter**" Razors is their finest production in quality. Equal to same are :

"KOH-I-NOOR," SOLD BY CAVERHILL, LEARMONT & CO., MONTREAL.
"TRUE BLUE," SOLD BY RICE LEWIS & SON, TORONTO.

"KING CUTTERS" Sold by all leading wholesale houses.

CURRENT MARKET QUOTATIONS.

December 26, 1902.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits – 56 and 28-lb. ingots, 100 lb.	$29 00	$30 00

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley –		Per box.
I C, usual sizes	....	$6 75
I X "	....	8 25
I X X "	....	9 75
Famous, equal to Bradley –		
I C	....	6 75
I X	....	8 25
I X X	....	9 75
Raven and Vulture Grades—		
I C, usual sizes	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00
D C, 12½x17	....	4 50
D X	....	5 25
D X X	....	6 00

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual size, 14x20	....	4 00
I.C., special sizes, base	....	4 50
20x28	....	9 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	8 50
IX., Terne Tin	....	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	....	7 00

Tinned Sheets.

72x30 up to 24 gauge	....	8 00
" " 26 "	....	8 50

IRON AND STEEL.

Common bar, per 100 lb.	....	2 05
Refined " "	....	2 45
Horseshoe Iron "	....	2 40
Hoop steel, 1½ to 3-in. base	....	2 90
Sleigh shoe steel, "	....	2 10
Tire steel	2 30	2 50
Reeled machinery	....	3 00
Toe calk steel	2 85	3 00
T. Firth&Co.'s tool steel, per lb	0 12½	0 13
Jessop's tool steel	....	0 14
Morton's tool steel	0 12½	0 13
Black Diamond and "B.C." tool steel	0 10	0 11
Chas. Leonard's tool steel	0 08	0 09
Park's "Silver" tool steel	0 12	0 14
" "Special"	0 15	0 20
Jonas & Colver's tool steel	0 08	0 15
" "Air Hardening"	0 45	0 60
Drill steel, per lb	0 08	0 10

BOILER TUBES.

		Per foot.
1½, 1¾ and 4 inch	....	0 09
2½ in	....	0 16
3 in	....	0 13
3½ in	....	0 16
4 in	....	0 31

STEEL BOILER PLATE.

¼ in	2 50	2 60
3-16 in	2 60	2 70
⅝ in. and thicker	2 50	2 60

BLACK SHEETS.

	Com.	D.Fl.
10 and 12 gauge	2 55	2 75
18 gauge	2 85	3 00
20 "	2 85	3 00
22 to 24 gauge	2 95	3 25
26 "	3 05	3 50
28 "	3 15	....

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

All dull, 52 sheets	2 90	3 00
Half-polished	3 00	3 10
All bright	3 75	3 85

IRON PIPE.

Black pipe—		Per 100 feet.
⅛ inch	3 00	3 25
¼ "	2 30	2 40
⅜ "	....	2 65
½ "	....	2 85
¾ "	....	3 65
1 "	....	5 20
1¼ "	....	7 35
1½ "	....	8 95
2 "	....	12 55
2½ "	....	21 00
3 "	....	25 00
3½ "	....	32 00
4 "	....	38 50
4½ "	....	45 00
5 "	....	48 00
6 "	....	63 00
Galvanized pipe—		
¼ inch	....	3 20
⅜ "	....	3 45
½ "	....	3 85
¾ "	....	5 00
1 "	....	7 20
1¼ "	....	10 05
1½ "	....	12 20
2 "	....	16 85

Malleable Fittings—Discount 30 p.c.
Cast Iron Fittings—
On all cast iron fittings, including plugs, bushings, unions and nipples, 50 & 10 p.c. dis.
All others—discount 60 p.c.

GALVANIZED SHEETS.

	G.C.	Comet	Bell.	Queen's Head
16 gauge	....	....	....	....
18 to 24 gauge	4 05	3 75	3 75	4 05
26 "	4 25	4 00	3 90	4 25
28 "	4 50	4 25	4 05	4 50

American brands, $4.40 for 28 gauge.
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....	....
" ¼ "	7 85	8 10
" 5-16 "	5 25	5 50
" ⅜ "	4 50	4 75
" 7-16 "	4 25	4 50
" ½ "	4 20	4 50
" 9-16 "	4 05	4 50
" ⅝ "	4 00	4 50
" ¾ "	4 00	4 50

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

COPPER.

Ingot.		Per 100 lb.
English B.S., ton lots	....	13 00
Lake Superior	....	....
Bars.		
Cut lengths, round, ½ to ⅞ in.	23 00	25 00
" round and square, 1 to 2 inches	23 00	25 00
Sheet.		
Plain, 14 oz., and light, 16 oz., 14x48 and 14x60	22 00	22 50
Plain, 14 oz., and light, 16 oz., irregular sizes	22 50	23 00
Tinned copper sheet	....	24 00
Planished	....	32 00
Braziers' (in sheets).		
4x6 ft., 25 to 30 lb. each, per lb.	....	0 23
" 35 to 45 " "	....	0 22
" 50-lb. and above "	....	0 21

BOILER AND T.K. PITTS.

Plain tinned, per lb	....	0 28
Spun, per lb.	....	0 32

BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb.	0 23½

ZINC SPELTER.

Foreign, per 100 lb	5 50	6 00
Domestic " "	....	....

ZINC SHEET.

5-cwt. casks	6 00	6 25
Part casks	6 25	6 50

LEAD.

Imported Pig, per 100 lb.	....	3 50
Bar, per lb.	....	0 05
Sheets, 2½ lb. sq. ft., by roll	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb.; extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 37½ p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $7.50. Discount, 22½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 3 p.c. cash, freights equalized.

SOIL PIPE AND FITTINGS.

Light soil pipe, discount, 45 per cent.
" " fittings, discount 50 per cent.
Med. and Extra heavy pipe fittings, dis. 50 and 10 per cent.
7 and 8-in. pipe, discount 45 per cent.

SOLDER.

		Per lb.
Bar, half-and-half, guaranteed	....	0 20
Bar, half-and-half, commercial	0 19	0 19½
Refined	....	0 19
Wiping	0 17	0 18½

ANTIMONY.

Cookson's ... per lb	9 00

WHITE LEAD.

		Per 100 lb
Pure	5 00	5 2[illegible]
No. 1	4 62½	4 87½
No. 2	4 25	4 50
No. 3	3 87½	4 12½
No. 4	3 50	3 75
Munro's Select Flake White	....	[illegible] 75
Elephant and Decorators' Pure	....	5 25
Brandram's B.B. Genuine	....	7 0[illegible]
" " No. 1	....	6 [illegible]
"Monarch" brand	....	6 [illegible]
Decorator's Pure	....	5 25
Essex Genuine	....	5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt	$4 75
Genuine, 100 lb. kegs, "	5 00
No. 1, 560 lb. casks, per cwt	4 25
No. 1, 100 lb. kegs, per cwt	4 50

WHITE ZINC.

Extra Red Seal	0 06	0 08
No. 1	0 05½	0 07
No. 2	0 05	0 06

DRY WHITE LEAD.

Pure, casks	5 25
Pure, kegs	5 50
No. 1, casks	5 00
No. 1, kegs	5 25

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 25
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 40
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Stewart & Wood's Champion pure	....	1 00
Standard Paint Co.'s "New Era."	....	1 30
The Francis - Frost Co.'s "Ark" brand	....	1 20
The Francis - Frost Co.'s British Navy deck	....	1 50

COLORS IN OIL.

25-lb. tins, Standard Quality.

Venetian red, per lb.	0 04½	0 06
Chrome yellow	0 12	0 14
Golden ochre	0 08	0 10
French "	....	0 06
Marine black	....	0 09
Chrome green	....	0 10
French Imperial green	....	0 12
Signwriters' black	....	0 16
Burnt umber	....	0 11
" sienna	....	0 11
Raw umber	....	0 11
" sienna	....	0 11

COLORS, DRY.

Common ochre, bbls	1 20	1 30
Yellow ochre (J.F.L.S.), bbls.	....	2 00
Yellow ochre (La Belle)	1 15	1 25
Brussels ochre	....	2 00
Venetian red (best), bbl.	1 75	2 00
English oxides, per cwt	3 00	3 25
American oxides, bbls.	1 25	2 00
Canadian oxides, bbls.	1 25	1 75
Super magnetic oxides, 93 p.c.	2 00	2 25
Burnt sienna, pure, per lb.	....	0 10
" umber, " "	....	0 10
Raw umber	....	0 09
Drop black, pure	....	0 09
Chrome yellow, pure	....	0 18
[illegible]hrome gr[illegible]ns, pure per lb	0 09	0 10
Golden [illegible]re	0 04	0 05
Ultramarine blue, in 28-lb. boxes, per lb	0 [illegible]	0 1[illegible]
Fire [illegible]oof miner[illegible], per 100 lb.		
[illegible] Eng[illegible]marge, per lb.		
Mor[illegible] color, per 100 lb		
P[illegible] Indian red No. [illegible]		
W[illegible]ng [illegible]		
English vermilion, in 30-		

WADE & BUTCHER'S
"SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada.

PUTTY.

Bulk in bbls.	1 90
Bulk in less quantity	2 05
Bladders in bbls.	2 25
Bladders in kegs, boxes or loose	2 40
Bladders in 25-lb. tins	2 35
Bladders in 12½ lb. tins	2 65
Bladders in bulk or tins less than 100 lb.	2 90

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	2 85	3 00
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	....	1 25
" No. 1	....	1 10
Hard oil finish	1 65	1 75
Light oil finish	1 40	1 60
Damar	1 70	1 85
Shellac, white	2 35	2 45
" orange	2 25	2 35
Turpentine, brown japan	1 25	1 30
" black japan	0 85	1 20
" " No. 1.	0 50	0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels: size 1, $1.20; size 2, 70c.; size 3, 40c. each.
Sherwin-Williams' copal varnish, assorted case, from ½ pts. to 1 gal., $2.50.

CASTOR OIL.

East India, in cases, per lb.	0 09½	0 10
" small lots	0 10	0 10½

COD OIL, ETC.

Cod oil, per gal	0 50	0 55
Pure olive	....	1 20
" neatsfoot	....	0 90

GLUE.

Common	0 08	0 09
French medal	0 10	0 14
Cabinet sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 25	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent.
Rim Fire Pistol, discount 40 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire Pistol and Rifle, 10 p.c., Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent.
Central Fire, Military and Sporting, American, add 5 per cent. to list. B.B. Caps, discount 40 per cent., American.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American, $1.60.

Wads.	per lb.
Best thick white felt wadding, in ¾-lb. [illegible]	$1 00
[illegible] brown or grey felt wads, in [illegible] bags	[illegible]
[illegible] card wads, in boxes [illegible] and smaller gauges	0 90
[illegible] wads, in boxes [illegible] gauge	0 35
[illegible] wads, in boxes [illegible]	0 55
[illegible] of 1,000 each. [illegible]	0 20
[illegible]	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each –	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 20 per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	5 50	10 00
Double bit, "	11 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	5 75	6 75
Splitting Axes	6 50	12 00
Handled Axes	7 00	10 00

AXLE GREASE.

Ordinary, per gross	5 75	6 00
Best quality	13 00	15 00

BATH TUBS.

Zinc 6 00
Copper, discount 15 per cent. off revised list.

BATHS.

Standard Enameled.

5½-inch rolled rim, 1st quality	24 00
5½ " " " 2nd "	20 00

BABBIT METAL.

"Tandem," A	per lb.	0 27
" B	"	0 21
" C	"	0 11½
Frictionless Metal	"	0 23
Hercules	"	0 15

Syracuse Smelting Works:

Aluminum, genuine	0 45
Government, "	0 44
Tough, "	0 40
Hard, "	0 40
Dynamo	0 30
Special	0 25
Harmony	0 22
Car Box	0 20
Extra	0 15

The Canada Metal Co.:

No. "O" babbit	0 06
No. 1 babbit	0 08
Star "	0 10
Hercules "	0 15
Metallic "	0 20
Imperial "	0 30

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63¾ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gong, Sar[illegible]nt's	5 50	8 00
" Peterboro', discount 45 per cent.		

Farm.

American, each	1 25	3 00

House.

American, per lb.	0 35	0 40

BELLOWS.

Hand, per doz	3 35	4 75
Moulders' per doz	7 50	10 00
Blacksmith's, discount 40 per cent.		

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Gilmour's, discount 60 and 5 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS.	Per cent.
Carriage Bolts, common ($1 list)	55 and 10
" " full sq. ($2.40 list)	55 and 10
" " Norway Iron ($3 list)	50 and 10
Machine Bolts, all sizes	50 and 10
Plough Bolts	50 and 10
Blank Bolts	50 and 10
Bolt Ends	50 and 10
Sleigh Shoe Bolts	65 and 10
Coach Screws, cone point	66⅔ and 10

Nuts, square, all sizes, 3¾c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove Rods, per lb., 5½ to 6c.
Nuts, in 50-lb. lots, ¼c. per lb. extra; in less than 50-lb. lots, ½c. extra.

BOOT CALKS.

Small and medium, ball	per M.	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BROILERS.

Light, discount 65 to 67½ per cent.
Reversible, discount 65 to 67½ per cent.
Vegetable, per doz., discount 37½ per cent.

Henis, No. 8	per doz.	6 00
Henis, No. 9	"	7 00
Queen City	"	7 50

BUTCHERS' CLEAVERS.

German	per doz.	6 00	11 00
American	"	12 00	20 00

BUTCHER KNIVES.

Bailey's	per doz.	0 60	6 30

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 70
Ready roofing, 2-ply, not under 45 lb., per roll	0 85
Ready roofing, 3-ply, not under 65 lb., per roll	1 10
Carpet Felt ....per ton	40 00
Dry Sheathing ....per roll, 400 sq. ft.	0 35
Tar " " 400 "	0 45
Dry Fibre " 400 "	0 50
Tarred Fibre " 400 "	0 60
O. K. & I. X. L " 400 "	0 65
Resin-sized " 400 "	0 40
Oiled Sheathing " 600 "	1 10
Oiled " " 400 "	0 70
Roof Coating, in barrels ....per gal.	0 17
Roof " small packages "	0 25
Refined Tar ....per barrel	4 50
Coal Tar "	4 00
Coal Tar, less than barrels....per gal.	0 15
Roofing Pitch ....per 100 lb.	0 85

BULL RINGS.

Copper, $2.00 for 2½-inch, and $1.90 for 2-inch.

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent.

Wrought Steel.

Fast Joint, discount 65, 10 and 2½ per cent.
Loose Pin, discount 65, 10 and 2½ per cent.
Berlin Bronzed, discount 70, 70 and 5 per cent.

Gen. Bronzed	per pair	0 40	0 65

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 31 and 32	per gross	8 50	9 50

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump ....per cwt.	0 60	0 65
Red	0 05	0 06
Crayon ....per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.
Warnock's, discount 50 and 10 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

Revolving Churns, metal frames—No. 0, $8 No. 1, $8.50; No. 2, $9.00; No. 3, $10.00 No. 4, $12.00; No. 5, $16.00 each. Ditto, wood frames, 20c. each less than the above. Discounts: Delivered from factories, 53 per cent.; from stock in Montreal, 51 per cent. Terms 4 months or 3 per cent. cash in 30 days.
Churn frames, including bearings, levers, etc. Nos. 0, 1, 2 and 3, wood, $2.40; and 4 and 5, $2.65. Metal frames, 25c. extra. Discount 15 per cent., net 30 days.

CLIPS.

Axle, discount 65 per cent.

CLOSETS.	Net.
Plain York or Ontario Syphon Jet	$9 60
Emb. " " "	10 20
Fittings	1 00
Plain Elgin or Teu. Syphon Washout	6 00
Emb. " " "	6 60
Fittings	1 25
Low Down Elgin or Teutonic, plain	9 60
Low " " " emb.	10 20
Plain Richelieu	3 75
Emb. "	4 00
Connections	1 25
Low Down Ontario Syphon Jet, plain	11 70
Low " " " emb'd.	12 30
Closet connection	1 25
Basins, P.O., 14-in	0 70
Basins, oval, 17 x 14-in.	1 50
Basins, " 19 x 15-in.	2 25

COMPASSES, DIVIDERS, ETC.

American, discount 62½ to 65 per cent.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 17½
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod (15 p.c.), per doz.	....	2 00
Coil "	0 88	1 60
English "	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 50 and 10 per cent.
Carpenters', discount 60 and 10 per cent.

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"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially adapted for export With or without "Emlyn" Guard. Sole maker—

CHARLES D. PHILLIPS,

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"BRASSITE" GOODS — Gunn Castor Co. Limited, Birmingham, Eng.

Always ask for "BAILEY" BRAND CUTLERY

Made in Canada.

FULLY WARRANTED.

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Complete Lines in **Shears, Scissors, Razors, and Butcher Knives.**

BAILEY CUTLERY CO.

BRANTFORD, CANADA. Limited

CHAS. P. CLARK, President. **JARED CHITTENDEN, Treasurer.**

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THOS. C. IRVING. Gen. Man. Western Canada, Toronto.

The Year is going—let it go!"

Year

with all its happiness and sadness, its fulfilments and disappointments, its gains and its losses, is going.

The New Year

...ght with limitless possibilities, hopes and ambitions, is at hand.

May *your* coming year make your possibilities actual facts; may *your* hopes and *your* ambitio... be realized; may health and happiness be *yours*, and may *you a...* as never before, the trade-getting qualities and personal

...HUR... RANGES.

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Twelve Medals

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PATENT INTERLOCKING RUBBER TILING.

The most perfect floor covering for Hotels, Cafes, Business Offices, Banks, Court Rooms, Churches, Hospitals, Vestibules, Halls, Billiard and Smoking Rooms, Lavatories and Bath Rooms.

NOISELESS NON-SLIPPERY
WATERPROOF SANITARY

Carefully selected range of soft, beautiful colors affording ample scope for combinations in harmony with surroundings.

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124-148 O'Hara Ave.

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"Alligator" Brand Gold Leaf

We have now in stock :

Gold Leaf,
Silver Leaf,
Schlag Metal,
etc.

B. & S. H. THOMPSON & CO.

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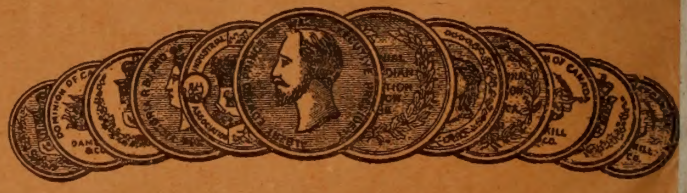
53 St. Sulpice Street,

MONTREAL.

VARNISHES AND JAPANS

McCASKILL, DOUGALL & CO.

Manufacturers MONTREAL



Standard Railway and Carriage Varnishes
Standard Boat and Spar Varnishes
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